



B2BGateway
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B2BGATEWAY HELPS MANDERLEY TURF PRODUCTS KEEP THEIR RELATIONSHIPS IN CONSTANT COMMUNICATION.

“Not only is the staff great but they also help me in the development and training in the EDI world. The more the customer understands, the better the relationship is.”



DANIEL LANOUILLE,
MANDERLEY TURF PRODUCTS

About Manderley Turf Products

Since 1960, Manderley has been creating beautiful, sustainable lawns for homeowners, builders and commercial developers. It has prospered by providing excellent products, prompt delivery and superb service. Manderley was instrumental in establishing and organizing the sod industry in Canada and to this day remains at the forefront as a respected leader in pioneering new products, services and processes that improve client experience and reduce our impact on the environment.

About B2BGateway

B2BGateway offers Fully Managed EDI & API Connectivity solutions that are 100% built and maintained by B2BGateway developers. B2BGateway’s solutions facilitate the seamless exchange of any business documents such as purchase orders, invoices, inventory updates, and advanced shipping notices. B2BGateway supports any communication method (FTP, AS2, HTTP, etc.) and any file type (X12, XML, EDIFACT, CSV, etc.). B2BGateway’s solutions are simple to use, competitively priced, and eliminate the need for manual data entry errors that result in costly chargebacks.

In addition to our global headquarters in Rhode Island, B2BGateway has offices in Ireland and Australia enabling us to offer unparalleled support across all time zones.



BUSINESS CHALLENGE

Manderley Turf Products had to manage multiple different programs to meet each of their retailers different needs. They needed a solution to consolidate those programs into their NetSuite ERP system.

SOLUTION

Manderley Turf Products has now grown to have 42 different suppliers with 4 distinct programs that integrate into NetSuite with the help of B2BGateway. B2BGateway enables Manderley to get real time communication with their suppliers with B2BGateway’s Warehouse Support Site.

RESULTS

Suppliers can log into B2BGateway’s warehouse portal to update their shipping date which sends an 870 purchase order update to Manderley and an 856 Advance Shipping Notice to Retailers. B2BGateway enables Manderley’s Suppliers and Retailers to be in a constant loop of communication, eliminating manual data entry and the stick handling in the middle.



B2BGATEWAY’S EDI FOR MANDERLEY TURF PRODUCTS
 CASE STUDY

