



# SUCCESS STORY

“Our consultants advised us to choose B2BGateway over the competition because it is a much more nimble solution and they are much more responsive than the competition. That has proven to be true throughout the relationship, not just at the beginning.”

**Jared Williams | Margo Caribe**



**B2BGATEWAY**.NET  
GLOBAL EDI NETWORK

**ORACLE**<sup>®</sup>  
+  
**NETSUITE**



**Customer:**  
Margo Caribe | 855-496-2999  
[Customerservice@margogardenproducts.com](mailto:Customerservice@margogardenproducts.com)



**Location:**  
50 N. Laura St. Suite 2550  
Jacksonville, FL 32202



**Industry:**  
Garden and Landscape Products



**Business Challenge:**  
Margo Caribe chose NetSuite as their ERP in 2016 and needed to onboard over a dozen new trading partners with no delay or they would risk losing out on the growth.



**Solution:**  
Margo Caribe chose B2BGateway to implement EDI and connect them with their new trading partners. After strategic planning and effective project management by Nathan Bousquet, B2BGateway completed the integrations on time and relatively hassle free so Margo Caribe could grow their business.



**Results:**  
Margo Caribe has experienced rapid growth in the past 12 months. B2BGateway’s NetSuite EDI solution has enabled them to onboard over a dozen trading partners quickly in order to accommodate their growth.



## CUSTOMER PROFILE

Margo Garden Products opened its doors in 1981. Their multi colored collections of all natural exotic beach pebbles are imported from many beaches across the world and can be found in many stores and on ecommerce sites such as Amazon, Costco, Home Depot, Home Depot.com, KmartHub and Walmart. They have shipping locations on both the East and West Coasts, enabling them to provide accurate and timely distribution as needed.

## ABOUT B2BGATEWAY

Founded in Boston, Massachusetts in 1999, B2BGateway is truly the network that connects anything to anything. B2BGateway has offered a cloud-based, fully-integrated EDI solution for NetSuite users since 2001. B2BGateway's NetSuite EDI solution is 100% built and maintained by B2BGateway developers. B2BGateway's solution is hassle free, reliable and results in the seamless exchange of any business documents such as purchase orders, invoices, inventory updates, advanced shipping notices via any communication method (FTP, AS2, HTTP, API) and any file type (X12, EDIFACT, CSV, etc). B2BGateway's EDI solutions for NetSuite are simple to use, competitively priced, highly effective and can increase profitability by reducing the costs associated with manual data entry errors.

B2BGateway has offices in Ireland, Australia and China enabling us to offer unparalleled support in many time zones with emergency after hours support available as well.



## BUSINESS CHALLENGE

Margo Caribe chose NetSuite as their ERP in 2016 and needed to onboard over a dozen new trading partners with no delay or they would risk losing out on the growth. This rapid growth required that Margo Caribe enlist an EDI provider in order to integrate with NetSuite since they were downloading orders and manually fulfilling them into their ERP.



## SOLUTION

Margo Caribe chose B2BGateway to implement EDI and connect them with their new trading partners. The setup experience was challenging at times for Margo Caribe because EDI was new to them but with strategic planning and effective project management by Nathan Bousquet, B2BGateway completed the integrations on time and relatively hassle free so Margo Caribe could grow their business. After the first TP was completed, additional trading partners became easier to onboard.

Margo Caribe has also had great success working with the B2BGateway production support. Many of their trading partners require changes. B2BGateway works on behalf of Margo Caribe to update mapping specifications as required, preventing Margo Caribe from being assessed costly chargebacks by a trading partner.

## BUSINESS BENEFITS

With so much competition, companies have to be ready to onboard with a trading partner or risk losing the business. Once a trading partner decides they want to sell their item, suppliers need to be ready for that volume. B2BGateway's NetSuite EDI solution gives suppliers the ability to be ready for that growth while reducing the need for manually fulfilling orders resulting in a labor cost savings and efficient order fulfillment.

