

Multimillion Dollar Contract Saved Thanks to Integration from CodePartners

Story At-A-Glance

One of DataQuest's largest clients, a garbage truck parts supplier, was in danger of losing a multimillion dollar contract if they couldn't integrate their purchase order system with their customer's supply chain management system. If DataQuest couldn't help with this integration, DataQuest would likely lose the parts supplier as a client. Although DataQuest implemented a Web store using Iciniti, which integrated with their client's Sage ERP Accpac system, they were still unable to integrate with the parts supplier's client's Ariba supply chain management software. So, DataQuest brought in CodePartners to build the bridge. With only two weeks to spare, CodePartners completed the integration. Not only did DataQuest keep their client, but the client saved its contract and the integration was even expanded to other companies.

Results

- Successful integration
- Client saved

Objective

- Integrate purchase order system with supply chain management system
- Save client

Issues to Resolve

- Purchase Order system not integrated with customer's supply chain management system
- Multimillion dollar contract at stake

Products

- Sage ERP Accpac
- Iciniti Web Store
- Ariba Supply Chain Management
- CodePartners EDI Translator



Story Details

One of the nation's largest waste management companies had a multimillion dollar relationship with a parts provider for its garbage trucks. The waste management company made changes requiring their suppliers to integrate with their Ariba supply chain management system. Failure to comply would jeopardize their contract. To complicate matters, the

waste management company was possibly going to be acquired which led to even more pressure to complete the integration so that the acquiring company would not have any reason to dismiss this supplier.

The parts supplier consulted with DataQuest, the same company that provided and supported their Sage ERP

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~ Mark Binkley,
Owner, DataQuest

Accpac system. With a goal to go live by January, just four short months away, together they chose to implement Iciniti, a Web store, to provide the integration between Sage ERP Accpac and Ariba. By November, with only two months left, the implementation had progressed far enough for DataQuest and the parts supplier to realize that Iciniti was only going to solve part of the integration and wouldn't be able to successfully integrate with Ariba. With the clock ticking, DataQuest called CodePartners, with whom they had worked on small projects in the past. By the time CodePartners was engaged there were only two weeks before the deadline. “We were in a do-or-die situation,” explains Mark Binkley, Owner of DataQuest, “but CodePartners expedited their work and saved the project.”

CodePartners used cXML to build an EDI (Electronic Data Interchange) translator. They translated data from Iciniti to Ariba, back to Iciniti, and into the Order Entry module in Sage ERP Accpac.

The integration worked so well that not only was the contract saved for DataQuest's client, but after the waste management company was purchased, the new management incorporated the integration into other parts of the business.

About CodePartners

CodePartners, a Dallas, Texas-based firm, provides software development and business process automation. Through leading edge but affordable software programming services, CodePartners works with clients to increase their revenues, decrease their costs, or achieve other measurable business objectives. With over ten years of experience as software development professionals and a focus on enterprise resource planning (ERP), financial transactions, and web

applications, CodePartners continues to successfully complete projects for companies all over the world.

About DataQuest

Serving clients since 1997, DataQuest works with manufacturers and distributors nationwide. While originating as a full-service Sage ERP Accpac reseller, DataQuest also recognizes their customers' needs for an extensive, in-depth software platform to aid in all areas of business including customer resource management, accounting, inventory management, and labor scheduling. As a leading custom solutions provider, DataQuest also deploys MISys manufacturing software, Iciniti Store, Sage Payment Solutions, and Service Manager™ as preferred platforms for their manufacturer and distributor clients.



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Development Partner

SILVER

14881 Quorum Drive • Suite 420
Dallas, TX 75254

(866) 647-2611 • (214) 647-2611
Fax (214) 647-2612

www.CodePartners.com