



Focus Multimedia

www.focusmm.co.uk

The Studios, Lea Hall Enterprise Park,
Wheelhouse Road. Rugeley,
Staffordshire, WS15 1LH

FOCUS MULTIMEDIA SELECT NETIX TO COMPLEMENT THEIR SAGE 200 IMPLEMENTATION

Focus Multimedia, one of the UK's most successful PC software publishers with over 24.1 million units of their software sold to date. They have been trading profitably since their inception in 1995, Their products are stocked by many of the UK's biggest and best known retailers, including Amazon, ASDA, Blockbuster, Currys, GAME,

Gamestation, Gamestop, Halfords, Maplins, Morrisons, PC World, Play, TESCO, Toys R Us and WH Smith to name but a few. You'll also find Focus products in many different kinds of outlets; from garden centres and post offices, to stationers, department stores and a whole lot more.

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Business Situation

Focus Multimedia were looking to upgrade their accounting system from Sage 50 to Sage 200 and needed this done in partnership with an EDI provider to coincide with their end of year accounts. Focus did not feel confident their current EDI provider could meet the deadline so decided to search the market place for the best EDI provider available that could enhance their Sage 200 product and deliver to their specific timeline.

Cassie Probert, Financial Accountant, commented, "The decision to change accounting software at our busiest time of year was not taken lightly, having an EDI provider that could enable a smooth transition was imperative, for Focus and our trading partners. We wanted our EDI provider to go away with all of the necessary details and come back to us at "go live" date with EDI up and running. The fact that it could be done much quicker and easier with NeTIX was an added bonus."

Focus Multimedia had not been aware that we could embed EDI within their Sage 200 package and were impressed with the multi user facility now available to them.

Technical Situation

Focus required the solution to receive Orders, Stock Forecasts and Debit Notes in, whilst sending Advanced Shipping Notifications (ASN) and Invoices Out. The NeTIX solution provided the platform to meet these requirements. Orders are translated and imported into the Sage 200 system automatically, whilst Forecasts are converted into an Excel spreadsheet and Debit Notes are displayed as a readable PDF format. ASN's are produced from the NeASN application which takes delivery note data from Sage and allows Pallet information to be added before NeTIX converts the data into the format required by the Trading Partner.

Invoices are exported from Sage 200 and automatically translated into the format required by the Trading Partners.

No additional hardware was required at the clients site as NeTIX is hosted and managed by NetEDI on hardware supported and maintained by NetEDI. Installation of services at the clients site are kept to a minimum allowing ease of support and maintenance from one central repository of services.

“ After using our previous EDI software for 13 years, we never expected the process to be so simple. ”

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.

Probert concluded, “Net EDI have delivered a smooth transition from our old provider, at our busiest time of year, we couldn’t have asked for a more professional migration. Thank you to all at NetEDI for making our life so easy!”

The Solution

NetEDI implemented their NeTIX EDI Managed Service solution 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 implementation.

NetEDI utilised the standard NEAdapter for Sage 200 module to transfer Orders, Delivery Note and Invoice information between Sage 200 and NeTIX. The Sage 200 client implementation can be downloaded from the NetEDI web site ensuring a simple and efficient installation of the NeTIX embedded features onto additional users PC’s. The ability to maintain EDI stock and customer information directly within Sage by multiple users provides clients with a simple and user friendly method of keeping data in sync.

Orders are automatically converted from the Trading Partners and imported into Sage as if they had been keyed in. Delivery Notes are exported from Sage and automatically loaded into the Advanced Shipping Notification form so the user can just select which products have gone onto which pallet.

Invoices are exported directly from Sage and translated via the NeTIX managed service into the format required by each of the Trading Partners. NeTIX provides users with an EDI service that runs in the background and is managed by EDI experts. Clients do not need to understand EDI and can work solely within the Sage 200 interface.

Probert stated, “After using our previous EDI software for 13 years, we never expected the process to be so simple. Our EDI has always been integrated into our accounting software, however NeTIX is completely effortless. We receive an email when a new order is received notifying us that it has been integrated and the rest, as they say, is history.”

NetEDI Ltd
Leyland House
Lancashire Business Park
Centurion Way
Preston, PR26 6TZ

T 01772 977781
F 0872 1150584

