

GLOBO:

a customized solution to distribute lights all over the world



St. Jakob im Rosental, Austria



approx. 100 Million €



approx. 2000



migration to a new ERP system without interrupting the numerous EDI flows



D/cct, D/van

GLOBO, decorative home lighting equipment

GLOBO Handels GmbH develops and supplies since 1998 decorative home and garden lighting equipment, with focus on technological innovation, energy saving and on the design of its lamps. Thanks to this approach, today GLOBO distributes its products in more than **50 countries over the world** and can count, besides the headquarters in Austria, on distribution subsidiaries in several European countries (Slovakia, France, Italy, Spain and Serbia) and in the Far East (Hong Kong). GLOBO cooperates with partners from the large retail sector, such as furniture stores, DIY shops and retail chains, so that now it results as one of the **leading lighting retailers in Europe.**

An outsourced EDI service

10 years ago GLOBO decided to simplify its internal structure moving from an in house solution to DERWID's **outsourced EDI service**.

GLOBO exchanges on a daily basis information with its partners for a wide range of products: lamps, chandeliers, but also light bulbs and decorative objects. Because of the high number of exchanged information and the frequency of exchange, document management (such as orders, order confirmations, invoices and delivery notifications) should have the highest possible degree of automation.

On the basis of GLOBO's format implementation guidelines, DERWID quickly activated the flows with every existing partner: so the automation degree of the data exchange process was increased and resources within GLOBO were freed up.

A new ERP system

Soon after the beginning of the collaboration, thanks to innovation and investments, the size of the company grows rapidly: the number of business partners to deal with and products to be managed increases. **GLOBO therefore needs to change its ERP system.**

The migration from an old ERP to a new one is always critical for a company: information within this software are essential for the operation of the business activities.

The migration is much more critical if other processes, such as electronic data interchange, are based on the current ERP format.

Slowdowns or EDI flows interruptions are not an option for GLOBO: the flows are already consolidated and to ask dozens partners to go back to “paper and pencil”, also for limited time, is not possible. Moreover GLOBO needs that the minimum possible number of internal resources are employed in the ERP migration.

Always the same format for customers and resellers

Once informed about the ERP migration, **DERWID studied with the company a solution which would involve as little work as possible for GLOBO.** The format was defined together to simplify the export creation from the ERP. Once the integration of the new format with the DERWID’s system was tested, the converter was set up to translate the data into the already known formats of GLOBO’s customers and resellers.

When the implementation of the new ERP within GLOBO was ended, it was only necessary to set up the new and only EDI format: transmissions continued without problems towards national and international customers through the transmission channel already in use.

Data regularly transmitted

Flows have never been interrupted thanks to DERWID's services. Data continued to be transmitted regularly and partners didn't noticed the changes.

Today GLOBO has reached a **very high level of EDI integration**. More than hundred flows are active from **classical EDI integrations through B2B portals to e-commerce**.

Thanks to the advantages and the positive experience, GLOBO's attitude towards EDI over time totally changed: now GLOBO supports its customers with EDI integrations, collaborating on the definition of the most appropriate data format.



www.derwid.com

sales@derwid.com



DERWID
GRAB YOUR CHANCE

via Interna 76,
Morsano al Tagliamento (PN)
33075 - Italia