



FOSDICK FULFILLMENT TEAMS UP WITH B2BGATEWAY TO DELIVER CLOUD-BASED, AUTOMATED WAREHOUSE SOLUTIONS

December 1, 2012 | Boston, MA – Fosdick Fulfillment teams up with B2BGateway to deliver automated, cloud-based warehouse solutions to clients. Since the inception of the relationship in early 2011, B2BGateway and Fosdick have enabled thousands of orders to be shipped without any manual data entry.

In early 2011, both companies began working together due to a mutual client needing EDI. Two years and dozens of relationships later, the two companies deliver thousands of SKUs on a monthly basis. With B2BGateway's fully-integrated, cloud-based solutions, no manual data entry is required on the client's end and orders are automatically sent to Fosdick, where they can be fulfilled and shipped seamlessly.

When TV Goods, distributor of 'As Seen on TV' products needed EDI, B2BGateway was their first choice. *"In less than six months we implemented a new ERP and automated our relationship with Fosdick with the help of B2BGateway,"* said VP of Retail Distribution, Dwayne Leininger. *"Our direct response orders are sent direct to Fosdick from call centers and e-commerce partners versus through the ERP. The challenge of updating our ERP seemed overwhelming at first but the teams at B2BGateway and Fosdick made it work. We now have more accurate and detailed data in real time to make better decisions."*

Fosdick originated as a full-service fulfillment business in 1965, with 15,000 square feet of warehouse space and five clients, fulfilling 120,000 orders. Today, with major locations on the East and West coasts as well as in Canada and more than 800,000 square feet of space, Fosdick ships over 20 million direct to consumer and retail orders per year.

"I have found B2BGateway very easy to work with and very responsive," said Senior VP of Information Technology, John Konstantino. *"The integration process is simple and their staff is very knowledgeable."*

About B2BGateway: B2BGateway, a GS1 Accredited solution provider, is a leading global EDI (Electronic Data Interchange) provider with offices in North America, Europe and Australia. B2BGateway offers 24/7 customer support with each client assigned a designated setup team. B2BGateway EDI solutions are simple to use, competitively priced, highly effective and can increase profitability by reducing costs associated with manual data entry. For further information please call +1 (401) 491 9595 (USA), +353 61 708533 (Europe), +61 2 8003 7584 (Australia) or log onto www.B2BGateway.Net

About Fosdick Fulfillment Corporation: Founded in 1965, Fosdick currently has facilities in Berlin, CT, Reno, NV and Toronto Canada with 800,000 square feet of space. Fosdick ships over 20 million direct to consumer and retail orders per year and has the ability to completely satisfy a mixed bag of accounts and each of their unique needs. For more information on Fosdick Fulfillment Corporation, please call +1 (800) 759 5558 or +1 (800) 759 5558 or log onto www.fosdickfulfillment.com