



B2BGateway levels the playing field!

West Coast Film Partners is able to compete with the larger players by using the B2BGateway EDI solution.

"Finally.... a company, B2BGateway in conjunction with QuickBooks, have streamlined an intensive process and made it much easier to expedite data while saving our company TIME and MONEY."

Jennifer Meagher
National Sales Director
West Coast Film Partners, INC



SUCCESS STORY

West Coast Film Partners, Inc.

AT A GLANCE:

Customer:

Jennifer Meagher

Location:

Los Angeles, CA

Industry:

Film Development

Business Challenge:

Needed an EDI solution in order to sell goods to Anderson Merchandising, who in turn puts the inventory into Wal-Mart stores around the world.

Solution:

Anderson Merchandising recommended B2BGateway as a preferred EDI provider to West Coast Film Partners

Results:

With B2BGateway and QuickBooks, West Coast Film Partners is a thriving business with ever increasing sales!

Customer Profile

The focus of West Coast Film Partners, Inc. is to specifically develop films that are modeled after projects with proven sales and distribution track records; films that can be conservatively plugged into the distribution pipeline, with the most minimal financial risk and the best opportunity for profit.

The principals of WCFP have well over 20 years of combined experience in the sales and distribution of successful motion pictures, with combined revenues totaling over \$1 billion in theatrical and home video sales within the past five years. Collectively, the directors and associates of WCFP have participated in more than 100 film and 85 television projects, with a strong network of talent, production, and distribution executives.

In addition to motion picture development and production, WCFP further employs a music, television and theater department.

Business Challenge

West Coast Film Partners wanted to sell products to Wal-Mart. However, all products sold to Wal-Mart related to film, are handled by an intermediary, Anderson Merchandising. Anderson requires that purchasing and sales be accomplished via EDI.

Anderson Merchandising had selected B2BGateway as a preferred and recommended EDI provider many years ago. Anderson continues to recommend B2BGateway to vendors that are not EDI capable, and since West Coast Film Partners uses QuickBooks as their accounting package, it was a perfect fit.

The Anderson/B2BGateway relationship helps to enable companies like, West Coast Film Partners, to focus on their core competencies rather than diluting their skills set by focusing on EDI.

By utilizing B2BGateway for EDI connectivity, West Coast Film Partners is now able to receive electronic Purchase Orders from Wal-Mart via Anderson, and is able to compete in the arena that was once dedicated to much larger organizations.





Solution Overview

B2BGateway has been a cost effective EDI solutions provider since 1999. B2BGateway has worked with QuickBooks since 2002, providing quick and easy EDI solutions to QuickBooks users who are in need of EDI around the world.

West Coast Film Partners needed EDI to be setup quickly and easily. They needed the basic Purchase Orders and Invoices, but Anderson mandates a more robust EDI system. West Coast Film Partners was required to send Advanced Shipping Notifications (ASNs) and Purchase Order Acknowledgements. They were also required to provide UCC-128 shipping labels, although not EDI, the UCC-128 labels are often required to work in conjunction with the ASNs

B2BGateway was able to quickly assemble the component pieces of the required EDI trading partner relationship for a flat fee of \$300 (each EDI trading partner setup, regardless of the quantity of documents, is \$300).

Jen Meagher, the National Sales Director of West Coast Film Partners states, "Finally.... a company, B2BGateway in conjunction with QuickBooks, have streamlined an intensive process and made it much easier to expedite data while saving our company TIME and MONEY."

Business Benefits

Although companies seldom enter into an EDI project on their own accord, the benefits after the implementation are often overwhelming. Now orders from Anderson to West Coast Film Partners flow easily into QuickBooks with a single click.

All order entry errors have been eliminated, Purchase Order Acknowledgements are fully automated, Invoicing has been streamlined, ASNs and UCC-128 shipping labels are very simple to generate.

The B2BGateway EDI system has additional functionality built in to ensure that there are no duplicate orders or invoices processed. The system is also built to ensure data integrity when your organization is using different item numbering that the buying organization, through the Business Knowledgebase.

When faced with having to implement an EDI system in order to compete in the industry, most organizations try to "survive" the process. By choosing B2BGateway, West Coast Film Partners was able to gain additional business processing functionality, (Logical Sales force notification, reporting, etc.) while reducing human resources required for order entry. West Coast Film Partners has been able to "Thrive" rather than just "survive" through the EDI implementation process.

"I am very pleased with the customer service B2BGateway provides and would highly recommend B2BGateway as your EDI solution!!"

Jennifer Meagher
National Sales Director
West Coast Film Partners, INC

FOR MORE INFORMATION VISIT:

Shannon Systems LLC/B2BGateway
www.B2BGateway.net

Quick Books
www.quickbooks.com

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