Throat Scope

Illuminates Their Supply Chain with Integrated EDI for Xero Accounting System from TrueCommerce B2BGateway

"TrueCommerce B2BGateway was an easy-to-use and easy-to-understand EDI system."

Jennifer Holland, Throat Scope

OBJECTIVE

➤ Meet the evolving EDI standards of CVS, while integrating orders directly into their Xero accounting system

SOLUTION

➤ Implement TrueCommerce B2BGateway cloud-based EDI for seamless trading partner communications and direct integration to Xero

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

➤ Fast implementation ensures Throat Scope can meet a large retailer pharmacy's EDI requirements

➤ Direct integration with Xero accounting system makes it easy to process orders while saving time and reducing errors

BACKGROUND

Throat Scope is the world's first all-in-one light and tongue depressor. Originally invented in 2010 by Jennifer Holland, Throat Scope evolved out of the need for an affordable intraoral light. Throat Scope uncomplicates oral examinations for doctors and healthcare professionals by enabling them to use a single hand to depress the tongue and illuminate the mouth and throat. Throat Scope can also be used in the home and is the first in-home oral examination tool on the market.

Owned by parent company, Holland Healthcare, Throat Scope is just one of several revolutionary medical devices, including Wound Scope, Ear Scope, and Pap Scope. Throat Scope was the Sydney Design Awards Winner in 2015, "What's the Big Idea Queensland" winner in 2011, and was also successfully featured on season one of Shark Tank Australia.

As the Throat Scope business grew throughout Australia, the company needed a cutting edge, fully integrated EDI solution that would allow them to receive orders directly from major retailers like CVS Pharmacy, and deliver them to the brand's Xero accounting software system. They also needed to ensure their EDI solution would meet CVS Pharmacy's rigorous EDI mandates, and be able to keep up with future changes to CVS's requirements.

Throat Scope began by looking for organizations that not only provided EDI functionality, but could also provide advanced features to help them gain supply chain visibility and maintain a competitive advantage. They also needed to be able to manage growing customer demands without straining their internal resources and improve efficiencies across their supply chain.

TrueCommerce B2BGateway™

Do business in every direction

Throat Scope®

THE PERFECT SOLUTION

Throat Scope needed to fulfill a substantial amount of orders from their trading partner, CVS Pharmacy. After searching the market extensively, Throat Scope chose to implement TrueCommerce B2BGateway's fully integrated EDI solution from Xero.
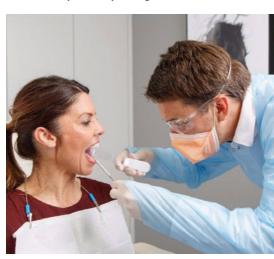
TrueCommerce B2BGateway's integrated solution would allow Throat Scope to automate order processing, which removed the need to manually re-key data into the Xero system. Not only would this save time and eliminate human errors; it also expedites the order-to-cash cycle.

Getting started with the solution was simple, according to Throat Scope Founder and CEO, Jennifer Holland. "TrueCommerce B2BGateway was an easy-to-use and easy-to-understand EDI system. Working with TrueCommerce B2BGateway has been a breeze," she said.

OUTSTANDING BUSINESS RESULTS

As a result of their TrueCommerce B2BGateway EDI integration for Xero, Throat Scope has been able to improve customer service, reduce data errors, lower labor costs, and streamline invoicing and payments.

While enabling Throat Scope to scale their business and process more orders, more quickly, the solution also helped the brand meet CVS Pharmacy's many EDI requirements and timeframes. For example, TrueCommerce B2BGateway's integrated solution made it easy for Throat Scope to create and send Advance Ship Notices (EDI 856) to CVS Pharmacy locations automatically. By transferring key data to Xero, and facilitating rapid packing slip creation, TrueCommerce B2BGateway also makes it easy for Throat Scope to meet CVS Pharmacy's Supply Chain Performance standards for On-Time and In-Full shipments.

By choosing TrueCommerce B2BGateway, Throat Scope was able to not only meet but exceed their customer's expectations. For Throat Scope, that means stronger relationships, better visibility, and enhanced performance—everything they need to stay healthy and grow.

> "Working with TrueCommerce B2BGateway has been a breeze."
>
> **Jennifer Holland**
> Founder and CEO
> Throat Scope

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.

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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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