

# A CLOSER LOOK AT HOW REALISABLE WORKS FOR: INTERNET GARDENER

WWW.INTERNETGARDENER.CO.UK



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*“Discovering IMan has made a dramatic difference to what we can offer our clients. IMan means we can provide a completely integrated web site and ERP system. In the past we have had to rely on CSV imports which were clunky, limited and unreliable. IMan offers a smooth and invisible interface to the client.*

*IMan is the only integration solution we use now and since taking it on we have discovered numerous other uses for it.”*

Natalie White – Managing Director, ESPI

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## OVERVIEW

The Internet Gardener is an eCommerce retailer based in rural Nottinghamshire. Across their four websites they provide a wide range of home and garden products. With IMan, Internet Gardener integrated their eCommerce platform with Sage200 to process an ever increasing amount of orders in an efficient, robust and automated manner. This case study describes the first stage of Internet Gardeners evolution with IMan; a subsequent case study describes how IMan was used to automate a number of key sales order cycle processes.

## ESPI & REALISABLE

After a review of several integration solutions for Sage200, ESPI chose IMan as it provided a platform that was highly configurable & configuration based, flexible enough to cater for Internet Gardener’s requirements and integrated natively via the Sage200 API.

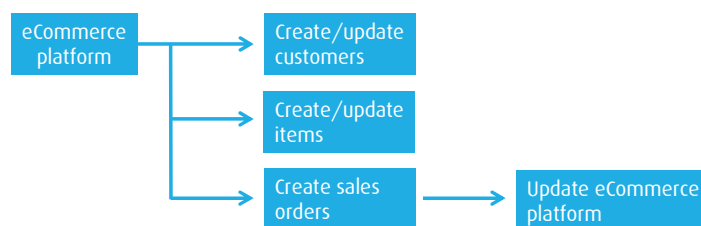
“IMan offered flexible integration with the Sage 200 Sales Order and Purchase Order Processing tables which were key to the process. The option to send data both ways was also of interest to ESPI as the alternative integration tools that offer something similar were very much more expensive and less flexible.”, Natalie White.

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## REQUIREMENTS

Accounting system upgrade – Upgrading from Sage50 to Sage200, the immediate requirement for Internet Gardener was to integrate their bespoke eCommerce solution with Sage200. The existing Sage50 solution used a manual file based import mechanism, but ideally the new solution needed to be much more flexible, more automated and be able to handle a much higher volume of data.

## ECOMMERCE INTEGRATION



## SOLUTION

IMan was able to automate the transfer of data from Internet Gardener’s four websites:

- All pending data could be queried directly from the eCommerce’s intermediate staging database, thereby removing the previous clumsy file based process of the previous Sage50 import.
- Import of customers and their details into Sage200, including logic for identifying existing customers.

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DATA INTEGRATION MADE SIMPLE

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*“With the upgrade to Sage200 and the higher volume of orders we were processing we needed something which required much less user intervention.*

*IMan has been a massive improvement! Not only did it handle all of our previous requirements, it completely automated the integration between our websites and Sage200. Its flexibility meant we could use IMan for some other key order fulfilment processes.*

*Overall IMan has become integral to our business and has allowed us to process a much higher volume of orders. We’d recommend it to anyone looking to integrate their eCommerce solution with Sage200.”*

Andy Baxter – Director, Internet Gardener



- Due to the extended attributes required by the eCommerce platform, item master records were being managed in a separate database. The import process dynamically creates any new items within Sage200 with accompanying location, supplier & unit of measure records, before the importing sales order.
- Import of sales orders, incorporating data transformation for delivery charges and comments and formula based logic for item variants, allocation and the fulfilment method.
- IMan’s customisable audit report provides Internet Gardener with key data, enabling them to reconcile and quickly identify any errors or issues with the import process.
- Unattended imports are made through IMan’s own service based scheduler.

After the initial go-live of the eCommerce integration, Internet Gardener quickly identified a number of processes that could be automated using IMan. With some elementary IMan training where Internet Gardener were able to:

- Automate generation and sending of purchase orders (in Excel format) to suppliers for ‘Direct to Customer’ orders.
- Automate the generation of CSV formatted picking list for their 3<sup>rd</sup> Party warehouse.
- Several other bespoke data feeds and uplifts.

## OUTCOME

IMan has been able to provide a highly configurable integration platform for Internet Gardener, able to easily address their requirements and has provided a solution where ‘tweaks’ and changes could be made easily and in a cost-effective manner.

For ESPI, the success of the project has meant IMan has become a staple in the products they offer to their existing and new customers.



**To talk to a member of Realisable team today  
Tel +44 (0) 208 123 1017 or Email. [info@realisable.co.uk](mailto:info@realisable.co.uk)  
[www.realisable.co.uk](http://www.realisable.co.uk)**



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