



CASE STUDY

## H.T.Supplies Ltd

### Eight months of prof.ITplus and H.T. Supplies aren't looking back

When our prof.ITplus Consultant first visited H.T. Supplies in October 2014 it was clear that the company had done very well for themselves using basic bespoke software but were ripe for taking their business to the next level with the much more powerful and sophisticated prof.ITplus system.

H.T. Supplies were happy to talk to us about their experience of prof.ITplus

and the impact it has already had on the business.

"Before prof.ITplus we were using an old bespoke system for sales order entry which was very basic, although reliable, whilst stock ordering was done on paper. We had little in the way of stock control, unbelievable really when you consider we stock 125,000 different products."

H.T. Supplies now has the full prof.ITplus package which has integrated all of their business processes from customer quotes and orders through to purchase orders, stock management and returns processing. All of this is underpinned by prof.ITplus's feature-rich customer relationship management (CRM) module.



“ Our favourite feature of prof.ITplus is how easy it is to go from viewing an item in stock details to then seeing what purchase orders and sales orders that item is on. ”  
H. T. Supplies, West Sussex

### About H. T. Supplies Ltd

H.T. Supplies is a supplier of workshop consumables, hand tools and power tools based in West Sussex with a busy trade counter which is open to trade and domestic customers. The company has 125,000 stock lines, 500 regular customers and handles 400 sales orders per week. H.T. Supplies had been using prof.ITplus for eight months at the time of the interview. They partnered with OGL in 2014 and as well as taking OGL's business software, prof.ITplus, OGL also supplies them with Software Support.

**H. T. SUPPLIES LTD.**

“ We are very much looking forward to the business’s future and are sure that prof.ITplus is going to allow us to reach that next level of customer service, efficiency, productivity and profitability in the near future. ”

Now, with just a few clicks of a mouse from the central prof.ITplus screen, the H.T Supplies team can view detailed business data including customer order histories, customer profiles, cost prices, stock levels and profit margins. The system also manages the financial aspects of the business, again easily accessible from the main screen, including all standard accounting functions such as the sales, purchase and nominal ledgers.

“Going from a manual ordering system was always going to be a big change for us, but during our training sessions with OGL, we were able to tweak with the system until we were very happy with what we saw and confident that we had made the right decision.”

To ensure new prof.ITplus customers are using the software system effectively and exploring all its functionality, we offer Business Process Reviews throughout their time with us to ensure any growth they have experienced since investing in the system is being catered for. Ongoing training is also available and can be scheduled around the systems free of charge bi-monthly updates to ensure customers are making the most of any new features implemented.

“Our favourite feature of prof.ITplus is how easy it is to go from viewing an item in stock details to then seeing what purchase orders and sales orders that item is on. It is incredibly easy and quick to manoeuvre between the screens so all the information you could want is never far away.”

Each of the 18 modules within prof.ITplus is parameter-driven, allowing for alternative ways of working to be accommodated. The modules seamlessly integrate to create one bespoke ERP system that fits your business processes effortlessly, enabling continued growth and increasing your efficiency.

## Learn more ... Our other products & services

One of the key strengths of OGL is that, as well as our Business Software division, we also have other divisions dedicated solely to the provision of IT Solutions and Cyber Security. Meaning we can take care of your business software requirements

and your infrastructure and security needs. We have many specialists in our IT Solutions and Cyber Security divisions who work seamlessly alongside our Business Software Consultants to offer the full IT package.

 **BusinessSoftware**  **ITSolutions**  **CyberSecurity**

**All taken care of, by experts.**



### Don't just take our word for it...

“ prof.ITplus has enabled us to compress the whole sales order entry process, making it more efficient for us as a business. It saves so much time having purchase orders linked with our sales orders, instead of having to run two separate systems. ”

**H. T. Supplies, West Sussex**



**Our business software experts are waiting to hear from you:**

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