

# Mobi Technologies, Inc.

Familiarity, Fast Implementation and Lower Cost  
Make the TrueCommerce EDI Platform  
an Easy Choice for Mobi Technologies

## **BENEFITS**

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

- Integration of the TrueCommerce EDI Platform improves overall productivity and achieves fast and substantial cost savings
- Reduces manual data entry of purchase order information and maintains better customer records and information due to improved data accuracy



## OBJECTIVE

- Install a cost-effective and easy-to-use EDI solution that fulfills trading partner requirements and is compatible with an updated Microsoft Dynamics™ GP 10.0 business system

## SOLUTION

- Implement a simple and affordable end-to-end EDI solution from TrueCommerce EDI Solutions

## BENEFITS

- A coordinated upgrade of Mobi's business system and replacement of their inefficient EDI solution reduced costs by 45% a month
- Gained substantial business productivity and reduced errors in virtually all aspects of order processing, time spent manually entering orders and creating invoices decreased by 30%
- Implementation achieved within tight timeline and prior familiarity with the TrueCommerce EDI Platform meant immediate proficiency and minimal learning curve

## BACKGROUND

### Trading partners' 60-day EDI replacement requirement proved challenging.

From its headquarters in Culver City, California, Mobi Technologies, Inc. (Mobi) produces an expansive line of products including personal awareness devices, computer and peripheral accessories, surveillance and wireless monitoring, and software and accessories for hand-held electronics.

Mobi had been working with a small, web-based EDI provider that did not meet the compliance requirements of Mobi's largest trading partner customers. "Our customers gave us two months notice to update our EDI system," said operations manager Yani Herrera. "To further complicate our situation, we'd recently upgraded our Microsoft Dynamics GP business system to the latest version and we were concerned that we might not have sufficient time to find the most cost-effective solution that compatibly fits with our business processes while meeting the deadline."



## ADDRESSING THE ISSUES

### Price, implementation speed and familiar functionality ultimately steered Mobi towards TrueCommerce EDI Solutions.

Fortunately, Herrera had two options. Her IT department recommended an EDI provider that was compatible with their upgraded GP 10.0 software, but Herrera knew first-hand of TrueCommerce EDI Solutions simple, reliable EDI functionality and reputation for excellent support. "My previous employer had implemented TrueCommerce EDI, so the decision to recommend TrueCommerce EDI Solutions to my new employer was easy," she said.







Herrera reviewed the merits of both EDI providers and the better choice quickly became apparent. "TrueCommerce EDI Solutions pricing was superior and their solution was easier to use, and not simply because I was familiar with their functionality," she said. "The other provider's EDI solution required multiple, more complicated steps to accomplish what I needed. Bottom line, the TrueCommerce EDI Platform was

familiar, simple-to-use, and cost less than the other option we considered. I knew it would save time and would do everything I needed it to do."

Additionally, the TrueCommerce EDI Platform could integrate the new EDI solution with Mobi's business processes within the timeframe required. "We needed to be up and running very quickly and the TrueCommerce Services & Support Team handled everything," noted Herrera. "With their knowledge of our trading partners' requirements, we were actually ready a week ahead of schedule. And I knew from my previous experience with TrueCommerce EDI Solutions that there would be no down time and I would be able to get things working immediately."



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Operations Manager,  
Mobi Technologies, Inc.

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**BENEFITTING FROM THE RESULTS**

**Significant increase in productivity and reduced monthly costs, justified the recommendation.**

Herrera quickly began realizing productivity and financial benefits with the TrueCommerce EDI Platform. Her former web-based system did not allow Herrera to automatically import orders into Mobi's accounting system. She was constantly having to double-enter data to and from an external warehouse company. "Now, the whole system is much more integrated with our business processes," she said. "We simply push a button to transfer information and orders."

She is also seeing significant savings in both time and money with the functionality offered by TrueCommerce EDI. "I've estimated that we've reduced costs by approximately 45% a month compared with our previous system and we've improved productivity by 30%," she said.

Herrera noted several features and functionality that she did not have the opportunity to use during her previous TrueCommerce EDI experience. "I'm looking forward to discovering new capabilities that will improve our company's business processes," she said.

"My previous experience with TrueCommerce EDI Solutions was an important reason why I recommended implementing their EDI solution, and why Mobi relied on my recommendation," said Herrera. "TrueCommerce EDI Solutions continues to deliver real value with a tremendous product and excellent support."



**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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Do business in every direction