



# Datel Group

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## UK'S LARGEST SAGE RESELLER CHOOSES NETEDI AS EDI INTEGRATION PARTNER

Datel is a leading accounting and ERP software company and the UK's largest Sage Partner specialising in Sage ERP software, Sage ERP X3, Sage 1000, Sage 200, Sage Line 500 and customer relationship management software, Sage CRM and Sage SalesLogix.

Headquartered in Warrington, Datel also has offices in Leeds and the Netherlands employing a loyal team of over 140 highly skilled people who look after the business software for its growing base of over 800 customers worldwide and over 25,000 Sage users.

### Business Situation

Datel Group had two Sage 200 clients in the UK which needed to send Electronic Advanced Shipping Notifications (ASN) and Labels to their supplier. Datel required delivery of the service within a matter of weeks and turned to NetEDI to provide the solution.

Project Services Director, Simon Newbon commented, "We had to have a solution that fitted our clients' requirements and also met their suppliers wishes and timescales. It was a tough ask but after our initial meeting with NetEDI we felt they could deliver and understood what was needed."

The clients had no previous experience of dealing with Trading Partners electronically and so were looking for the most convenient, efficient and cost-effective solution available.

### Technical Situation

There had been an amount of bespoke work undertaken on both clients Sage 200 systems which needed to be taken into account when delivering a solution. Labels had to be printed to thermal printers in the warehouse whilst shipping details needed to be entered within Sage as a Delivery Note and exported to an Electronic Data Interchange (EDI) format for onward delivery to the supplier.

Newbon stated, "What made matters more difficult was the fact that although both sites used Sage 200 their internal business processes meant that they needed to use the system in different ways. NetEDI understood the requirements and worked with each client to ensure that the solution provided allowed the client to work in an efficient manner."

Although the requirements from their mutual supplier were the same, each client had unique business processes, e.g. Labels on Pallets and an EDI ASN delivered over a network.

### Client 1 Scenario

- Labels are printed from the Batch/Serial Amendment screen from a PC within the warehouse.
- To produce the ASN, the client required a Call-off Sales Order to be entered into Sage 200, which was then part-delivered each time a delivery was made.

### Client 2 Scenario

- Labels are printed from the Batch/Serial Amendment screen from a PC within the warehouse.
- The client required a Warehouse Despatch Entry Screen that would allow the user within the Despatch area to scan pallets as they were being loaded onto a Lorry.

After the Lorry was loaded details of the scanned pallets were imported into Sage 200 as a Sales Order, and then automatically allocated to the relevant Batch/Serial No. within Sage 200 and then automatically processed into a Delivery note.

“ NetEDI understood the requirements and worked with each client to ensure that the solution provided the client to work in an efficient manner. ”

## Benefits

NetEDI provides major benefits over traditional EDI solutions for Sage 200.

NetEDI Owners have been involved in Sage 50, 100 and 200 developments for over 10 years and were the first developers in the UK to produce an integrated EDI solution for Sage products. NetEDI offer an unrivalled knowledge of the Sage product family and a firm understanding of client requirements.

Coupled with the simplicity of the NetIX service and embedded EDI features, such as maintaining EDI Product information and Customer information within Sage, as well as being able to track Documents through the EDI network directly within Sage, our Sage knowledge and understanding allows NetEDI to offer a standardised service to clients who have simple requirements and also add-on functionality were required.

The NetIX Managed Service allows clients to concentrate on their day-to-day running of their business whilst NetEDI take care of any EDI requirements. NetEDI services are delivered through a Web Service architecture allowing all functions and features to be embedded within Sage products.

Newbon concluded, "NetEDI's approach to customers is very much inline with the way Datel works. They take the time to understand the clients' issues and offer a solution that fits their requirements. The way they work with Datel as a partner and their structured approach to delivery ensures that we can provide quality solutions to our customers."

## The Solution

NetEDI implemented their NetIX EDI Managed Service solution for both clients allowing them to take advantage of NetEDI's Managed EDI Service, which ensures that clients do not require any EDI expertise in-house. NetIX is a cloud based EDI service that provides shared resources for clients. Items such as processing power and trading partner mappings are all shared within the NetIX cloud ensuring that changes required by the Trading Partner can be implemented across the board rather than lengthy and costly upgrades to separate implementations.

The hub of the service, NetIX, is common to both sites, however aspects of the Sage 200 implementation is bespoke for each client.

NetEDI utilised the standard NEAdapter for Sage 200 module to transfer Delivery Note information between Sage 200 and NetIX. With a few bespoke options some of the data was taken from bespoke tables. NetEDI also delivered a bespoke Warehouse Entry screen that allowed the scanning of barcodes at the warehouse gate to auto-generate an order and delivery note within Sage 200.

Newbon continued, "NetEDI worked with one of the clients to develop a bespoke Warehouse Entry screen that greatly simplified the Despatch process for them."

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