

2/1/2020

A New Alliance

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LandscapeHub—the digital marketplace for the landscape, nursery and garden center industry—this week announced they’re forming a new strategic alliance with Epicor Software Corporation that will drive retail efficiency and business growth. What does that mean for you, garden centers? It means that if you use and run an Epicor system, you can streamline your plant purchasing and selling with a system that links the Epicor and LandscapeHub systems.

What exactly does LandscapeHub do? They’ve created a plant database that helps landscapers, nursery folks and retailers source, estimate and order the plant and landscaping materials they need. Their partnership with Epicor will help them to expand their user base, and in turn, Epicor’s users will become part of the digital supply chain. And this helps drive greater supply chain visibility, better pricing and faster procurement of good and services—and who doesn’t like that trifecta?

Said Epicor’s Sam Kirkland of the alliance in a statement, “LandscapeHub has created the industry’s first standardized plant database, which we expect to help our customers bridge the gap between landscape businesses and retail stores and take advantage of the digital supply chain. Our work and alliance with LandscapeHub are designed to allow Epicor retail customers to enhance their plant purchasing and selling processes and provides an added benefit to leverage the company’s plant and purchasing data.”

Plus, think of the insights Epicor and LandscapeHub customers will be privy to with this integrated and shared user base. Could be quite helpful, I’d say. Look for this alliance’s integration availability plans later on in 2020. **GP**