

# BtoB-Link

Sage MAS 200 ERP

## Success Story

### Water Source One

#### Bottled For Success

Water Source One, headquartered in Austin Texas, is committed to providing retailers and consumers with the highest quality private label bottled water products at affordable prices. Its cooperative ownership has enabled it to become a leader in its industry, allowing 12 bottling companies to combine their marketing and sales efforts in one central location.

#### Thirst for Knowledge

In 2005, Water Source One made the decision to look at other accounting packages in order to maximize efficiencies within their operation. They engaged DeRosa Mangold Consulting, a Sage Software reseller with offices located in Austin, Dallas and Waco, Texas who recommended Sage MAS 200 ERP. When making their decision as to which accounting package to purchase, one of the important factors was how they could automate their EDI process and streamline their daily processes with their individual bottling plants. DeRosa Mangold Consulting selected B to B Visions to partner with them to analyze Water Source One's EDI requirements and implement the appropriate solution. Since DeRosa Mangold had worked with B to B Visions in the past, they felt confident that they could provide Water Source with quality software and service.

#### Refreshing Solution

Prior to implementing MAS 200, Water Source was running their operation on an AS400 system. They were receiving their EDI on a stand alone PC and downloading it onto the AS400. They were then printing out their accounts receivable invoices and manually re-entering them into Peachtree. There was also a great deal of manual work involved in getting orders to and from the bottling plants on a daily basis.



#### Customer

Water Source One

#### Headquarters

Austin, Texas

#### Type of Business

Beverage Bottling

#### Sage Software

Sage MAS 200 ERP

Sage ACT!

#### EDI Trading Partners

Acme

Albertsons

A&P Food Stores

Associated Wholesale Grocers

C&S Wholesale Grocers

Glacéau

H.E. Butt Grocery Company

Kroger

Lowe's

Safeway

Sam's Club

Target

Wal-mart

[btobvisions.com](http://btobvisions.com)

# Success Story

## Refreshing Solution

As the two companies worked with Water Source to analyze their specific requirements they determined that B to B-Link for MAS 90 and MAS 200 would not only handle their EDI requirements, but due to its unique flexibility, it could also handle the automation of their daily processes and provide an integration path with the bottling companies.

Water Source also wanted to incorporate Sage's Extended Solution IM-1212 "Item pricing by Customer / Ship-to / warehouse". Since B to B-Link is minimally invasive, the Extended Solution was easily merged with B to B Visions' EDI software allowing the IM-1212 functionality to also be utilized on EDI orders.

With B to B-Link installed, Water Source is now creating Sage MAS 200 sales orders from incoming EDI purchase orders from their customers. These purchase orders are being received into their Quedi multi-communication translator from both their Value Added Network "VAN" and their AS2 provider. The multi-communication feature allows them to meet their trading partner requirements. The file is then being imported into the B to B-Link mailbox which resides in MAS 200.

Since B to B-Link contains cross reference tables, the customer item numbers are being matched with MAS 200 inventory items upon update. Once the orders are in the mailbox they can be sorted by customer for review and import into the Sales Order module.

From these sales orders Water Source is generating purchase orders which are being electronically sent to their bottling plants. Once the P/O receipts are entered, Water Source is then creating S/O invoices from the purchase orders. These invoices are then being sent via EDI to their customers. The automation of these documents is being handled through mappings designed in the B to B-Link module.

With B to B-Link, files can be received into any destination in MAS 90 or MAS 200 and be sent from any source. Its ability to handle multiple file formats allows the end-user to implement a complete integrated solution.

## Bottled For Success

Sid Maxwell, Water Source One's V.P. of Operations and Purchasing, has indicated that 80% or more of their business is now done through EDI. On an average day they can receive as many as 150 purchase orders via EDI. With customers like Wal-mart, Lowe's and Target, in addition to many other large retailers, it is mandatory that Water Source be EDI compliant. He indicated that B to B Visions' integrated solution has been a "huge time saver". "It has really worked out well. It has eliminated so much manual data entry that our customer service representatives now have more time to spend on the phones, servicing our customers and bottling plants."



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SAGE MAS 90 SAGE MAS 200