

WHY GXS?

“As a small business serving large retailers, we wanted to partner with a solution provider with many years of experience serving both retailers and suppliers. Given their length of experience, GXS was an easy choice to make. And we’ve been pleased ever since.”

— ANNE MARIE JACINTHO
BEEF AND BLOOMS

Beef and Blooms

Profile

Beef and Blooms is a hardlines supplier based on the island of Maui in Hawaii. The company grows a variety of bedding plants, including pansies and violas, as well as hanging baskets, ground covers and poinsettias. Data synchronization is a challenge for plant suppliers as their inventory is constantly growing.

The Challenge

Beef and Blooms is a supplier to one of the largest hardlines companies in the world. As a result, Beef and Blooms was required to implement a process and purchase a solution to synchronize their product data in a short timeframe. As a small business with limited technical resources, Beef and Blooms began the search for a data synchronization solution partner who could solve their problem, walk them through the process and provide a solution at an affordable price. To find this data synchronization partner, Beef and Blooms looked for a company with a lot of experience helping retail suppliers. They discovered GXS met their criteria.

The Solution

To address their data synchronization needs, Beef and Blooms selected two GXS offerings—Global Product Catalogue and Data Sync Teleconsulting for Suppliers.

Global Product Catalogue is an electronic product catalogue and data alignment service designed to automatically distribute product information throughout the retail supply chain. Beef and Blooms was able to easily load their product item information over the Web, and the data is sent to the Global Data Synchronization Network (GDSN) to be synchronized with their retailer.

Data Sync Teleconsulting for Suppliers is a service designed to help companies achieve their data synchronization objectives by providing convenient and inexpensive access to industry experts. Data Sync Teleconsulting helped Beef and Blooms plan its data synchronization implementation strategy quickly, easily and cost effectively.

The Results

Beef and Blooms is now GDSN-compliant ahead of its retailer’s deadline. The company, thanks to the teleconsulting, also understands all of the terminology around data synchronization and GDSN. And, with Global Product Catalogue as its data synchronization solution, Beef and Blooms is able to synchronize data with other retail customers as needed.

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About GXS

GXS is a leading provider of B2B e-commerce solutions that simplify and enhance business process integration and collaboration. Organizations worldwide, including 75 percent of the Fortune 500, leverage GXS' GS1 certified global interoperability and supply chain execution solutions. Active in the global standards arena, GXS offers solutions, powered by the Trading Grid[®], that enable customers both large and small, to connect with global partners, synchronize product information and optimize the execution of supply chains. Headquartered in Gaithersburg, MD., GXS provides sales and support to businesses and their partners worldwide. For more information about GXS visit www.gxs.com.