

## Acumen Holdings needed a 'Reverse EDI Set Up' solution to integrate with their NetSuite ERP software and chose B2BGateway.Net



### Customer Profile

Acumen Holdings trading as Acumen Brands is a young aggressive Arkansas E-Commerce organization with total revenues exceeding \$50 million. In 2009 the firm acquired a medical uniform business Scrubshopper.com and has since added the following E-Commerce stores to its portfolio: Toughweld.com, Babyhabit.com and Trailsedge.com, all offering different forms of apparel and safety work equipment. The firm has also developed Litely Salted an online trivia site and an Online Dermatology Clinic which launched this year.

### Business Challenge

Acumen Holdings needed an EDI 'Reverse Set Up' solution. They needed to send EDI 850 Purchase Orders and import EDI 810 Invoices from their suppliers and trading partners, rather than vice versa. Finding an EDI 'Reverse Set Up' solution proved quite a challenge for Acumen Holdings, who wanted to automate and grow their business in a relatively short time frame.

### Solution

Acumen Holdings contacted NetSuite's EDI Partner, B2BGateway.Net to find a solution for their EDI 'Reverse Set Up' quandary which was costing them time and money. B2BGateway.Net, NetSuite's EDI Partner since 2001, developed a unique solution that allowed Acumen Holdings to import an EDI 810 Invoice into NetSuite and match it back to the original EDI 850 Purchase Order that was sent

### Business Benefits

The solution as a whole saved a huge amount of manual entry associated with the hand keying of invoices into their NetSuite accounts and freed up much needed company resources and time. This has also paved the way for Acumen Holdings to develop and grow many more E-Commerce sites and to trade with organizations such as Carhartt and the Columbia Sportswear Company. B2BGateway.Net, being NetSuite's long established EDI Solution Provider Partner, have provided an easy, fully integrated and cost effective EDI 'Reverse Set Up' solution to Acumen Holdings.

### For More Information

For more information about B2BGateway.Net call 1 (401) 491 9595  
To access information using the World Wide Web, go to:  
<http://www.B2BGateway.Net>

Email us at [Info@B2BGateway.Net](mailto:Info@B2BGateway.Net)

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### Solution Overview

#### Customer

Acumen Holdings

#### Location

Arkansas, USA

#### Industry

Various E-Commerce sites

#### Business Challenge

An EDI 'Reverse Set Up' solution was required to integrate with Acumen Holdings NetSuite Accounts

#### Solution

B2BGateway.Net developed a unique solution that allowed Acumen Holdings to send Purchase Orders and import Invoices to NetSuite

#### Benefits

B2BGateway.Net implemented a unique EDI solution quickly and at low cost as well as removing huge amounts of manual processing.

*Since we're a small (but growing) e-commerce company, we rely on third parties to provide EDI services. We initially went with another NetSuite-savvy EDI provider and the experience has been very frustrating: slow, unresponsive, and slow (yes that slow). In desperation we contacted B2BGateway and I wish we had done so a long time ago. EDI is a laborious process by its nature but B2BGateway has made it much easier for us to see what's happening during the setup process. They are also much faster than our other provider. I expect that within the year we will consolidate all of our EDI operations with B2BGateway and we plan on keeping them busy next year as well".*

**Jim Kane, CTO, Acumen Brands**