

Blast Zone

Automates Order Processing and Drives Drop-Ship Program with TrueCommerce EDI Integrated with QuickBooks Enterprise



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Andrew Lutomski, Sales Manager, Blast Zone

OBJECTIVE

- Automate order processing and eliminate errors while meeting major retailers' procurement requirements by integrating TrueCommerce EDI with QuickBooks Enterprise

SOLUTION

- Implement TrueCommerce EDI for QuickBooks Enterprise to eliminate manual effort, handle seasonal order spikes and ensure reliable drop-shipping programs for retail trading partners

BENEFITS

More Connected. More Supported. More Prepared for What's Next.

- EDI integration with QuickBooks automates order processing to support timely, accurate drop-shipping with major retailers like Kohl's, Bed Bath & Beyond and Target
- Automation of manual processes improves order accuracy and eliminates potential errors

BACKGROUND

A leading global manufacturer of bounce houses, water parks and other inflatable toys for home and commercial use, Blast Zone has been "all about building a better Bounce, Splash and Jump for Kids" since 1995.

The company focuses not only on product quality but also on the total customer experience, including responsive shipping. They sell direct to consumers and B2B customers through their branded web storefront, and also drop-ship orders placed through major retailers including Kohl's, Bed Bath & Beyond and Target.

ORDER PROCESSING IS FASTER, EASIER, MORE ACCURATE—ALL ESSENTIAL FOR SUCCESSFUL DROP-SHIP FULFILLMENT

According to Andrew Lutomski, Sales Manager, Blast Zone has been using TrueCommerce EDI integrated with QuickBooks Enterprise for about 10 years.

"Our EDI implementation is pretty simple but it works very well for us," Mr. Lutomski states. "TrueCommerce EDI makes order processing much faster and easier because all our order data is handled automatically, which also reduces the potential for errors."

The automated exchange of data between TrueCommerce EDI and QuickBooks Enterprise is especially important for quick and accurate drop-ship order fulfillment.





SEASONAL DEMAND SPIKES HANDLED WITH EASE

Order automation helps Blast Zone keep up with a higher order volume during seasonal peaks in spring/summer and between Thanksgiving and Christmas.

"On an average day we might get 25 to 30 POs via EDI," says Mr. Lutomski. "But during our busy seasons we generally get from 100 up to 300 orders per day."

The EDI system handles the tenfold increase in orders with ease.

"The TrueCommerce support team setup a lot of our EDI automation for us, which has been very helpful," Mr. Lutomski relates.

Blast Zone's EDI workflow is straightforward. Incoming EDI 850 Purchase Orders are exported directly to QuickBooks, which pulls out all the information needed for the shipment detail. Orders then go from QuickBooks to either of the manufacturer's two fulfillment warehouses handled by 3PLs.

Near the end of the day, Blast Zone receives tracking data back from its 3PLs. This data is used to create EDI 856 Advance Ship Notices (ASNs), which are sent to retailers. The ASN data is also used to create EDI 810 Invoices, which are sent back to retailers.

MORE SUPPORTED WITH HIGHLY RESPONSIVE CUSTOMER CARE THAT ACCELERATES ISSUE RESOLUTION

TrueCommerce support is another important component of Blast Zone's integrated EDI solution.

"Our support experience has been great," Mr. Lutomski notes. "Anytime I have an issue I just call in. If it is not something they can handle over the phone they open a ticket right away and it usually gets resolved within 24 hours. Overall we find TrueCommerce EDI to be very easy to work with, and I would absolutely recommend it to other SMB manufacturers."

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ABOUT TRUECOMMERCE

TrueCommerce is the most complete way to integrate your business across the supply chain, integrating everything from EDI to inventory management, to fulfillment, to digital storefronts and marketplaces, to your business system and to whatever comes next. That's why thousands of companies across various industries rely on us.

TrueCommerce.
Do business in every direction.

THE TRUECOMMERCE TEAM IS HERE TO HELP!

If you have any questions regarding TrueCommerce, or how our solutions apply to your business, our passionate, customer focused team is here for you.

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