

“We looked at several different solution providers; some were more expensive, some were unknowns. While completing due diligence for the right data sync solution, GXS’s name kept appearing. Turns out we made the right decision.”

— BOB ALSMEYER
KING INNOVATION



King Innovation™

Profile

King Innovation is a hardlines supplier based in St. Charles, Missouri. The company designs, develops and manufactures innovative products for the irrigation and electrical industry. King’s product line includes DryConn Waterproof Connectors, SnapTap Saddles, King Grips, King Drains, SafetyGuard and EasyGuard Connectors, and a variety of accessories and tools.

The Challenge

King Innovation is a supplier to several of the largest hardlines companies in the world. As a result, King Innovation was required to implement a process and purchase a solution to synchronize their product data in a short timeframe. Upon receiving customers’ data sync requirement, King Innovation began the search for a solution partner who would solve their problem, walk them through the process and provide a solution at an affordable price. King Innovation selected GXS, a company with experience helping hardlines retailers, as their data synchronization partner.

The Solution

To address their data synchronization needs, King Innovation selected two GXS offerings—Data Sync Teleconsulting for Suppliers and Global Product Catalogue.

Data Sync Teleconsulting for Suppliers is a service designed to help companies achieve their data synchronization objectives by providing convenient and inexpensive access to industry experts. Data Sync Teleconsulting helped King Innovation plan its data synchronization implementation strategy quickly, easily and cost effectively.

Global Product Catalogue is an electronic product catalogue and data-alignment service designed to automatically distribute product information throughout the retail supply chain. King Innovation was able to easily load their product item information over the Web, so the data is sent to the Global Data Synchronization Network (GDSN) to be synchronized with their retailer.

The Results

Although the company thought implementing a data synchronization solution would be time-consuming and complicated, the entire process went smoothly and was completed ahead of schedule. King Innovation is now GDSN compliant ahead of its retailers’ deadline. Not only has Global Product Catalogue helped King Innovation comply with customer requirements, but also has helped the company refine its internal processes—ensuring that the company data is more accurate and timely.

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About GXS

GXS is a leading global provider of B2B e-commerce solutions that simplify and enhance business process integration and collaboration among trading partners. Organizations worldwide, including more than 70 percent of the Fortune 500, leverage the on-demand services on GXS Trading Grid® to extend supply chain networks, optimize product launches, automate warehouse receiving, manage electronic payments and gain supply chain visibility. GXS Managed Services, GXS’ B2B outsourcing solution, empowers customers with the expertise, technical infrastructure and program support to conduct B2B e-commerce with trading partners globally. Based in Gaithersburg, Md., GXS has an extensive global network and has local offices in the Americas, Europe and Asia-Pacific regions. GXS can be found on the Web at www.gxs.com.