

Kambly: Central EDI Solution for International Efficiency



Kambly SA is an independent Swiss family business now in its fourth generation. Since its founding in 1910, Kambly has been producing in Trubschachen in the Emmental region, where it has deep roots. For over 20 years, the company has been using EDI to ensure a smooth, accurate, and compliant data flow to more than 70% of its customers - retailers in Switzerland, Germany, and France - and its suppliers.

“The decision to handle all our EDI processes locally and abroad via Descartes has significantly increased our efficiency in new connections and ongoing operations. We particularly appreciate the structured implementation, technical expertise, and partnership-based cooperation—values that we live by every day at Kambly and that Descartes also embodies convincingly.”

Matthias Meyer,
Project & Process Engineer

Company Profile

Company name: Kambly SA
Vertical: Manufacturing - Biscuits

Descartes solution

B2B Messaging / Integrated EDI

About the customer

Kambly is Switzerland's leading biscuit manufacturer and exporter. The brand dominates the premium segment in Switzerland and France. 46% of sales come from abroad, with a presence in 50 countries on five continents.

Quick overview

Challenge

Complex structures caused high costs – the integrated EDI solution was intended to increase efficiency, save time, and reduce costs.

Solution

B2B Messaging / Integrated EDI

Results

- Efficiency gains
- Error-free processing
- Cost savings
- Partnership

The Challenge: Increase Efficiency, Save Time, and Reduce Costs

Previously, Kambly had several EDI providers with different interfaces, which led to high costs and a lack of expertise. The introduction of a uniform, integrated EDI solution was intended to automate processes, increase efficiency, and enable time and cost savings. Particularly important was the optimization of data exchange with customers in Switzerland and abroad, as well as the consistent digitization and automation of processes.

A powerful, locally based partner with global expertise was sought to provide optimal support for the central SAP structure.

The Solution: Efficiency through EDI Standardization and Automation

Initially, the challenge for Kambly was to gain a clear overview of the various messages, different providers, and processes at the various Kambly locations.

To simplify the complex EDI landscape with different providers, interfaces, and service agreements, Kambly opted for a centralized, standardized solution with Descartes.

Middleware connects internal systems to SAP and enables all external EDI data to be processed using a uniform XML format. This means that Kambly only has to maintain one format, while Descartes handles communication with around 50 customers and several suppliers—including country-specific requirements such as e-invoicing.

The solution was initially successfully introduced in Switzerland and France and, thanks to its scalable structure, was also extended to Germany. A clearly structured project plan, experienced contacts, and proximity to the market convinced Kambly to partner with Descartes.

A particular advantage lies in the open architecture: the EDI service implements the respective requirements of trading partners and connects to the existing infrastructure. Alternatively, Descartes offers suitable solutions. Supplier connections for Kambly are also made via the uniform XML structure, further automating processes and minimizing sources of error.

"The solution creates noticeable efficiency gains, reduces manual intervention, and saves time and costs. Digital data exchange with our business partners is significantly simplified, and Kambly can rely on a future-proof, scalable infrastructure that supports further growth and digitalization," says Matthias Meyer.

Currently, around 70% of customers are connected, with the aim of further increasing this number further. On the supplier side, Kambly is also working to connect as many suppliers as possible.

Results



Efficiency Gains

A uniform format and automated processes increase efficiency across all locations.



Cost Savings

Less effort, fewer errors, fewer systems—this reduces operating costs in the long term.



Error-free Processing

Standardized procedures and centralized control minimize manual intervention and significantly reduce the risk of errors.



Partnership

Close cooperation with a local, experienced partner ensures long-term success and continuous development.