



B2BGateway
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**SMOOTH SAILING WITH
 B2BGATEWAY LED CANYON COOLERS
 INTO PRODUCTION WITH THEIR
 TRADING PARTNERS .**

“From our first contact with Melissa in sales, all the way through testing and into production, it was smooth sailing the whole way. Andrew, our project manager, made this process easy and was very responsive to answering any questions”.

- JOHN MARTIN, CANYON COOLERS

About Canyon Coolers



We don't think you should have to choose between buying a cooler that keeps your ice cold, and sending your kids to college someday. There are so many adventures to go on, from rafting (where we got our start), to off-roading, to canyoneering and climbing, and hunting and fishing - all of which are made better by ice that lasts the duration. So in 2010 we set out to build a premium ice chest that could keep food and drinks cold for the duration of a 27 day rafting trip through the Grand Canyon, but to offer it at a price that was accessible to all adventurers.

And we did just that. Canyon Coolers are consistently ranked at the top of the pack in ice retention tests, and our prices consistently at the bottom compared to other premium ice chests. And our warranty is second to none. The adventures you go on should be the status symbol, not the cooler you take with you.

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.



**BUILT FOR ADVENTURES OF A LIFETIME.
 PRICED FOR A LIFETIME OF ADVENTURE.**

BUSINESS CHALLENGE

Based on a recommendation from a trading partner, Canyon Coolers needed to streamline their sales order processes and find a reliable EDI solution.

SOLUTION

After reaching out to Business Development Representative, Melissa, confidence was made in B2BGateway's EDI solution right from the start "and they did not disappoint." Canyon coolers now has the confidence to build more relationships with vendors who want to setup with them electronically.



RESULTS

B2BGateway's solutions streamlined the ordering and invoicing process and allowed Canyon Coolers to communicate seamlessly with their trading partners. They no longer had to bill individual stores and could reach all 4,500 of them at once.



B2BGATEWAY'S EDI FOR CANYON COOLERS
 CASE STUDY

