

BtoB-Link

Sage MAS 200 ERP

Success Story



RAYMOND WEIL GENEVE

EDI Solutions that Stand the Test of Time

Raymond Weil of Geneva, Switzerland creates stunning, hand-crafted watches for discriminating buyers who seek the best in fashion and quality. From their diamond studded faces to their 18 carat bands, these watches are in a class by themselves. Nearly 25 years ago, Benny Shabtai, a New York businessman, met Raymond Weil at a European jewelry show where he was admiring Weil's beautiful watches. Weil invited Shabtai to sell his watches in the United States and Seville Watch was born. As the exclusive U.S. distributor for Raymond Weil watches, Seville Watch supplies fine jewelry and department stores across the country.

Times Change

As a supplier to large retailers such as Nordstrom, Bloomingdale's, and Macy's, Seville Watch was asked over a decade ago to accept purchase orders and send invoices via EDI (Electronic Data Interchange). It wasn't long before those requests turned to mandates and Seville Watch began an earnest search for a solution. As a long time Sage MAS 200 user, the company wanted an EDI solution that would interface with the accounting software, saving the hassle and inconvenience of a disjointed system.

A Stop The Clock Solution

Seville Watch's Sage MAS 200 business partner is RSM McGladrey of New York City. The consultants there recommended an EDI solution from B to B Visions. Their EDI software seamlessly interfaces with Sage MAS 200 and allows companies to take full advantage of EDI and e-business technology.

Customer

Raymond Weil

Headquarters

Geneva, Switzerland

Type of Business

Watch Manufacturer

System Profile

Sage MAS 200 ERP

B to B-Link Module

Ship-Link Module

EDI Trading Partners

AAFES

Bloomingdale's

Dillard's

Finlay

Fred Meyer

J.C. Penney

Macy's

Nordstrom

Reeds

Saks Fifth Avenue

Sears

Sterling Jewelry

Zales

Success Story

B to B Visions worked closely with both RSM McGladrey and Seville Watch in order to craft a solution that would fit perfectly into the business processes of Seville Watch while at the same time meeting the customer mandates. David Chin, EDI coordinator at Seville Watch, was impressed by the skill and expertise of B to B Visions' staff, "We were able to hand them the EDI requirements our customers provided, and they turned those into the maps that allow us to trade electronically with our customers."

Runs Like Clockwork

Each evening Chin accesses the company's EDI "mailbox" to download new customer purchase orders and upload the day's invoices. Next, in the EDI-Link module within MAS 200, Chin follows a short process that imports those orders into MAS 200 creating Sales Orders, and exports invoices for later upload to the mailbox. "It's very easy to use," says Chin.

Large retailers routinely place one purchase order to be shipped to 20 or more individual stores. EDI-Link handles these large orders effortlessly, correctly dividing up the order and creating separate sales orders for each store. Since the retailer demands only one invoice, B to B Visions' software intelligently regroups the shipped orders into a master invoice for submission to the customer. "The orders are created automatically, there are no edits or clean up required. We're ready to begin fulfillment immediately."

Time Is Money

While Seville Watch might not have chosen an EDI solution without customer mandates, they do enjoy distinct advantages as a result. Due to the accuracy and efficiency of the EDI solution, cash flow is maximized as the electronic invoices are paid more quickly than their paper counterparts. Chin also cites the time and labor savings of EDI as numerous large orders are created automatically, without data entry. Customers are pleased that they get their orders quickly and without errors.

As Seville Watch acquires new customers, with different EDI requirements, B to B Visions adapts the product to those requirements. "B to B is terrific to work with," says Chin, "They're fast and responsive."

Time Tested Proven Solution

B to B Visions' EDI solution has been up and running at Seville Watch for over 10 years. Over 40 percent of Seville Watch's business is conducted electronically using their EDI Software. Chin is more than satisfied with B to B Visions and their products, "I would absolutely recommend the B to B Visions' product to any company that needs an EDI solution."



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