

Overview



Company
Paint Aids Limited

www.paintaids.co.nz

Industry

Providing paint accessories to trade and retail

Customer Profile

Paint Aids Limited (PAL) produces and distributes painting and decorating tools through trade and retail channels.

Business Challenge

With recent major changes in its internal information systems, PAL identified the need to automate both receiving purchase orders from and sending invoices to Mitre10.

Solution

Flow installed as a middleware interface between Microsoft Dynamics AX and external trading partners.

Benefits

- Large order volumes processed automatically
- Significant cost savings
- Improved data accuracy
- Improved customer trust
- No costly customization required

EDI Case Study

“With Flow sitting as middleware it does not affect our ERP system and new partners can be added quickly with no further changes to our ERP system.”

Steve Morris
Commercial Manager
Paint Aids Limited

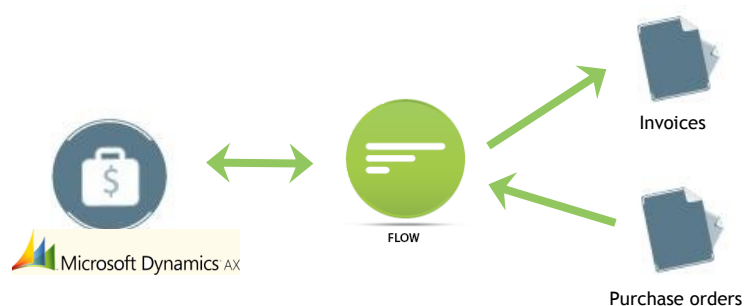
Paint Aids Limited (PAL) is a leading provider of painting and decorating tools.

Seeking to add value for customers and lower costs, and following recent information systems changes, PAL identified the need to enable electronic data interchange (EDI) with a major customer, Mitre10.

PAL sought a solution that could be replicated easily and quickly across its major trading partners.

Flow delivered. The Mitre10 success has led to further EDI implementations with other major customers, and more are to follow.

Solution Architecture



Trading Partners



“The main benefit of EDI is the cost saving in processing orders. We are currently able to receive customer orders and send an invoice electronically with Flow. With our current customer partners this covers a large number of our orders and we look forward to have more customers on board.”

Steve Morris,
Commercial Manager
Paint Aids Limited

Situation

For over 45 years Paint Aids Limited (PAL) has distributed a variety of painting and decorating tools to the local retail and trade markets.

On the heels of recent information system changes and the utilization of Microsoft Dynamics AX ERP package, PAL identified the need to receive purchase orders from, and send invoices to Mitre10.

This initial scope was consequently expanded to implement similar solution with Placemakers and ITM.

Solution

“There really were no other options for us. As we use Axapta (Microsoft Dynamics AX) we looked at Microsoft BizTalk, but it was quite an expensive option for us,” says Steve Morris, PAL Commercial Manager.

“Another option was to customize Axapta itself but we were concerned about how we might meet the different requirements each of our customers might have while maintaining the integrity of our ERP system.”

“Cost was also a lot higher for each customization when adding on another partner. Then we came across Flow and it was the right choice for us. With Flow sitting as middleware it does not affect our ERP system and new partners can be added quickly with no further changes to our ERP system”, says Morris.

To date PAL has engaged in EDI with Mitre10, PlaceMakers and ITM. However PAL knows there is potential to simply and quickly engage with more customers.

Benefits

Handles large order volume

Flow manages high volume processing without compromise

Cost savings

Automatic order processing and invoicing saves time and allows better allocation of resources.

Improved data accuracy

Streamlined integration delivers better quality of data in both directions

Improved trust with customers

EDI improves time of order processing and fulfillment

No customisation of existing solutions

With Flow as middleware PAL’s ERP package requires no expensive customizations regardless of the type or number of external systems that require connection.

“We are focusing on adding value to our customers and EDI is a big part of that.”

This case study is provided for informational purposes only. Flow Software makes no warranties, express or implied, in this summary.

Published October 2009

For more information about Flow solutions for integration and EDI, call Flow today.

Flow Software Limited

Call +64 9 476 3569

Email info@flowsoftware.co.nz

Visit www.flowsoftware.co.nz