

EDI. Simplified.

Case Study: Mr. Bar-B-Q, Bethpage, NY

©copyright 2010



Mr. Bar-B-Q

International designer, manufacturer, importer and distributor of high-quality barbecue tools, accessories and parts.

Key Points

While many electronic data interchange options are available, many are not as flexible or accommodating as they need to be, particularly if your business is on a growth track.

EDI should save you time and money without the hassle of complicated training, trial and error.

Issues pertaining to vendor compliance, charge-backs and so forth can be alleviated early on simply with an EDI integration tool that's tailored to your business model.

EDI Options Makes E-Commerce Easier for Company with an Appetite for Growth.

Based in Old Bethpage, NY, Mr. Bar-B-Q is a global designer, manufacturer and distributor of high-end BBQ tools, accessories and parts. The company runs an OEM division which taps into a network of suppliers and facilities in Hong Kong, Korea, Taiwan, China, Malaysia, Thailand and the Philippines. Mr. Bar-B-Q also services the restaurant and catering industry through its ChefMaster division and it sells to these customers through a network of master distributors. Over time the business has expanded creating a requirement to handle more and more transactions and communication from a worldwide spectrum of partners, mass merchants, home centers, and retailers including online and site-based operations.





Making E-Commerce More Productive and Easier

Mr. Bar-B-Q handles no less than 1,000 purchase orders a month, all coming in from various time zones and locations. As such, automation became a necessity when it came to their e-commerce processes. During the early years Mr. Bar-B-Q had an accounting system in place which was suitable when there were only two major retailers in the pipeline. Today, there are 12 major trading partners including Wal-Mart, Home Depot, Bed, Bath and Beyond, TJ Maxx, Amazon.com and Target.com just to name the first few on the on list.

"We needed a solution that could grow with us and yet keep things simple," said Darlene Gordils, Office Manager at Mr. Bar-B-Q. and the coordinator of the day-to-day electronic data interchange operations at the company. "We didn't necessarily know what we needed in an integration package, but we knew we wanted the solution to save us time and money without being too complex to use."

The solution EDI Options brought to the table is the EC Gearbox, an integration suite that handles the many different aspects of Mr. Bar-B-Q's EDI requirements specifically invoices, advance ship notices, and GS1 labeling...all within full compliance of each trading partner in the lineup. Going well beyond EDI compliance, The EC GearBox provides a central information manager that shares information with Mr. Bar-B-Q's accounting systems, small package and truck shipping systems, and remote 3rd party warehouses.

Vendor EDI compliance and timely sharing of information is significant in many respects no least of which is in vendor charge-backs, a sometimes dicey issue between trading partners that can add up to massive amounts of dollars spent in penalties due to the slightest discrepancies in package configurations or prices. With the EC GearBox, errors are caught ahead of time and are flagged before they turn into issues that cause charge backs, not to mention inconveniences among trading partners in the supply chain and the bad PR that goes along with that.

As Mr. Bar-B-Q's business became more varied and logistics more complex, EDI Options was able to provide EC GearBox extensions to keep operations running smoothly. Most impressively, EDI Options continues to adapt to some very peculiar retailer requirements without adding complexity to Mr. Bar-B-Q's internal fulfillment operations.

"We looked at other accounting packages and even tried another EDI add on, but none of these systems gave us what we were looking for," Gordils said. "The solution that EDI Options created for us made life very simple from the very beginning. We have up to five different people using the system and each one of them has come up to speed on the system within a very short training time."

Much of the simplicity Gordils and Mr. Bar-B-Q have experienced comes directly from the previous experience EDI Options has gained over the years, says Neil Abruzzese, President of EDI. "For more than 20 years we have dealt with all the major retailers as well as so many different vendors and have seen firsthand the challenges of meeting e-commerce requirements. When we work with a new client we already have a good idea what their trading partners are going to expect from them and it becomes much easier for us to customize a solution that will handle the EDI effectively and without making the customer jump through hoops. We want to help them make things easier so that we're enabling their growth and expansion. We want our systems to adapt to the customer's needs; not to have the customer adapt to our systems."

Gordils validates that statement. "We're spoiled," she says. "Every time we've had a question, we get right through without any lag in communication. Every time we've wanted to look at adjusting something, we've gotten it. I don't think we could have accomplished what we do with as many trading partners as we have now without the help from EDI Options."

EC GearBox

EC GearBox is an EDI management and integration tool developed by EDI Options, the leader in E-Commerce business solutions. It allows you to leverage the power of EDI to be a more responsive trading partner whether you're just getting into the game, or you're ready to take your business to the next phase.

EC GearBox is guaranteed to be 100% compliant with the requirements of your EDI trading partners. No more manual entry of invoices, advance ship notices, and labeling information - everything is managed automatically by EC GearBox. And that means your operation will run faster, easier, at less cost AND with far better control over errors and vendor charge-backs.

EDI Options. 20 Years of Industry Know-How

For 20 years, EDI Options has led the way in making EDI technology an easier way to transact business. During much of that time, the company specialized in customer-tailored EDI solutions tackling tough EDI problems. The EC GearBox and its newest release, the EC GearBox¹⁰ represent major breakthroughs in EDI processing for businesses of all sizes. Moving into the future EDI Options continues to produce innovative, economical ways to manage an ever-increasing volume of EDI transactional data.

To learn more about this exciting new product, contact us today to arrange a free demonstration. We'll show you how easy it can be to step up to the next level.

516-741-2032

Visit Us On Line

