

# Streamlining Connectivity Across the Shipment Lifecycle



With the aim of streamlining its transportation and logistics services to efficiently move grain, food and fuel around the globe, Gavilon implemented the Descartes B2B Integration™ solution. By standardizing and automating EDI messages, Gavilon was able to ensure accurate, timely and complete data exchange between disparate systems, and increase the value of information moving through the company.

With Descartes, Gavilon gained more granular control over its transportation network and supply chain. Fully integrated with the company's Oracle ERP system, the Descartes solution enables in-transit inventory visibility, provides real-time shipment visibility and adds insight into the lifecycle of an order.

## Company Profile

The Gavilon Group, LLC  
Transportation & Logistics Services

## Descartes Solutions

Descartes B2B Integration™

## About the Client

The Gavilon Group, LLC connects producers and consumers of feed, food and fuel, linking agricultural supply with demand through its global supply chain network. The company provides origination, storage and handling, transportation and logistics, marketing and distribution, and risk management services to customers and suppliers across the globe. A wholly owned subsidiary of Marubeni Corporation, Gavilon employs more than 1,900 people at nearly 300 facilities and offices worldwide.

## Quick Overview

### Challenge

Manual Processes & Disparate Systems

### Solution

Seamless Communication Across  
the Supply Chain

### Results

- Greater Efficiency
- Improved Accuracy
- Cost Savings
- Increased insight

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## Challenge:

### Manual Processes & Disparate Systems

Gavilon's goal to create a seamless transportation network to expediently move grain, perishable food ingredients and fertilizer commodities worldwide was impeded by time-consuming manual processes and data communication inefficiencies. Faced with disparate systems and specialized EDI messages, Gavilon struggled to translate the data efficiently which compromised accuracy, supply chain visibility and customer service. In addition, Gavilon required a reliable method to stream data into its ERP system. The company needed an automated, integrated solution to increase efficiency, improve accuracy and reduce costs.

## Solution:

### Seamless Communication Across the Supply Chain

Gavilon transports grain and other commodities through its global network of rail cars, trucks, barges and vessels. Faced with the complexity of processing different data formats from disparate systems, Gavilon implemented the Descartes B2B Integration™ solution, part of the Descartes Global Logistics Network™ (Descartes GLN™), to streamline supply chain processes and automate data translation. With Descartes, the company can leverage enhanced connectivity between trading partners to increase logistics efficiency and improve customer service.

By implementing the Descartes solution, Gavilon eliminated labor-intensive, paper-based processes. As a result, accuracy of order details improved and labor costs decreased; time-consuming investigations into invoice and purchase order mismatches were no longer required. With fewer manual processing errors and increased efficiency, Gavilon can deliver better service to its customers.

With Descartes, Gavilon gained more granular control over its transportation network and supply chain. Fully integrated with the company's Oracle ERP system, the Descartes solution enables in transit inventory visibility, providing real-time information about freight activity (e.g., loaded, en route, off-loaded). The company can view the entire lifecycle of the order to identify and rectify issues along the supply chain.

The Descartes B2B Integration™ solution streams data—ASNs, invoices, purchase orders—seamlessly into Oracle. With a centralized information hub, the company can collect, process, and analyze data to inform decisions, understand transportation performance and costs, and identify areas for improvement.

## Results:



### Greater Efficiency

With reduced labor requirements, elimination of manual processes, and an automated and standardized method of exchanging data across incongruent systems and multiple trading partners, Gavilon saved time, effort and money.



### Improved Accuracy

By eliminating error-prone, paper-based processes and automating translation of specialized, niche EDI messages from rail and motor carriers, the Descartes solution helped Gavilon improve accuracy and ensure complete order information.



### Cost Savings

With fewer errors, streamlined data exchange, and reduced labor requirements, Gavilon realized significant cost savings. The Descartes solution improved Gavilon's ability to service its customers effectively, delivering increased profit to the bottom line.



### Increased insight

The Descartes solution provides real-time visibility into the status of shipments during transit. With more granular control over its supply chain, Gavilon can identify and solve issues expediently, while leveraging data to inform decision-making.