

BZT FASHION STRENGTHENS ITS TRADE WITH ITS SUPPLIERS USING EDI



Significant Benefits for Both BZT Fashion and Its Suppliers

BZT Fashion is continuously engaging new brands, and this has led to an increasing number of products, trading partners and documents that need to be managed. BZT Fashion therefore decided to streamline its processes and lay down a set of requirements for managing and exchanging documents between BZT Fashion and its suppliers.

BZT Fashion aims to standardise its processes as much as possible by digitising the trade with its suppliers through an EDI solution. This will require all of BZT Fashion's suppliers to implement an EDI solution over time. By automating the exchange of documents, BZT Fashion and its suppliers will save both time and money as well as improve data security and quality.

BZT Fashion has chosen to work with TrueCommerce on the B2B integration, i.e. helping BZT Fashion's suppliers get started with EDI. There are significant benefits involved in outsourcing the B2B integration to a large supplier such as TrueCommerce, rather than working with a number of small suppliers with different competencies:

"TrueCommerce has the competencies and company size needed to support us in whatever direction our ambitions and demands may take us. As opposed to other suppliers that I have previously worked with, who specialise in specific industries, TrueCommerce has a more mixed customer portfolio. So regardless of in what direction our business may move, TrueCommerce has the knowhow that we need", says Niels Hemmingsen, COO, BZT Fashion.

Furthermore, it means a great deal to BZT Fashion that TrueCommerce customer support is always available and that they have had a close dialog with TrueCommerce from day one: "We regularly discuss our challenges and milestones, and we have a common interest in getting BZT Fashion's suppliers started with EDI. This requires for both parties that we keep our promises to one another", says Niels Hemmingsen.

For those suppliers who are not used to exchanging documents electronically and who have always made use of manual processes, PDF invoices, etc., EDI may seem like a complex matter. Therefore it is important to help the suppliers realise the opportunities and savings they can achieve by implementing an EDI solution.

Niels Hemmingsen recommends other companies that are considering working with an EDI supplier to focus on the short-term and long-term reductions in time and costs that both the companies and their suppliers will achieve. Also, it is important to choose an EDI business partner who approaches the B2B integration in a way that the suppliers will respond well to.

BZT Fashion and TrueCommerce have been working together on informing BZT Fashion's suppliers of the benefits of using EDI. Together the two companies have prepared a start package for BZT Fashion's suppliers to help them get started easily and smoothly with EDI.

On this basis, Niels Hemmingsen highly recommends TrueCommerce: "They are present and available and the same can be said about their customer support which is very important to both us and our suppliers. This is why I would definitely recommend TrueCommerce".

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