

PARTNERSHIP REVIEW

A delivery partner for the difficult work around Fishbowl.

DataShip helps growing product brands keep Fishbowl at the operational core while connecting commerce, retailer EDI, warehouse and 3PL execution, custom applications, reports, planning and governed automation. We remain involved after go-live through monitoring, issue ownership and continuous improvement.

CUSTOMER FIT

Specific where it matters

The ideal referral has a visible business problem spanning Fishbowl and at least one outside workflow. DataShip defines ownership and the smallest responsible first scope.

TRUST STANDARD

Honest about the boundary

Delivered work, pilot-ready operating models and prototypes are labeled separately. DataShip does not imply Fishbowl partnership or certification through this brief.

WHERE DATASHIP CREATES VALUE

Win complex customers A credible path for Shopify, EDI, 3PL, custom applications and nonstandard workflows.	Protect the experience Trace failures across the landscape so an outside handoff is not simply perceived as a Fishbowl failure.	Increase adoption Turn implementation into operating discipline through workflows, reports, training and support.	Create durable success Monitor live handoffs, own triage and maintain a prioritized improvement roadmap.
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Ideal starting problems: broken order flow · unreliable integrations · custom Fishbowl applications · EDI and 3PL control · operational reporting · difficult post-launch support

EVIDENCE REGISTER

Delivered work first. Future capability clearly labeled.

References, redacted artifacts and technical walkthroughs can be provided during qualified diligence when permissions allow.

STATUS	CAPABILITY	REVIEWABLE EVIDENCE
DELIVERED	Custom Fishbowl applications	Product-photo synchronization, inventory views, purchasing tools and PDF/Excel operational reports.
DELIVERED	Cross-system troubleshooting	Fishbowl and Shopify SKU, variant, UPC and item-state issues traced and corrected to restore order flow.
DELIVERED	Cloud application rescue	Application, AWS Lambda, database JSON and storage paths traced end to end to restore two report workflows.
DELIVERED	Managed operational support	Uploads, backups, updates, issue response and ongoing workflow maintenance after initial delivery.
PILOT-READY	Fishbowl-centered EDI control	Defined 850/855/856/810/846 architecture with validation, monitoring, retry and audit responsibilities.
PROTOTYPE	Order exception agent	Sample-data flow demonstrates read-only evidence, recommendation, human approval, validation and audit.

PUBLIC PROOF BOUNDARY

Melissa Odabash is the named delivered Fishbowl application example. Additional project identities and commercial metrics are withheld unless specifically approved. DataShip will not turn a proposed architecture into a fictional client result.

REFERRAL-READY SERVICES

A narrow first move with accountable follow-through.

RESCUE

Broken workflow sprint

Trace and repair an order, inventory, report, EDI or 3PL handoff across Fishbowl and the outside system.

EXTEND

Custom operating layer

Build a practical application, report, data pipeline or workflow around an established Fishbowl core.

OPERATE

Managed improvement

Monitor critical handoffs, own the exception queue, maintain reporting and improve the roadmap after go-live.

SPECIALIZE

Category operations

Support supplement, food, beauty, household, pet and apparel workflows where lots, channels and inventory rules matter.

REFERRAL HANDLING

01 · QUALIFY Fit, impact, environment, authority and timeline.	02 · DISCOVER Ownership, exceptions, security and baseline.	03 · DESIGN Scope, architecture, test and support model.	04 · DELIVER Controlled access, validation and acceptance.	05 · SUPPORT Monitoring, triage, runbook and roadmap.
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DELIVERY ASSURANCE

Controls that protect the customer and the referral.

Least privilege Named access, MFA where supported and only the permissions required for approved work.	Secret handling Credentials stay out of code and general documents; client-approved secure mechanisms are used.	Test + rollback Mappings and writes are validated outside production where available, with cutover and reversal steps.	Audit + escalation Controlled actions and decisions are preserved; incidents follow named business and technical owners.
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These are working practices, not claims of third-party certification. Client-specific requirements, coverage hours, response targets, data terms and escalation procedures belong in the applicable agreement.

A FOCUSED FIRST PILOT

One qualified customer. One cross-system problem. One measurable review.

A proposed 90-day partner pilot begins with joint qualification, establishes a baseline, delivers the smallest valuable scope and reviews reliability, adoption and customer value before either party expands the motion.

PARTNER REVIEW CHECKLIST

Make the first conversation useful.

A strong referral does not require a perfect requirements document. Bring the operating problem, the people who own it and enough context to decide whether a joint working session is worthwhile.

Business impact What is breaking, manual, risky or preventing growth?	Current landscape Which Fishbowl edition, commerce, EDI, warehouse, 3PL, finance and data systems are involved?	Transaction example One failed order, inventory difference, report or handoff is often more useful than a long feature list.
Ownership Who can make process, system, security and acceptance decisions?	Timing + constraints Is there an active incident, customer commitment, peak period, renewal or cutover date?	Success evidence What observable result would prove the first scope worked?

COMMERCIAL WORKING MODEL

Clear ownership before code.

01

Scope

Architecture, deliverables, exclusions, dependencies, acceptance and support ownership are written before implementation.

02

Communication

A named engagement owner provides regular status, decisions, risks and validation evidence.

03

Customer relationship

Referral expectations, customer ownership and communication paths are agreed—no hidden promises or surprise handoffs.

04

Aftercare

Monitoring depth, coverage, escalation, runbooks and improvement cadence are defined in the applicable support plan.