



# SUCCESS STORY

## Mushroom Marketing & Distribution



**Customer:**  
Unimush Ireland



**Location:**  
Co. Armagh, Northern Ireland



**Solution:**  
Cloud based, fully integrated EDI solution for Sage by B2BGateway in EANCOM/EDIFACT format.



**Business Challenge:**  
In order to sell its products to Tesco, Unimush Ireland needed a quality, dedicated EDI provider.



**Industry:**  
Mushroom & Food Supplies



**Results:**  
B2BGateway.Net established a successful, quality EDI connection from Unimush Ireland to Tesco using agreed EANCOM/EDIFACT standards.

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## CUSTOMER PROFILE

Unimush Ireland is a well-established Mushroom Producer and Supplier, based in Co. Armagh, Northern Ireland.

Unimush Ireland was a company eager to expand its operations by getting its products sold on a large scale throughout the UK and Ireland. Almost all fresh food suppliers welcome the opportunity of selling goods to Tesco. However, Unimush Ireland needed a better solution for communicating back and forth with Sage.

## 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](http://www.b2bgateway.net)



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## BUSINESS CHALLENGE

Unimush Ireland needed an EDI solution that conformed to EANCOM/EDIFACT standards and allowed them to import the volume of orders that Tesco would be sending. The retailer, Tesco requires that all vendors must use EDI for business transactions. Essentially, if you don't have EDI, you don't sell goods to Tesco.

## SOLUTION

B2BGateway.Net was able to provide Unimush Ireland with Purchase Orders (850), Invoices (810) and Advanced Shipping Notices (856) in the agreed EANCOM/EDIFACT format as outlined by GS1, the leading global organization dedicated to the design and implementation of global standards and solutions to improve efficiency and visibility in supply and demand chains globally and across sectors.

## BUSINESS BENEFITS

Business has increased, orders are processed more efficiently and error free with EANCOM/EDIFACT EDI.



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