

Client

LAD Global Enterprises,
Inc.
lad-global.com

Type of Business:

Provides manufacturing
and logistical services

Number of Locations: 6

Number of Employees:
20

AccountMate Users on System: 10

AccountMate Modules:

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- General Ledger
- Inventory Control
- Purchase Order
- Sales Order

3rd Party Application

SPS Cloud EDI

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difference both from the
operations side and
financial standpoint."*

– Kyle Davis,
Vice President of
Operations, LAD Global
Enterprises, Inc.

Global Contract Manufacturer Extends Fortune 500 Client List by Expanding AccountMate ERP with EDI

Based in Kansas City, Kansas, LAD Global Enterprises, Inc. is a global contract manufacturer specializing in a full range of manufacturing and logistics services. Established in 1984, LAD serves many sectors including automotive, apparel, outdoor goods and medical supplies.

LAD manufactures and ships products to countries such as North America, South America, Europe, Canada, India, Pakistan, Germany and more. The company's hands-on approach and vertical business model allows them to control every aspect of the manufacturing and logistics process ensuring a high-quality product for their customers.

LAD continues to expand and maintain working partnerships with Fortune 500 companies and major corporations in fulfilling their production needs. Over the decades, LAD has built an impressive repertoire of high-quality, brand-name products at reduced costs, resulting in successful long-term relationships with companies, such as Pepsi, Disney, Hanes and Hallmark.

The Challenge

Scaling its business in the automotive sector, LAD required an electronic data interchange (EDI) fulfillment solution that could handle private label manufacturing as well as order distribution through retailer distribution centers.

Connecting with new trading partners or expanding its current business relations as order volumes grew became increasingly challenging under the company's old, proprietary EDI system which failed to provide essential real-time information, integration and automation. After conducting a thorough needs assessment, RDI Consulting recommended that LAD leverage their original investment with AccountMate's SQL ERP system and implement SPS Cloud, a comprehensive EDI solution that revolutionizes manufacturing and distribution requirements.

"LAD needs to have the ability to do purely electronic (EDI) transactions with many enterprise-level trading partners, who have a wide range of business requirements. SPS Cloud provides a fast track to meet these requirements, by means of a vast trading network, well-engineered technology, and a very large professional support capability," said Isaac Malitz, Ph.D., President, RDI Consulting.

The Solution

Through SPS Cloud and a universal network platform, LAD can take advantage of seamless, efficient communications and transactions with a vast network of trading partners, including key automotive accounts such as AutoZone, O'Reilly Auto Parts and more. "With SPS Cloud, our upfront costs to add another retailer aren't significant and that helps us win new accounts and increase profits," said Kyle Davis, Vice President of Operations at LAD Global Enterprises, Inc.

To quickly change and scale the volume of automotive orders and shipments in dozens of distribution facilities across the United States and Canada, LAD uses an automated order fulfillment solution via SPS Cloud. This automated warehousing system helps LAD to scale to support its growing business.

The Result

"It's been a world of difference both from the operations side and financial standpoint," recalled Davis. "SPS Cloud makes bringing on a new account far less stressful as the time and cost to

integrate new trading partners is not significant, whereas we were paying thousands of dollars to setup new account with our previous EDI solution.”

About Third Party Application

SPS Commerce is a leader in on-demand supply chain management solutions and provides prewired, proven integrations and comprehensive retail performance analytics to thousands of customers worldwide. With a singular focus on the retail marketplace, SPS Commerce revolutionized traditional EDI systems by developing a platform that enables highly cost-effective and reliable trading partner collaboration. SPS Commerce is headquartered in Minneapolis and can be reached at spscommerce.com.

About RDI Consulting

RDI Consulting specializes in financial/database/ERP

systems for midsize companies, with a full range of ancillary services. With 30 years of experience, RDI provides technical skill and strategic depth that ranks in the highest tier of ERP providers. Based in Los Angeles, RDI has been an AccountMate Business Partner for over 15 years. RDI can be reached at rdic.com.

About AccountMate

Founded in 1984, AccountMate develops and markets fully customizable business management software designed to meet the growing needs of small to medium-sized businesses. Systems range from single user versions to those that support over hundreds of users simultaneously. AccountMate software is available for local installations or cloud deployment. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or www.accountmate.com.

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