

AccountMate ERP Software and EDI Expands Global Contract Manufacturer's Reach to Grow Fortune 500 Client List

Electronic (EDI) transactions with many LAD Global's enterprise-level trading partners' wide range of business requirements handled through SPS Cloud and the AccountMate System.

Petaluma, CA ([PRWEB](#)) December 23, 2014 -- Equipped with sophisticated ERP and EDI technology, LAD Global Enterprises has achieved phenomenal business results utilizing AccountMate SQL as their financial management backbone. "It's been a world of difference both from the operations side and financial standpoint," recalls Kyle Davis, Vice President of Operations.

Founded in 1984, LAD is a global contract manufacturer specializing in a full range of manufacturing and logistics services. The company serves many industry 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.

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.

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.

To solve this business challenge, AccountMate Business Partner 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. AccountMate's award-winning design seamlessly integrates with third-party solutions such as SPS Cloud.

"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.

As a result, by leveraging 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 Davis.

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.

“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,” recalls Davis.

Leveraging LAD’s original investment with AccountMate SQL ERP and integrating SPS Cloud, LAD has a comprehensive ERP and EDI solution that will allow them to continue providing comprehensive global manufacturing and logistics services for decades to come.

About AccountMate

Founded in 1984, AccountMate develops and markets fully modifiable business accounting software. Systems range from single user versions to those that support hundreds of users simultaneously. AccountMate software is available for local installation or as SaaS. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or at accountmate.com.



Contact Information

Donna DeRosa

AccountMate Software Corp

+1 707-774-7548

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