



### GLOBO: A CUSTOMIZED SOLUTION TO DISTRIBUTE LIGHTS ALL OVER THE WORLD

*GLOBO, decorative home lighting equipment*

**GLOBO Handels GmbH**, headquartered in Austria, 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. Present in more than **50 countries over the world**, it results as one of the **leading lighting retailers in Europe**.

#### BRANCH

Decorative lighting.

#### PROBLEM

Migration to a new ERP system without interrupting the numerous EDI flows.



#### REQUEST

Soon after the beginning of the collaboration with DERWID, thanks to innovation and investments, the size of the company grows rapidly: **GLOBO therefore needs to change its ERP system**. Considering the crucial moment, **slowdowns or interruptions of the already consolidated EDI flows are not an option** for GLOBO. Moreover GLOBO needs that the minimum possible number of internal resources are involved in this migration.



#### SOLUTION

**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. Then the integration of the new format with the DERWID's system was tested. When the implementation of the new ERP was ended, it was only necessary to set up the new and only EDI format: transmissions continued without problems towards national and international customers.



#### BENEFITS

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