

LIGHTING THROATS AROUND THE WORLD



SUCCESS STORY

"B2BGateway was an easy to use and understand EDI system, working with B2BGateway has been a breeze".

Jennifer Holland | *Founder, CEO*



B2BGATEWAY.NET
GLOBAL EDI NETWORK



Customer:
Throat Scope



Solution:
B2BGateway has developed a cloud based, fully integrated [EDI solution for Xero](#) users which removes the need to manually re-key data when exchanging orders and invoices with trading partners.



Industry:
Medical Devices



Location:
Redhead, Australia



Business Challenge:
Expanding in Australian market, Throat Scope needed an EDI solution that would meet the data standards and communication protocols required by CVS, but they also required a cloud based EDI solution that would fully integrate with their Xero accounting software solution.



Results:
B2BGateway implemented a unique EDI solution quickly and at low cost. This effectively removed a very large amount of manual processing saving Throat Scope time and money.



BUSINESS CHALLENGE

As the Throat Scope business grew throughout Australia, the company needed a cutting edge, fully-integrated EDI solution that would allow to receive orders directly from their CVS customer into their Xero accounting software system. Throat Scope began by looking for organizations that not only provided EDI functionality but could also provide advanced features such as full integration with their cloud based Xero accounting software solution. Throat Scope needed the ability to manage growing customer demand and improve supply chain efficiencies.

CUSTOMER PROFILE

Throat Scope is the world's first all-in-one light and tongue depressor. Throat Scope un-complicates oral examinations for doctors and healthcare professionals. Throat Scope can also be used in the home and is the first in-home oral examination tool on the market. Throat Scope is Sydney Design Awards Winner 2015, "What's the Big Idea Queensland" Winner 2011 and successfully featured on Season One of Shark Tank Australia.

SOLUTION

Throat Scope needed to fulfill a substantial amount of orders from their trading partner - CVS. After searching the market extensively Throat Scope chose to use B2BGateway's fully-integrated EDI for Xero solution to automate their transactional process which would remove the need to manually re-key data and expedite the cash cycle payment process. B2BGateway's automated EDI solutions removed the need for Throat Scope staff to re-key data when processing orders and invoices.

ABOUT B2BGATEWAY

B2BGateway is a world leader in the provision of cloud-based, fully-integrated EDI and automated supply chain solutions founded in Boston in 1999 and with additional offices in Europe, Australia and China. B2BGateway offers clients 24/7 customer support with each client having their own designated setup team. B2BGateway's EDI solutions are simple to use, competitively priced, highly effective and can increase profitability by reducing the costs associated with manual data entry errors. For further information please visit www.b2bgateway.net



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BUSINESS BENEFITS

The implementation of B2BGateway EDI solution for Brightpearl was completed very fast. Westridge Outdoors were able to get a new connection to their trading partner using an AS2 as the communication method, receive purchase orders and send back Advance Ship Notices and Invoices automatically. B2BGateway's EDI solution removed the need for the Westridge Outdoors staff to manually re-key data; this in turn leads to reduced errors, lower labor costs and faster payments from their customers.

