

TradeBeyond helps B&H streamline order-to-payment process

TradeBeyond Total Sourcing Management Platform implemented as a fully integrated solution that delivers a complete sourcing, order, quote and PLM system

The Challenge

B&H are no strangers to leveraging technology as a competitive advantage and to using a Web Trading Partner Collaboration to exchange information with their suppliers. The retailer relies on a mix of different size international and domestic suppliers who use a range of shipment methods. B&H approached TradeBeyond after experiencing ongoing errors with matching supplier invoices to purchase orders as opposed to using an Advanced Shipping Notification (ASN). The previous EDI solutions provider was not able to resolve these issues and the accounts payable teams were frustrated with managing multiple versions of purchase orders and other documents in order to do invoice settlement. Accounts payable at B&H were looking for a way to tighten and automate their system, allowing people to work on more strategic tasks.



Snapshot

Customer: B&H Photo Video

Retail Sector: Electronics, photo equipment

Business Need: A more efficient system to manage the order-to-pay process and exchange information with suppliers

Solution: A cloud-based, total sourcing management platform enabling the electronic exchange of order and invoice-related documents between retailers and suppliers

Result: TradeBeyond automated the order-to-pay process, enabling improved data management and communication with suppliers

About B&H

B&H is the largest non-chain U.S. retailer of photo, video, audio and other imaging products targeted towards both professional and amateur photographers and enthusiasts. The company sells products through a superstore in New York City as well as online and through a catalogue. Competitors range from smaller specialty retailers to big box electronic retailers. B&H is renowned for their progressive approach in adopting technology and business practices which provide their suppliers with a positive user experience.

The Solution

TradeBeyond allows vendors to issue accurate invoices no matter the type of shipment method. The system automatically relates advance shipping notices (ASN) to shipments, purchase orders and invoices. TradeBeyond has a number of features which automate tasks such as calculating discounts from invoice (DI) and tracking serial shipping container codes (SSCC). The platform also allows B&H and their suppliers to send excel spreadsheets as EDI messages and upload or download documents and reports.

The Results

TradeBeyond provided B&H's Accounts Payable (AP) team with a reliable, automated and error free system to manage their order to payment processes. B&H benefited from a short implementation time of just a few months to roll it out to several hundred vendors. The system's ability to improve accuracy with ASNs, automatically match purchase orders to each line item and then issue a check, delivers dramatic time savings to the AP team in doing invoice reconciliation. B&H vendors appreciate the improved accuracy and visibility of the system, which allows them to deliver better customer service and get paid faster. The system is scalable, allowing B&H to easily bring multiple new vendors on board.

Key Benefits

- Automatic matching of purchase orders, ASNs and invoices
- Automation of tasks such as discount-from-invoice, managing serial numbers, label printing and upload/download of excel spreadsheets and other files
- Reduced man-hours spent reconciling purchase order and invoice related information
- Uniform system and processes across supplier base
Improved accuracy of information and visibility through the orderto-pay process

“Before finding TradeBeyond, our invoices were frequently incorrect. TradeBeyond gives us the flexibility to handle more complex requirements with a high degree of accuracy.

— Solomon Schnitzler,
Manager, B&H EDI

