




MINI CASE STUDIES


A quick look into how successfully
we have helped organizations
become more efficient

A PRODUCT BY **INSYNC**





 **Headquarters:**
Springfield, Oregon

 **Website:**
<http://richardsonsports.com/>

Richardson

Richardson Sports Inc. is a recognized leader in the sports team headwear industry. With a huge number of active customers all around the world, Richardson Sports has one of the largest lines of business operations.

Due to the need for an online platform with robust B2B capabilities, they used Magento Commerce as the storefront. Also, to manage their huge back-end processes, Richardson Sports employed SAP Business One as their ERP solution. Richardson needed an integration solution that could seamlessly connect all their business applications and facilitate business growth, provide a customized B2B business module and sync all data from the eCommerce store to SAP ERP in real-time.

Richardson Sports listed thousands of SKUs on their website from their ERP via APPSeCONNECT, thus, maintaining an efficient business process.

With APPSeCONNECT integration solution for Magento eCommerce and SAP Business One, Richardson was able to streamline all their business processes and integrate both the applications seamlessly. The integration provided an end-to-end mapping between the eCommerce and the ERP business objects, and offered an automated, bi-directional sync of business data.





 **Headquarters:**
Slovenia

 **Website:**
<http://shop.alterna.si/>

Alterna distribucija d.o.o.

One of the largest Slovenia-based company dealing in the distributorship of computers, servers, IT equipment and accessories.

To manage their business processes, Alterna was using Microsoft Dynamics NAV ERP and Magento eCommerce front-end store. They faced challenges in implementing MS NAV granules using their base NAV objects, customer-specific pricing, sales-lines discounts and customer grouping.

APPSeCONNECT helped Alterna optimize their order fulfillment cycle up to 60% and ensure higher customer satisfaction.

Magento eCommerce and Microsoft Dynamics NAV integration by APPSeCONNECT helped Alterna overcome desired business challenges by providing customer-specific pricing solutions, customized Magento extension, end-to-end business object mapping and automated information sync between the applications. This, in turn, allowed them to eliminate data redundancy and deliver a better commerce experience.





 **Headquarters:**
Montréal, Québec

 **Website:**
www.arani.ca/

ARANI

A Canada-based company and the largest supplier of LED lighting and lighting-related accessories in the region.

With their expansive business model, Arani needed to maintain a larger inventory. They employed SAP Business One as their back-end ERP and Magento as their eCommerce storefront. There were challenges in their existing business processes and they needed to maintain uniformity across the sales and inventory management, remove manual data entry, establish efficient operations and prevent undue loss of time and energy.

APPSeCONNECT integration helped them to manage their business data efficiently and streamline their operations to meet their needs.

SAP Business One and Magento integration by APPSeCONNECT provided Arani with the solutions their organization needed - efficient data maintenance across multiple platforms, end-to-end mapping of business objects, automated sync of item and sales information and a complete bi-directional sync of crucial business data between the systems.





Headquarters:
Ecuador



Website:
<http://www.enkador.com/>

Enkador

One of the oldest Ecuadorian manufacturers of textiles and B2B giants in the current times.

Enkador maintained a business model that was completely offline. To stay at par with the competitors and to modernize their workflows, they required a fully functional eCommerce store that was SEO-friendly and could reach to their potential B2B buyers, with features including real-time price simulation and inclusion/exclusion for specific products for B2B customers. APPSeCONNECT was glad to offer a B2B-capable Magento platform to Enkador and even integrate it with their existing ERP, SAP.

With APPSeCONNECT, Enkador has been able to work on a completely stable B2B website and reach out to more customers in Ecuador.

Magento B2B integration with SAP ERP by APPSeCONNECT helped Enkador meet their business needs. For their B2B requirements, they were provided with B2BeCONNECT, a powerful B2B solution that transforms simple eCommerce stores into robust B2B eCommerce platforms. With the integration via APPSeCONNECT, the end-to-end business mapping between Magento and SAP ERP and the Magento B2B features, Enkador was successfully able to operate a fully functional B2B eCommerce store.





📍 **Headquarters:**
Los Angeles, CA

🌐 **Website:**
<http://www.planetjill.com/>

Planet Jill

PlanetJill specializes in designing one-of-a-kind sterling silver and elegant gold photo jewelry and gifts. The business has grown exponential since 2002 and has made over 60,000 pieces of unique jewelry.


In order to maintain such a huge inventory and the back-office activities, PlanetJill used SAP Business One as their ERP and Magento eCommerce as their online storefront. PlanetJill still faced several challenges due to the lack of seamless integration between SAP Business One and Magento eCommerce. It was difficult for them to develop and access features for their business via Magento and SAP Business One. Also, real-time sync from SAP Business One to Magento was required for rapid order fulfillment management.

With APPSeCONNECT integration platform, PlanetJill has improved its order processing and customer relation to a great extent.

Magento and SAP Business One integration via APPSeCONNECT helped PlanetJill to streamline and automate their business operations with improved inventory management, order management and shipping fulfillment. The integration also enriched efficiency in Sales and Purchases Management and an automated, real-time and bi-directional data transfer between both the applications. The integration also provided support for both B2C and B2B cases and ensured end-to-end mapping of business objects.





 **Headquarters:**
Montreal, Canada

 **Website:**
<http://www.prana.bio/>

Prana

Prana Biovegan, an emerging company from Canada, specializes in the field of organic and vegan foods and is aimed at promoting sustainable agriculture.

Being a leading organic food and nutrition supplier, Prana caters to a huge number of customers. To manage their back-end operations, Prana uses SAP Business One and employs Magento eCommerce as their web store frontend. With a perpetual increase in sales, PRANA started facing technical difficulties. The issues included manual data entry for a huge number of sales orders, lack of complete and seamless integration between SAP Business One and Magento and quick business flow after migration from Magento version 1 to 2. For these, Prana was eagerly looking for a smart and robust solution that could streamline their business operations.

With APPSeCONNECT, Prana Biovegan Inc. have successfully managed their huge numbers of sales orders and delivered better customer experience in Canada.

The integration of Magento eCommerce with SAP Business One via APPSeCONNECT helped PRANA overcome their challenges. The platform provided them uniquely designed business flow according to their requirements, with a strong and reliable integration architecture between both the applications and a completely restructured sync pattern after migration from Magento 1 to Magento 2. Also, all business processes were streamlined, automated and bi-directionally transferred.





Headquarters:
Switzerland and USA



Website:
<http://luminox-usa.com/>
<http://www.mondaine.com/>

Luminox

Luminox, one of the leading watch-manufacturing companies in USA, with a state-of-the-art manufacturing quality and an award-winning logistics.


The business for Luminox runs on Shopify eCommerce which caters to their customers in USA and Switzerland. They used SAP Business One as the back-end-ERP system, however seamless transfer of data from one platform another was difficult prior to application integration. Several challenges were faced by Luminox including seamless integration between Shopify eCommerce and SAP Business One, end-to-end business mapping of non-inventory items and a complete inventory management to check stock availability.

With the help of APPSeCONNECT Integration, Luminox has sustained its mark as one of the leading watch makers in the USA!

Shopify eCommerce and SAP Business One integration via APPSeCONNECT provided Luminox with a seamless sync of business data between both the applications. This not only reduced data error and redundancy, but also automated the integration and business processes between Shopify and SAP Business One, resulting in an efficient data management system with end-to-end mapping of eCommerce store and ERP business objects.





 **Headquarters:**
Austin, Texas, USA

 **Website:**
<http://prlabs.com/>

Premier Research Labs

Premier Research Labs, a primary manufacturer of premier quality, whole food nutraceuticals, has a sterling reputation as the world's leader in cellular resonant nutrition technology.

To manage online sales, Premier Research Labs uses Magento eCommerce as their storefront. In order to maintain their back-end processes, they employed SAP Business One as their ERP tool. Premier Research Labs faced challenges in connecting two Magento stores with two company databases on SAP Business One. They lacked fully automated sync of data from one platform to another, had limited technical resources at the client side and lack of real-time data sync for Sales Orders.

APPSeCONNECT has helped Premier Research Labs seamlessly integrate two Magento stores with two databases of SAP Business One and has aided to their success and growth of the business.

With APPSeCONNECT integration for Magento eCommerce and SAP Business One, Premier Research Labs achieved seamless integration between both the systems and witnessed a completely automated sync of Customers, Items and Orders. The integration enabled the real-time, bi-directional sync for Sales Orders processing and removed manual data entry resulting in efficient workflows. Consequently, additional time to focus on order processing, production and purchase planning was achieved.





 **Headquarters:**
Goudhurst, Kent

 **Website:**
<http://seamagik.com/>

Sea Magik

Sea Magik is an independent beauty brand with a health-first philosophy and long-standing heritage in the professional Spa industry.

To cater to their global customers, Sea Magik used Magento eCommerce platform as their storefront and SAP Business One as their back-end ERP system. Due to consistent bulk orders on their store, they needed a robust integration solution to manage both systems. They needed an integration platform that could easily connect Magento eCommerce with SAP Business One and provide seamless data sync for products and stock levels between applications.

With APPSeCONNECT integration platform, Sea Magik has efficiently managed their huge order processing transactions and created a seamless, automated business process which guarantees their perpetual growth.

By integrating SAP Business One with Magento eCommerce via APPSeCONNECT, Sea Magik was able to fully automate their application integration processes and establish streamlined business operations. With the integration, they achieved automated, real-time sync of orders from Magento eCommerce to SAP Business One, enabled a unique business flow design to suit the business requirements, enriched the existing strong and reliable integration architecture and sustain an error-free, robust and bi-directional data entry system that amplifies productivity.





Headquarters:
Hounslow, United Kingdom



Website:
<http://www.prestigefoodandwine.com/>

Prestige Food and Wine

Prestige Food and Wines, an Italian company, is mainly an importer and distributor of Italian food and wines. They offer more than 2500 products to almost every corner of the city.

Prestige uses SAP Business One Service Layer as its back-end and ERP system while Magento eCommerce as the storefront to cater to customers. To streamline their workflow, they needed an integration solution for robust data transfer.

With APPSeCONNECT integration, Prestige was able to bring uniformity to its online orders and payments and build a seamless process of business operations.

With the integration solution provided by APPSeCONNECT for connecting SAP Business One and Magento eCommerce, they were able to seamlessly integrate the two platforms, automate sales order sync between applications, establish a more efficient stock control and management procedure and offer an automated, real-time data sync between the applications. The integration also provided uniquely designed business flows to suit the requirements to facilitate streamlined business operations and processes





Headquarters:
Port Melbourne, Victoria



Website:
<http://www.swann.com/>

Swann Communications

Swann Communications is a global leader in video surveillance, consumer electronics and security solutions operating in Australia, USA, Canada, UK, Italy, Hong Kong and China.

Being the world's largest manufacturer of Video Surveillance Equipment, it uses four different applications and a seamless integration between all of them is important. For Swann, SAP Business One, Magento, eBay and Amazon FBA have been the primary business platforms over the years. In order to manage all the data from these platforms, Swann needed an integration suite that could help them sell through two eBay accounts, two Amazon accounts and one Magento website. They needed complete data sync between the ERP and other applications so as to sync sales orders and an integration solution that is less time-consuming, less costly and highly automated.

Swann Communications has achieved fantastic shipment rates with the help of an integrated business through APPSeCONNECT.

APPSeCONNECT's bi-directional integration solution for SAP Business One with Amazon, eBay and Magento provided the solutions Swann was looking for such as selling through two Amazon accounts, two eBay accounts and one Magento website, automated data flow between the sales channels and SAP Business One, seamless and real-time data transfer between all the applications and removed manual data entry resulting in reduced data errors and redundancies.





Elryan

First ever e-commerce store in Iraq, El Ryan is the largest seller of consumer electronics in its region.

Boasting a 24-hour delivery claim and a best-in-class service, El Ryan required a business software suite to work on the same level as well. They chose Magento eCommerce as their storefront and Microsoft Dynamics AX as their back-end ERP solution. The difficulties due to the lack of software integration included the need for removal of manual data entry from Magento to the ERP system, the presence of redundant and duplicate data and loss of valuable time and energy. Along with these, El Ryan also wanted to establish an automated and streamlined process for their business operations with a seamless integrated solution.

With APPSeCONNECT, El Ryan has streamlined and automated their business processes and saved a lot of time and effort by syncing all the necessary data between applications.

Integration of Magento eCommerce with Microsoft Dynamics AX via APPSeCONNECT provided El Ryan with completely automated business processes and allowed the smooth bi-directional sync of data between the eCommerce and the ERP system. This improved efficiency in sales and inventory management and enhanced the overall productivity of the organization.





📍 **Headquarters:**
Florida, USA

🌐 **Website:**
<http://www.fiberlay.com/>

Fiberlay

Fiberlay is the largest wholesale and retail distributor of fiberglass supplies, epoxy and polyester resins, casting and molding supplies in USA since their foundation in the early 1950's.

For their backend ERP system, Fiberlay was using Microsoft Dynamics NAV. They also employed Magento as their eCommerce storefront. Due to their large orders, they needed an efficient processing solution which could streamline operations and bring consolidated data under a single system. The organization needed to setup a Magento eCommerce store which would be integrated with Dynamics NAV seamlessly.

With APPSeCONNECT integration, Fiberlay was able to streamline all their business processes efficiently and excelled in their vertical with error-free data management.

Integrating Microsoft Dynamics NAV with Magento eCommerce through APPSeCONNECT helped Fiberlay with what they were looking for. APPSeCONNECT not only offered to help them with the frontend web development for their Magento eCommerce store, but also provided seamless data integration between Magento eCommerce and Microsoft Dynamics NAV and an automated business process channel between the applications. This further improved efficiency in stock control and management, accurate payment management and streamlined business operations.





Headquarters:
Tacoma, Washington



Website:
<https://aeroprecisionusa.com>

Aero Precision, Inc.

A US-based manufacturer of high-end firearms and related accessories.

Aero precision was using SAP Business One ERP and Magento Ecommerce and faced challenges in bulk product sync from SAP to Magento and a special customization for Order and Stock sync. Lack of real-time data exchange led to error-prone data which hampered business operations.

APPSseCONNECT helped Aero Precision save time and money and avoid many hours of custom development by integrating their ERP and E-commerce systems.

With APPSeCONNECT, Aero Precision was able to successfully integrate Magento and SAP Business One. This helped them streamline business operations like efficient inventory, order, shipping, price and item sync, automate sales order processing and bulk product sync. This led to increased business efficiency, productivity and customer satisfaction.



JOSIE MARAN

**Headquarters:**

Santa Monica, Los Angeles, USA

**Website:**

<http://www.josiemarancosmetics.com/>

Josie Maran

Josie Maran Cosmetics, owned by the world-renowned supermodel Josie Maran, specializes in natural beauty and personal care products.

With a huge inventory, Josie Maran Cosmetics managed their business processes by using SAP Business One as their back-end ERP system and employed Shopify Plus as their eCommerce storefront. They needed to sync all the products and their information between both the applications, enable real-time update of data between Shopify Plus and SAP Business One and employ a robust integration system through which all orders placed on Shopify Plus were synced in SAP Business One.

APPSeCONNECT has helped Josie Maran Cosmetics manage thousands of orders per week with seamless application integration and streamlined business processes.

Through APPSeCONNECT's integration of Shopify Plus and SAP Business One, Josie Maran Cosmetics met their business requirements. The integration solved their problems by automating the information and data sync between Shopify Plus and SAP Business One and enabling real-time update of items and inventory between the applications. The solution also instantaneously updates shipment and tracking details for them too, hence avoiding unnecessary lag.



MacuHealth



Headquarters:
Birmingham, MI, USA



Website:
<http://www.macuhealth.com/>

MacuHealth

MacuHealth came with the objective of providing a unique and effective dietary solution and providing treatments for macular disease with the help of a nutritional supplement LMZ3.

To cater to their customers, MacuHealth employed WooCommerce as their storefront and SAP Business One as the back-end ERP system. MacuHealth faced several challenges due to the huge demand and streamlining orders was inefficient. The issues faced involved the incomplete sync of data between WooCommerce and SAP Business One, the lack of use of API for credit card processing, need for the removal of data redundancy due to manual entries and improve their workflow efficiency with real-time data exchange.

With APPSeCONNECT's integration solution, MacuHealth has observed 30% increase in sales volume over the years.

APPSeCONNECT integration for WooCommerce and SAP Business One helped MacuHealth solve their problems by seamlessly integrating their systems, thus, offering MacuHealth an automated, real-time data transfer between the applications, efficient business workflows and reduced data redundancy with end-to-end mapping of business objects.



Showcase

Showcase, the hub for all the latest trends in Canada, comes with exclusive products arriving every week.

With over 100 physical stores across Canada, Showcase had to maintain a huge inventory for both physical and digital stores. Showcase used Shopify Plus eCommerce as their storefront and SAP Business One as their backend ERP system. They also used Salesforce CRM for managing their customer-related data. Showcase needed a unique integration solution that could cater to their business operations and automate processes – help in maintaining inventory for almost 111+ physical stores across Canada, complete synchronization of multiple warehouses data, and managing huge customer demands received from various channels.

With APPSeCONNECT, Showcase managed to sync their inventory seamlessly and provide the best-in-class products to all stores across Canada.

APPSeCONNECT integration solution for SAP Business One with Shopify Plus and Salesforce CRM helped Showcase achieve a seamless, automated and bi-directional sync of data between both the applications, without any data error or redundancy. Also, with this integration, Showcase was able to connect its multiple warehouses with the other applications for a smoother and streamlined running of all the business processes. With this, they were able to commit higher order fulfilment ratios and ensured end-user satisfaction.



**Headquarters:**

New York, USA

**Website:**

<http://www.michaelmillerfabrics.com/>

Michael Miller Fabrics

Michael Miller is one of the most renowned names in the fabrics industry across USA and is a leading supplier for a vast number of shops across 51 states

They were able to reach this level of efficiency and productivity by using Magento Enterprise Store for the frontend along with SAP Business One ERP as the backend system. The success was not without issues though - several challenges were faced such as establishing automated data sync between Magento and SAP Business One, creating Contact Person structure of SAP Business One in Magento, managing both B2B and B2C scenarios, synchronizing B2C and B2B sales orders, etc.

With APPSeCONNECT, Michael Miller Fabrics was able to seamlessly integrate both its systems and facilitate the quick and smooth transfer of data across all platforms

APPSeCONNECT integration solution for Magento eCommerce and SAP Business One helped Michael Miller Fabrics overcome their issues by successfully integrating Magento Enterprise store with SAP Business One and consolidating all the data within. This established an automated, bi-directional sync of all Customers, Items, Orders, Inventory, Delivery and Invoice data in real-time for both B2C and B2B cases along with end-to-end mapping of critical business objects.





Headquarters:
Savannah, Georgia



Website:
<http://www.ninelineapparel.com/>

Nine Line Apparel Inc.

Founded by two army veteran brothers, NineLine Apparel aims to bridge the gap between military and civilians by selling military and survival gear apparel.

NineLine Apparel sells their products through BigCommerce and uses ShipStation as the shipping solution. To manage their back-end operations, Nineline employed SAP Business One HANA ERP. With the use of a multitude of business applications to run their store, in came some unique challenges for Nine Line Apparel - BigCommerce orders were being sent directly to SAP Business One HANA, thus HEXcode required for shipment fulfillment through ShipStation couldn't be generated. Also, Nine Line needed API throttling for efficient business management. Apart from this, most of the business processes also required automation to reduce time.

With APPSeCONNECT, Nine Line Apparel optimized and improved their overall business processes and achieved higher customer satisfaction levels and complete Order Fulfillment.

To overcome their challenges, APPSeCONNECT provided a seamless integration solution for both platforms, SAP Business One HANA integration with BigCommerce and SAP Business One integration with ShipStation. This helped to generate the HEXcode and push all orders from BigCommerce to ShipStation and then to SAP Business One HANA. The integration allowed access and consolidation of data efficiently, increased efficiency of inventory update and sync and helped maintain same ID across all three platforms for data transparency.



Parrot®



Headquarters:

Paris, France



Website:

<http://www.parrot.com/>

Parrot

PARROT specializes in creating, developing and marketing advanced wireless products for consumers and professionals, with most of their sales coming from overseas.

With a multi-website structure and a large market to cover, PARROT used PrestaShop as their storefront and SAP Business One as their ERP solution. Due to their complex business scenario, PARROT faced issues in their business operations and had custom requirements like such as the sync of a single ERP database with 17 online web-stores, connecting one ERP database with 3 separate Web-Instances, achieving seamless integration with an automated delivery-management system, etc.

With APPSeCONNECT, Parrot streamlined their business operations efficiently and ensured customer satisfaction to a huge level.

With the help of APPSeCONNECT platform, Parrot was able to seamlessly integrate PrestaShop with SAP Business One and establish an automated sync of data from various websites to the ERP platform. This improved efficiency in sales and inventory management with automated synchronization of item information to PrestaShop from the ERP system.





APPSeCONNECT is a smart and powerful Integration Platform as a Service (iPaaS) solution that seamlessly connects two or more business applications with one another .

Connect all your SaaS, on-premise applications, data sources and technologies under one single platform.

www.appseconnect.com

A PRODUCT BY **INSYNC**



For integration requirements, mail us at:

 sales@appseconnect.com

WE CONNECT. YOU GROW.