



# SUCCESS STORY

“Allowing B2BGateway to connect with Skubana freed up a lot of my time to focus on my other job duties, eliminating manual processes. We are so happy with the team at B2BGateway and the service you guys provide, I can’t express it enough.”

Sonya Spalding | Kryo Inc.



**B2BGATEWAY**.NET  
GLOBAL EDI NETWORK



**Customer:**  
Kryo Inc.  
<https://igg.me/at/sleepkryo/x>



**Location:**  
Mooresville, NC 28117



**Industry:**  
eCommerce Retailer



**Business Challenge:**  
Kryo Inc had many challenges, but the biggest challenge was the manual data entry processes prior to using B2BGateway.



**Solution:**  
B2BGateway connected our Skubana account to each of our trading partners, eliminating the need for manual data entry processes.



**Results:**  
As a small rapidly growing company we wanted to fully support our trading partners and B2BGateway has enabled us to be rock solid as we have no more missed deadlines and no more fees associated with shipping late orders.

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## CUSTOMER PROFILE



Kryo is a water-based, app-controlled cooling mattress topper that actively cools down to 60°F (16°C) improving your REM and deep sleep by as much as 20% - that's like one free hour a night!

Studies show that better sleep improves virtually all aspects of life including weight loss, better cognitive thinking and improved muscle recovery. Our unique cooling mattress topper comes with an accompanying control unit that fits neatly under your bed or next to your nightstand to bring your mattress temperature down as low as 60°F.

Kryo easily connects to your NEST, Fitbit, Jawbone apps and more to enhance your sleep quality. With just 10 nights of data, the Kryo Sleep System can adjust the temperature throughout the night to optimize your sleep cycles. As seen on Digital Trends, Trendhunter, Gadgetsin, @Product Hunt, Gearculture, @Gigadgets and @Art of the Kickstart.

## ABOUT B2BGATEWAY

Founded in Boston, Massachusetts in 1999, B2BGateway is a world leader in the provision of a cloud-based, fully-integrated EDI solution for Skubana users. B2BGateway's Skubana solution is 100% built and maintained by B2BGateway developers. B2BGateway's solution is available in the Skubana App marketplace, allowing for hassle free, reliable and 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 Skubana 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 and Australia enabling us to offer unparalleled support in many time zones with emergency after hours support available as well.



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## BUSINESS CHALLENGE

We had several challenges but the biggest challenges were the manual processes prior to using B2BGateway. Some of these manual processes included entering all orders, updating the orders with tracking information once the order ships and in some cases sending the invoices.



## SOLUTION

Since B2BGateway connected our Skubana account to each of our trading partners there are no more manual processes, therefore it has freed up a lot of my time to focus on my other job duties.

## BUSINESS BENEFITS

B2BGateway was the perfect solution we were looking for. Working with Nathan Bousquet made this transition painless. His knowledge, expertise and availability was top notch! Now all of our EDI processes are done effortlessly.

As a small rapidly growing company we wanted to fully support our trading partners and B2BGateway has enabled us to be rock solid as we have no more missed deadlines and no more fees associated with shipping late orders.