



CJ Home and Office becomes a reality!

QuickBooks and B2BGateway enable CJ Home and Office to become a viable and cost effective business.

"B2BGateway EDI and QuickBooks, has made our business a reality. Thanks so much. You guys are so awesome to work with!"

Christine Cude
CEO
CJ Home and Office



SUCCESS STORY

CJ Home And Office

AT A GLANCE:

Customer:

CJ Home and Office

Location:

Weatherford, TX

Industry:

On-Line Furniture Sales

Business Challenge:

In need of a way to get Web Store orders into QuickBooks, with the ability to automatically create outbound POs from their sales orders

Solution:

B2BGateway is able to format Web Based orders for one click upload into QuickBooks and instantly sends POs to the MFG for drop shipping.

Results:

B2BGateway streamlined and automated business operations, which allowed CJ Home And Office to grow without increasing staff.

Customer Profile

CJ Home And Office is a full-service, online furniture store serving Home and Business consumers across the nation.

CJ Home And Office sells a large selection of quality home office furniture and provides convenient shipping.

CJ Home And Office markets furniture through a Yahoo Storefront without ever actually handling the goods. Before B2BGateway, orders were taken through the Website and then "keyed" into QuickBooks. POs were then Faxed to the appropriate manufacturer for drop shipping.

CJ Home and Office was started in the home of Christine and Jim Cude. Within a year, the business moved into a new, large office space and a additional staff members were hired.

Business Challenge

Initially CJ Home And Office received orders in their e-mail from sales made on their Yahoo storefront. CJ Home employees, would then key the orders into their QuickBooks system.

Since none of the items were stocked, CJ Home would create an outbound Purchase Order, print it and then fax it to the appropriate manufacturer. The process was labor intensive and plagued with errors.

As CJ Home and Office became more and more recognized as a premier internet based home and office furniture site, sales on the internet began to increase. With the increase in sales, CJ Home and Office was forced to make a choice between hiring more employees for order entry or implementing an integrated EDI system.

The challenge for CJ Home and Office was to find a solution that was scalable, and would continue to support the rapid growth of the company. They also needed the solution to be very cost effective because the nature of the business does not allow for large profit margins.

Finally, the solution needed to be one that would rapidly fit into their existing infrastructure, (with out a disruption of service), and one that is easy to use by both technical and non-technical staff members.





Business Benefits

B2BGateway provided a turnkey solution for CJ Home and Office. B2BGateway worked with the team at Yahoo to electronically receive orders. Data transformation maps were put in place and the QuickBooks connector was installed to make the orders flow into CJ Home's QuickBooks.

B2Bgateway also worked with each of the manufacturers to establish the trading partner relationship.

"The staff at B2BGateway contacted the EDI department at Yahoo to get our orders for us. B2BGateway then contacted each of our manufacturers to work through the entire EDI process with each of them. It was amazingly easy from my standpoint" said Christine Cude, CEO, CJ Home and Office.

B2BGateway was able to automate receiving of orders so that CJ Home didn't need to hire any Order entry people. B2BGateway also built logic into the system so that the correct orders would be sent to the manufacturers as purchase orders.

CJ Home and office was able to substantially grow their business through the use of QuickBooks and B2BGateway. Profit margins were increased through a reduced work force and by eliminating order errors.

Solution Overview

CJ Home had chosen QuickBooks as the software package to manage their business, however; they found that keying orders into QuickBooks, and then printing and Faxing POs to manufacturers was too labor intensive to be cost effective. CJ Home also found that order entry people consistently made mistakes. These order entry mistakes caused incorrect Purchase Orders to be sent to the manufacturer.

CJ Home decided to use the B2BGateway solution for Data Integration and EDI. With B2BGateway EDI and Data Connectivity, it became very simple and cost effective to run a high volume web store business.

With B2BGateway, there is no "keying of orders". Data is simply received into QuickBooks and the Purchase Orders are automatically sorted and sent to the proper manufacturer.

Christine and Jim Cude were able to grow the business from a small start-up to a large high volume business through the use of QuickBooks and B2Bgateway.

"With all the pieces in place the business practically runs itself", said Christine Cude, CEO of CJ Home and Office.

"Without B2BGateway EDI it would have been impossible to run our business. For a fraction of the cost of *one* order entry person, we automatically have orders go into QuickBooks and our POs go to the manufacturer"

Christine Cude
CEO
CJ Home and Office

FOR MORE INFORMATION VISIT:

Shannon Systems/B2BGateway
www.B2BGateway.net

Quick Books
www.quickbooks.com

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