



**WHAT CLIENTS ARE SAYING?**

“B2BGateway.Net substantially reduced the time and errors of our manual order entry process. With B2BGateway, it only takes one click and there are no errors!”

**Glenn Caswell, Trade Spending Manager | Vitasoy**



**CUSTOMER PROFILE**

JOD Foods, the brainchild of James O’Doherty, is a producer of dairy products based in Kilmallock, County Limerick, Ireland. JOD was an company eager to expand its operations by getting its products sold on a large scale throughout the country. Musgrave, the company that brings us SuperValu, Centra, Londis, Musgrave Marketplace, etc. Is a very large food retailer in Ireland.

Almost all food producers or distributors welcome the opportunity of selling goods to Musgrave. However, JOD Food Products needed a better solution for getting orders into Mamut and getting invoices out of Mamut. The current process was very time consuming and fraught with errors.

JOD Foods needed a fully integrated EDI solution to reduce the time and the errors involved in the manual processes. JOD is very good with Dairy products, but they realized that they needed an expert to assist with EDI so they turned to the Mamut EDI partner B2BGateway.Net.

**BUSINESS CHALLENGE**

JOD Food Products needed an EDI solution that allowed them to import the volume of orders that Musgrave would be sending. JOD had been receiving orders from buyers via post. These paper based order had to be manually entered into JOD’s Mamut accounting system. Invoices then had to be printed from Mamut and sent, again over the postal system. The process was slow, labour intensive and prone to frequent errors.

Using a non-EDI process, or a non-integrated (into Mamut) process, JOD would have had to hire more staff members for order entry. JOD also needed to be able to extract invoices

from the Mamut system so they could be sent to Musgrave for payment. Lastly, the retailer Musgrave requires that all vendors must use EDI for business transactions. Essentially, if you don’t do EDI, you don’t sell goods to Musgrave. JOD needed a Mamut Integrated EDI solution!

**SOLUTION OVERVIEW**

JOD Foods contacted Mamut and asked about an EDI provider. Mamut was pleased to say that EDI was provided to Mamut users by B2BGateway.Net. With the B2BGateway.Net office located in County Galway, Ireland JOD Foods was able to get an Irish company and a global EDI provider to fulfill their technological needs. B2BGateway.Net was able to provide JOD Foods with a one-click solution for getting large batches of orders into the Mamut system. Retrieving invoices from Mamut and sending them to Musgrave was also a simple and oneclick process.

The implementation, testing and verification processes were handled by the Galway B2BGateway.Net staff in a simple and easy manner. The EDI implementation process is designed to be non-impacting to the end-user and trading partner alike. B2BGateway.Net supports all EDI formats and services all of the major large format retail operations in the European Union. B2BGateway.Net supports all EDI needs for retailers, manufacturers, distributors, etc. around the world. The ease of operations and the full service implementation that B2BGateway.Net provided made the entire EDI process very easy for JOD Foods.

**BUSINESS BENEFITS**

JOD Food Products has established working vendor relationships with Musgrave and has substantially increased their business. JOD Food Products, having EDI capabilities can now target other large food retailers in Ireland and in other parts of the EU. JOD Food Products was able to increase their business base without increasing their staff. Orders are imported into the Mamut package with a simple click of a button. There is no need to hire costly and error prone order entry staff members. When JOD Food Products wants to invoice buyers, a simple click of a button extracts invoices from Mamut and sends them to B2BGateway.Net for reformatting and delivery to Musgrave, (or future trading partners). So, business has increased, orders are processed more efficiently and error free, and the price of the solution is less than a fraction of the cost of an entry level order entry person. B2BGateway.Net and Mamut have provided a quick, easy and cost effective solution to JOD Food Products.

For more information about B2BGateway  
+1 401-491-9595 // Main Office  
<http://www.B2BGateway.Net> // Web Address  
[Info@B2BGateway.Net](mailto:Info@B2BGateway.Net) // Email Address

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