

Case Study

Global Food Distributor
Transforms B2B
with PartnerLinQ's
**Digital Connectivity
Platform**



The Client

A leading producer and distributor of prepared fruits and vegetables, juices, beverages and snacks.

The Client is one of the world's leading vertically integrated producers, marketers, and distributors of high-quality fresh and fresh-cut fruits and vegetables, has more than 90,000 acres under production and 20 ships, and is a leading producer and distributor of prepared fruits and vegetables, juices, beverages and snacks, whose products are available in more than 100 countries throughout the Americas, Europe, Africa, and the Middle East.

Over almost 120 years, this brand has established itself as a symbol of trust, longevity, innovation, quality, freshness and reliability. When the time came and there was a need for an innovative connectivity platform to connect with its trading partner network, the Client chose PartnerLinQ.



The Challenge

Spiraling Costs and Legacy Architecture

The Client had been maintaining an efficient global supply chain spanning continents, which leveraged ERP systems such as Oracle EBS, JD Edwards, SAP, and Produce Pro, and was using IBM Sterling, a legacy architecture that required dedication, personnel, and most of all, time.

The on-premises architecture and network of legacy systems created frequent increases in VAN and overall costs. Moreover, communication to and from the vendors was complicated and involved multiple transaction conversions, from SAP IDocs to XML, and XML to X12, delivering complication, doubling traffic, and contributing to the increasing costs.

Multiple levels of transaction conversions, a rapid increase in VAN and overall costs.

The Solution

Seamless EDI-ERP Integration on a Unified Cloud-based Platform

The Visionet team deployed PartnerLinQ to replace the outdated "BIG VAN" solution and its complicated B2B implementation, building instead a carefully orchestrated and choreographed integration with SAP, helping the Client scale its EDI portfolio while reducing development, implementation, and operating costs across partnerships.



Integration without complication

PartnerLinQ's unique integration without complication model supported integration with multiple ERP platforms. This fit perfectly with the Client's overall plan of ERP consolidation and migration of some of its supply chain systems and sub-systems to the cloud.



Speed and flexibility powered by Azure

Being a cloud-based solution hosted on Microsoft Azure, PartnerLinQ was able to seamlessly integrate with legacy and cloud-based systems, often at the same time, allowing the option to choose how and when customers migrate to newer cloud-based systems. For the Client, the ability to choose legacy and cloud-based systems with one platform meant a better experience. Its business was able to connect with all the partners in a unified way and able to report on the overall performance.



Seamless ERP integration and partner connectivity:

The deployment team worked on a program to move the Client's partners off the existing VAN to direct AS2/SFTP connectivity, which provided unhindered connectivity and reduced ongoing costs. Meanwhile, PartnerLinQ VAN provided support for straggling partners. Produce Pro, JDE, and SAP ERPs were integrated with PartnerLinQ for all partners. This ensured significant reduction in manual entry as all trading partner network documents landed directly in and out of PartnerLinQ.



The Results

End-to-End Digital Connectivity to Drive Network Efficiency



Easy partner onboarding

With a SAP connectivity enabled process that does not require customizations, the Client has been able to onboard 400+ partners within weeks of deployment.



Seamless integration

The Client now enjoys seamless connectivity with its 60+ AS2 partners, without the need for a third-party software.



Infinite scale

PartnerLinQ's highly scalable Azure native platform has allowed the Client to process 400,000+ transactions in a year.



Enhanced visibility

PartnerLinQ has enabled end-to-end integration across the Client's entire partner network, which has led to increased document visibility and enhanced analytical reporting capabilities.



Tools & Technologies



About PartnerLinQ:

Enterprise Connectivity at the Speed of Business

PartnerLinQ is an innovative, process-centric, easy-to-use integration platform that enables API-led, cloud native integrations. It easily handles both standard and proprietary file-based formats, including custom integrations. The solution is well suited for retail, e-commerce, wholesale, transportation, 3PL, as well as distribution, digital, and analog partner ecosystems and helps your team achieve operational efficiency and gain real-time visibility.

With more than 25 years of experience in providing industry-focused leadership in technology and consulting.

PartnerLinQ was designed by a team with more than 25 years of deep integration experience, providing industry-focused leadership in technology and consulting and in the development of innovative solutions that drive global supply chain transformation from the factory floor to the consumer doorstep. It integrates natively with Microsoft Dynamics 365, while also providing robust support for more than 73 ERP systems and ecommerce platforms.

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