

# Unlocking \$7 Million

How a retail supplier **recovered 5%** of their **annual revenue**



# The Challenge: Critical Cash Flow Crisis from EDI Compliance Failure

A \$150 million manufacturing company supplying major retailers, including Walmart, Home Depot, and Lowe's, faced a severe operational crisis. Despite successfully delivering products, Walmart withheld payment on \$7 million in outstanding invoices due to incorrect EDI formatting, a technical compliance issue that jeopardized the manufacturer's financial stability.

The impact was immediate: \$7 million remained tied up for nearly twelve months, forcing the company to secure financing to meet payroll obligations. This crisis underscored a critical vulnerability—successful product delivery means little if back-office systems fail to communicate properly with retail partners.

## Project Overview

A manufacturing company with \$150 million in annual revenue that partners with leading retail giants



Walmart withheld \$7M for 12 months; **EverStar** fixed the issue in 2 weeks, restoring financial stability.



## The Solution: Rapid EDI Remediation

EverStar's team quickly diagnosed and resolved the Walmart EDI invoice formatting issue within two weeks of engagement, releasing the trapped \$7 million and eliminating the manufacturer's cash flow crisis and loan dependency.

### Measurable Business Impact

- \$7 million in trapped revenue recovered within two weeks.
- Immediate resolution of cash flow crisis, enabling the manufacturer to meet payroll obligations without emergency financing.



### The EverStar Advantage

EverStar's specialized expertise in EDI solutions allowed for rapid diagnosis and resolution of the issue. With executive team members each bringing over 20 years of EDI experience and most staff maintaining 10+ years of expertise, EverStar provides the deep technical knowledge required to solve complex B2B integration challenges.



## Contact us!



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