

A Secure Storage Firm Eliminates Manual Processes and Enhances Visibility with **PartnerLinQ**



The Company

The Client is a secure storage industry leader with a wide variety of products and brands for most needs and lifestyles with several brand offerings for both retailers and consumers. The success of the Client is the result of their people and outstanding brands including Cannon Security Products, Stack-On, Cannon Safe, and GunVault. The Firm is uniquely placed to ensure excellence in secure storage and cater to growing retail customer requirements in the space.



The Challenge

Need for Automation and Visibility for Optimal Processes

The Client, an industry leader with a name synonymous with excellence, stability, and customer satisfaction, found that it needed deeper and more automated integration with its trading partners and a parallel need to increase end-to-end transaction visibility. Their EDI solution provider was unfortunately, not up to the task despite a modern Microsoft Dynamics D365 environment. Their EDI solution at the time was not fully integrated with the ERP or with the growing direct-to-consumer delivery business which had grown significantly during the Great Disruption. The Client needed to deliver secure storage solutions and enterprise level transaction data automatically. Data ranged from orders and invoices, a heretofore manual process, and advanced ship notices (ASNs) another manual process which involved both internal and external resources to accommodate. The entire direct-to-consumer business lacked visibility and the EDI solution in place could not escape the bounds of manual effort nor could it meet the needs of the modern consumer. There was no visibility, no control, no error handling, no automation, and no analytical capacity ... change was needed.



The Solution

A Seamless Automated Experience

PartnerLinQ— a proprietary EDI, B2B, and API management solution for Dynamics 365 was deployed to address the Company's business needs. for visibility, control, error handling, automation, and analytics. The PartnerLinQ platform provided the hyper-automation the Client was looking for, beginning with direct integration purchase orders into D365 which included rapid transmission of process data by way of AS2. PartnerLinQ includes an AS2 solution which the Client was able to deploy immediately to offset the VAN costs they were incurring even though there was a largely manual process in place. The Firm was also able to view every step of the data transformation process, whether their order transactions were coming through X12 or API, from the point of entry, through transformation and business rules configured to the Client's needs, and into D365. In addition, PartnerLinQ's innovative, process-centric approach to automation made transaction adjustments, something previously handled manually, completely automated, and more flexible. Tracking document counts, invoices, audits, and overall document lifecycles, became much easier and more visible than ever before.

The Results



Streamlined processes – PartnerLinQ was there to help the Client automate processes, enable business rules and enjoy the rapid transmission of order-to-cash transaction processing through API and EDI automation



Rapid order and transaction processing – With PartnerLinQ's architecture, the Client was processing thousands of orders within months of implementation.



Complete visibility – The Client now enjoys end-to-end visibility into Order-to-Cash transactions and shipment data going in and out of the enterprise across various API formats and X12 versions



Reduced Costs – Through PartnerLinQ's focus on automation and visibility the Client has been able to increase the use of AS2 and reduce VAN costs, embrace automation while reducing manual effort, and engage business rules and alerting, avoiding time spent on error management.



The Future

Enabling Independence with Self-Service and Onboarding More Partners

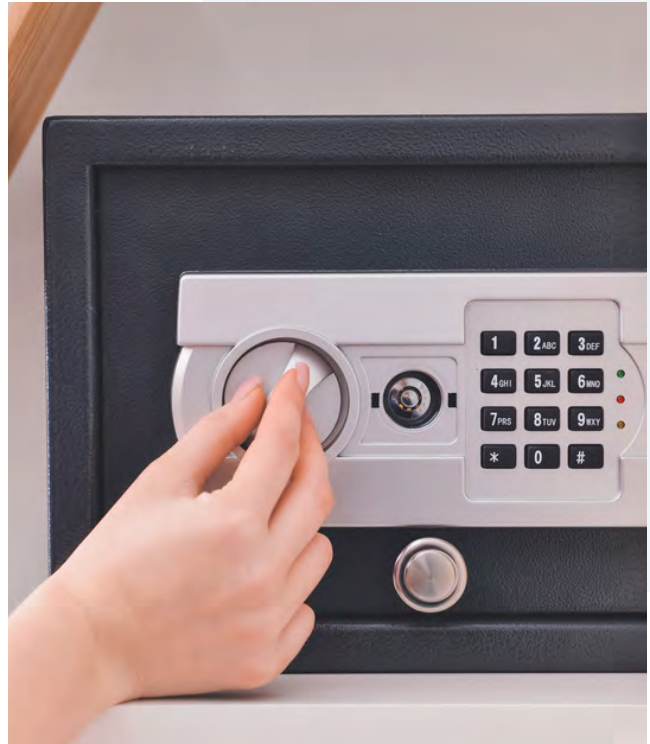
The Company, now with all their major partners on board, is poised to connect the balance of their trading partners through PartnerLinQ's common processing workflow. By providing the functionality to add new relationships with trading partners and oversee processes, PartnerLinQ has made a self-service model possible, paving the way for the Client to be wholly independent of a third-party solution provider. Backed by completely visible and automated processing, the company is perfectly positioned to break new ground.

Tools & Technologies



About The Client

Based in Las Vegas, the Company is a leader in the residential safe, security, and storage industry. The Client leverages industry-leading security solutions to both retailers and consumers with products such as large-scale residential safes, quick-access home defense safes with patented keypad technology, and garage storage products under the trusted brands of Cannon Safe, Stack-On, GunVault, making the Client a category champion today and for years to come.



PartnerLinQ – an Innovative, Cloud-Native Supply Chain Visibility Platform:

PartnerLinQ delivers resilience through simplifying visibility and connectivity. PartnerLinQ's Native App Ecosystem adds business context to traditional integrations, minimizing the impact of disruption. With capabilities for intelligent hyper-automation, multi-channel integration, and real-time analytics, PartnerLinQ seeks to seamlessly connect multi-tier supply chain networks, channels, marketplaces, and core systems worldwide to deliver unified connectivity for the future.

About PartnerLinQ

PartnerLinQ is a highly scalable cloud-native multi-tenant multi-geography hyper-scalable high-performance SaaS B2B API & EDI platform that integrates natively with partner ecosystem & e-commerce channels with native solutions for meeting B2B API & EDI challenges. Reimagine control, visibility, and transparency across your global supply chain and e-commerce. Unify channels, boost loyalty, gain visibility, and accelerate order fulfillment. Manage global supply chains, material planning, package sourcing, and omnichannel retail, drive growth powered by cutting-edge technologies, and unlock valuable insights with Visionet products.



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