

Case Study

North Bay
Distribution Inc.

North Bay Optimizes EDI and B2B Management with PartnerLinQ

Logistics and Shipping



PartnerLinQ
Connect Possibilities.

Challenge

North Bay Distribution has been a prominent name in the warehousing, order fulfillment, and shipping industry for more than 40 years. Over this time, North Bay has developed an in-house warehousing system that has been deployed across its warehouses in the US and Canada.

Rapid growth in North Bay's business, its customers' businesses, and its number of warehouses had made their existing solution difficult to manage. North Bay required an agile, scalable solution for rapid vendor onboarding, warehousing support, and support for their eCommerce system.

Solution

To address North Bay's business needs, Visionet deployed PartnerLinQ, its proprietary EDI, B2B, and API management solution for Dynamics 365. The innovative, process-centric solution enabled North Bay to onboard new customers in less than 2 weeks, including testing and certification cycles for B2B and B2C, without additional software or hardware.

PartnerLinQ allows North Bay to process up to 200 transactions per minute across multiple trading partners. The solution supports APIs for Shopify, BigCommerce, Magento, Jet, Amazon, DHL, UPS, and others, which helps North Bay reduce B2C order fulfillment time by taking orders directly from their eCommerce systems.

PartnerLinQ seamlessly integrates with North Bay's warehousing system (Veracore), which allowed North Bay to pick and choose the customers they wanted to move to their new cloud-based warehousing system without extensive testing or per-customer customization.

Technologies



Services



EDI solution implementation



Enterprise application integration

Results



Rapid vendor onboarding



Less manual data entry



Reduced order fulfillment time



Centralized B2B communication management



"The value proposition of PartnerLinQ to North Bay is immense as we're able to focus on our clients and ship their product to their customers without worrying about the software."

Steve Christiansen

Executive Vice President,
North Bay Distribution

Share this



Follow Us



Headquarters Cranbury, NJ

4 Cedarbrook Drive
Bldg. B
Cranbury, NJ 08512
United States

London

The Smith
145 London Rd, Kingston
upon Thames KT2 6SR
United Kingdom

Munich

Maximilianstraße 13,
80539 München,
Germany

Toronto

2425 Matheson Blvd.
East, 8th Fl.
Mississauga, ON
L4W 5K4
Canada

info@partnerlinq.com
www.partnerlinq.com



PartnerLinQ
Connect Possibilities.