



NEWAGE PRODUCTS



KEY FOCUS FOR THIS PROJECT

Supply Chain Management

ABOUT OUR CUSTOMER

NewAge Products is a manufacturer and distributor of top quality home and garage storage products and services (high-end cabinets, flooring, shelving etc.). Based in Toronto, Ontario, NewAge Products ship to customers across Canada, the United States and the United Kingdom through its network of 3PL warehouses.

THE ISSUES TO RESOLVE

We already had an existing relationship with NewAge Products as they were using Integral Group's Commerce desktop EDI service and their orders were being integration into their Simply Accounting software. The company was growing quickly and they were experiencing a surge in order volume from both retailers and through their Magento online store.

To help with this increase in order fulfillment, NewAge Products expanded their 3PL network to support the increased number of orders.

As their business was continuing to grow, NewAge Products' supply chain management needs were becoming more complex. Their current accounting software lacked the functionality to support the growth and there were too many manual processes that slowed things down and increased the possibility of errors. NewAge Products needed help to streamline their entire supply chain process which is why they turned to us.



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THE INTEGRAL GROUP SOLUTION

Since we already had an existing relationship with NewAge, they chose to work with us on the implementation of their newly chose ERP system, SAP Business One. We integrated all of their business functions including sales, vendor relationships, inventory, Magento web store, invoicing and reporting into one cohesive system.

Avalon, our order management system, is now connected by EDI to over 30 retailers including Costco, Staples, Sears and Home Depot and 16 warehouses across Canada, USA and the UK.

- Orders pulled from a variety of sources into Avalon and integrated into SAP Business One
- Avalon connected to Magento web store for drop-ship orders
- 3PLs receive orders and send shipment data back to NewAge Products electronically, even if the 3PLs are not EDI capable
- Removal of manual processes leading to greater speed and efficiency
- Reduced errors which saves time and money

“The greatest benefit we’ve seen is increased productivity. Order processing and warehouse communications happen smoothly. Choosing Integral Group was a smart business decision as we’ve already seen a huge return.”

Frank Spano, Chief Operating Officer
NewAge Products

