



WAYNE
WATER SYSTEMS



SUCCESS STORY

“B2BGateway’s EDI integration into Acumatica was seamless. Simultaneously onboarding Acumatica and EDI together was a big deal for our company. We don’t have an EDI background but B2BGateway made the setup process easy. Nate and his team handled everything without us having to spend our time learning about the EDI process. We highly recommend B2BGateway for your Acumatica integrations”.

Ken Stevens | Wayne Water Systems



B2BGATEWAY.NET
GLOBAL EDI NETWORK

Acumatica
The Cloud ERP



Customer:
Wayne Water Systems
www.Waynepumps.com



Location:
101 Production Dr. Harrison, OH 45030



Industry:
Water Pumps



Business Challenge:
With 23 trading partners to transition to B2BGateway, and the introduction of Acumatica to their business, there was a high risk of negatively impacting their existing relationships.



Solution:
Over the course of approximately 3 months, Wayne Water Systems and B2BGateway worked together to complete the implementation of the requested trading partners.



Results:
Effective communication between B2BGateway and Wayne Water Systems resulted in sound project management and a smooth transition of 23 trading partners enabling Wayne Water Systems to fully leverage their Acumatica solution to streamline their order fulfillment process.



CUSTOMER PROFILE

Wayne Water Systems offers a variety of different pumps designed for homeowners, watering gardens, sump and battery backup systems, sewage pumps, pool and lawn. Wayne Water System has over 80 years' experience in the industry and their experts are available to help their customers choose the right pump for their needs.

ABOUT B2BGATEWAY

Founded in Boston, Massachusetts in 1999, B2BGateway is a world leader in the provision of a cloud-based, fully-integrated EDI solution for Acumatica users. B2BGateway's Acumatica solution is 100% built and maintained by B2BGateway developers. B2BGateway's solution is integrated directly into the Acumatica users dashboard, allowing for hassle free, reliable and seamless exchange of any business documents such as purchase orders, invoices, inventory updates, advanced shipping notices via any communication method (FTP, AS2, HTTP, API) and any file type (X12, EDIFACT, CSV, etc). B2BGateway's EDI solutions for Acumatica are simple to use, competitively priced, highly effective and can increase profitability by reducing the costs associated with manual data entry errors.

B2BGateway has offices in Ireland, Australia and China enabling us to offer unparalleled support in many time zones with emergency after hours support available as well. For further information please visit www.b2bgateway.net



BUSINESS CHALLENGE

Wayne Water Systems had chosen Acumatica as their new accounting package and B2BGateway as their EDI provider. With 23 trading partners to transition to B2BGateway, and the introduction of a new accounting package to their business, there was a high risk of negatively impacting their existing relationships.



SOLUTION

B2BGateway Project Manager, Nathan Bousquet, held a kickoff meeting with Wayne Water Systems in order to outline the scope of the project, expectations and timeframes. Based on this meeting, project plans were created for Wayne Water Systems to review so both the Wayne Water and B2BGateway teams could be in sync with clear expectations. B2BGateway Trading Partner Liaison, Marybeth Wallander, contacted the 23 trading partners to gather EDI requirements, mapping specs and to setup the communication method on Wayne Water System's behalf.

Over the course of approximately 3 months, Wayne Water Systems and B2BGateway worked together to complete the implementation of the requested trading partners. As Wayne Water Systems was initially setting up Acumatica, B2BGateway accommodated any necessary mapping updates for custom fields and also was flexible in adjusting timeframes as needed.

BUSINESS BENEFITS

B2BGateway's Acumatica solution helped Wayne Water Systems complete a very difficult task of switching EDI providers and building a new ERP simultaneously. Effective communication between B2BGateway and Wayne Water Systems resulted in sound project management and a smooth transition of 23 trading partners enabling Wayne Water Systems to fully leverage their Acumatica solution to streamline their order fulfillment process.