



Driving EDI Modernization with Cleo for a Canadian House Furnishing Company



The Challenge

A **Canada-based house furnishing company** was undergoing a major ERP transformation, which required migrating from its legacy EDI platform to Cleo using its Accelerator, Booster, and Connector (ABC) features for seamless ERP integration.

The migration faced critical challenges:



Tight timelines risking ERP delays if EDI milestones slipped.



Need for a partner with strong Cleo expertise, proven methodology and large-scale EDI migration experience.



Complex partner ecosystem with 50+ trading partners to onboard.



High external resource dependency, raising cost and delivery risks.



Lack of local Cleo skills.

The client needed a partner with deep Cleo expertise, proven methodology, and the ability to execute large-scale EDI migrations efficiently within constrained timelines.

The Solution

Globus Systems partnered with the client to deliver a specialized Cleo migration strategy. With certified expertise and hands-on experience in the ABC program, we structured a solution that ensured both technical excellence and cost efficiency.

Deployment of a **dedicated Cleo-certified team** proficient in handling ABC program-driven migrations.

Establishment of a **structured migration roadmap**, aligned with the client's ERP go-live schedule.

Systematic **partner onboarding process**, ensuring that all the Trading Partners could be integrated seamlessly into Cleo in a phased manner.

Offshore delivery model enabling **>50% cost savings** compared to traditional onsite support.

The migration engagement was designed as a one-year phased project, scheduled to go live by the end of 2025.

The Implementation

Phase 1

Planning & Readiness (Months 1–3):

- Conducted detailed assessment of the legacy EDI environment.
- Defined migration milestones, partner onboarding schedule, and risk mitigation strategies.

- Configured Cleo environment with ABC program capabilities.
- Migrated EDI workflows and validated them against ERP requirements.
- Conducted rigorous partner testing to ensure compliance and accuracy.

Build & Testing (Months 4–9):

Phase 2

Phase 3

Partner Onboarding & Stabilization (Months 10–12):

- Engaged with 52 trading partners for end-to-end onboarding and validation.
- Stabilized integrations with proactive monitoring and support.
- Aligned timelines to ensure ERP and Cleo systems go live simultaneously by year-end 2025.

The Outcome

While still an ongoing project,
the engagement has already delivered significant benefits:



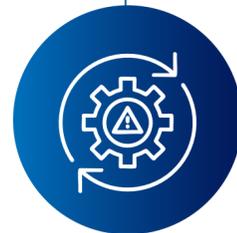
>**50% cost savings**
through an optimized
offshore delivery model.



Scalable Cleo environment
designed to support
52 trading partners from day one.



Enhanced project confidence
for ERP go-live, with reduced
risk of delays.



Smooth migration progress
with **zero critical
disruptions** to
existing operations.



Access to a highly skilled,
Cleo-certified support team
for ongoing operations
post go-live.

Conclusion

By leveraging deep expertise in Cleo and the ABC program, **Globus Systems** is enabling the client to **modernize their EDI landscape**, reduce costs, and ensure a seamless ERP implementation.

This case illustrates Globus Systems' ability to deliver **large, complex Cleo migrations** with precision, cost efficiency, and business continuity—empowering clients to future-proof their digital supply chain.

