



**B2BGateway**  
[www.B2BGateway.Net](http://www.B2BGateway.Net)  
 Sales@B2BGateway.Net



## MAROLINA OUTDOOR ENDED THEIR HUNT FOR A BETTER EDI SOLUTION ONCE THEY FOUND B2BGATEWAY

“What really stood out to me the most about B2BGateway was all of the different retailers that they could work with. Marybeth and Nathan did a great job and were essential in the transition process.”  
 - CAROLINE MOJICA, MAROLINA OUTDOOR

### About Marolina Outdoor, Inc.

Marolina Outdoor Inc. was founded to bring deep seeded expertise across all outdoor categories to the industry.

#### OUTDOOR ENTHUSIASTS

Our unparalleled knowledge and understanding of the needs surrounding the outdoor world created a corporation like no other.

#### INNOVATIVE

Innovative designs and technologically focused products, create the foundation and bring our core focus of authentic outdoor apparel into the industry.

### About B2BGateway

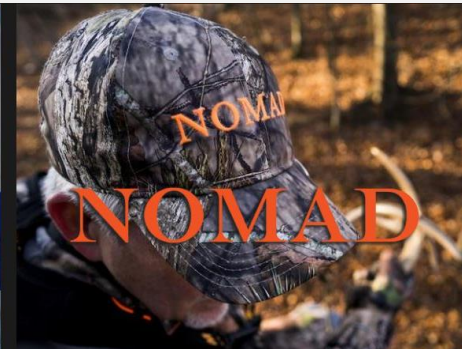
Since 2001, B2BGateway has been providing Electronic Data Interchange (EDI) & API Connectivity Solutions for NetSuite users. B2BGateway's cloud-based EDI & API Connectivity solutions allow the NetSuite user to communicate seamlessly with their customers and 3PL's. We offer both web based and fully integrated EDI & API Connectivity solutions to cater for all market needs and wants (e.g. X12, EDIFACT, Tradacoms, Eancom, Odette, oioUBL, XML, VAN, AS2, FTP, etc.). Our Cloud/SaaS based fully integrated EDI & API Connectivity solutions will integrate seamlessly with all NetSuite ERP Solutions. 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.

For further information please visit [www.b2bgateway.net](http://www.b2bgateway.net)



### BUSINESS CHALLENGE

Marolina Outdoor was struggling with their current EDI Provider as they just weren't getting the response that they needed. After 3 years, only 2 trading partners were setup. They needed to hunt down a more efficient and reliable EDI solution.



### SOLUTION

From initial contact with the sales staff, all the way through the setup process, Marolina Outdoor was thrilled with how B2BGateway managed the process of transitioning from their current EDI provider to our NetSuite EDI solution.



### RESULTS

Marolina Outdoor is in a much better position than they were six months ago. From a solution standpoint, everything is more efficient. B2BGateway's client portal is very well organized, keeps everyone all on the same page and everything moving efficiently.



B2BGATEWAY'S EDI FOR MAROLINA OUTDOOR, INC.  
 CASE STUDY

