



Kerridge
Commercial Systems

**K8: The cloud-based
solution that will
transform your
business**

Your business. Your way.

K8: The solution that drives your business

- Sales order management
- Delivery planning
- Supply chain logistics
- Warehousing

Trading

- Multi company, multi branch
- Fully integrated ledgers
- Debtor & cash management

Financials



Digital

- Cloud-based solution
- eBusiness platform
- Range of integral apps
- REST web services

Sales & Marketing

- CRM & Sales Intelligence
- Multi channel
- Upsell & cross sell
- Maximise margins & opportunities

Source Effectively

Sourcing the right product at the right cost is key to achieving margins, sales and service along the whole supply chain management system. Whether you are buying directly from UK or overseas manufacturers, procuring from multiple specialist sources, or purchasing stock from distributors, business performance depends on product quality, price, differentiation and availability.

Stock Efficiently

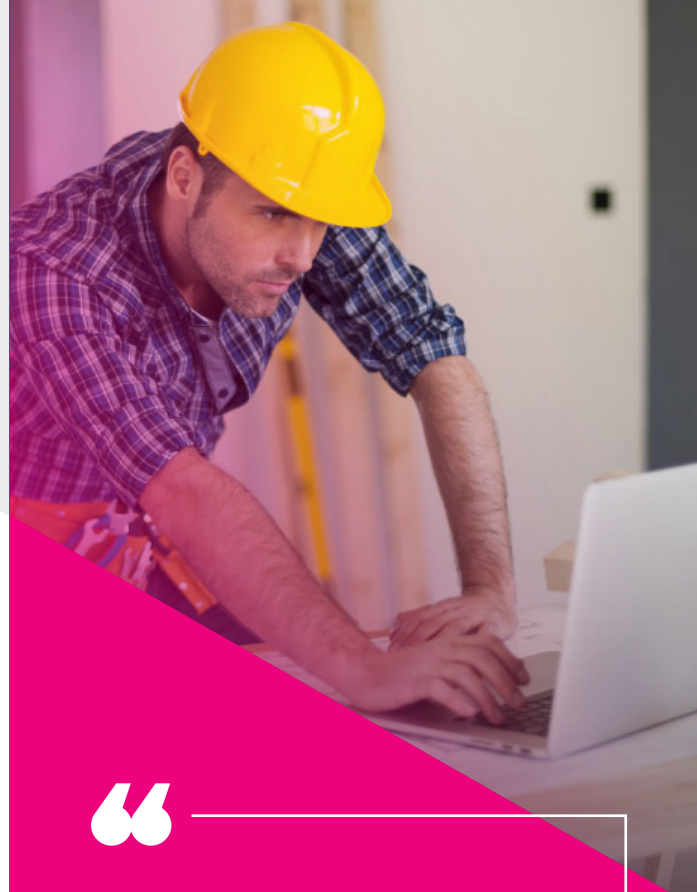
Stocking just in time, reducing handling costs and transporting economically are all important ways to protect margins throughout the distributive trades. Your inventory is paramount, whether you are a wholesaler offering choice through a huge catalogue and massive warehouses, a merchant supplying specialist products to a branch network, or a retailer focused on high-turnover outlets.

Sell Profitably

Selling through multiple sales channels brings huge opportunities for all the distributive trades. Retailers diversifying through outlets, telesales and online, wholesalers moving into ecommerce solutions, logistics and showrooms, merchants widening their traditional trade customer base – every business in the sector has the potential to sell more product, to more customers, through more routes to market.

Service Competitively

In a sector where traditional boundaries are breaking down and once clearly defined categories – wholesale, distribution, merchant, retail – are now competing for the same customers and markets, it's vital to differentiate your business. To compete for customers and keep them on board, you need not just quality products at the most competitive prices, but also provide innovative service and support.



We face some unique infrastructure challenges in South Africa and K8 is perfectly suited.

Voltex



K8 is a fully-integrated, multi-channel trading and business management solution for a wide range of distributive trades.

Designed to help you get closer to your customers, K8 builds profits and manages your margins. From your sales team to your back office, K8 has been developed by distributive trades experts to improve the day-to-day performance of your team.

One Integrated Solution

Innovative, flexible supply channels are essential for distributive trade companies looking for a sustainable future in today's dynamic market. K8 can support you across your business through a wide selection of inclusive software modules.

Each module integrates seamlessly with the other, enabling you to control every aspect of finance, trading, logistics, and management.

Scalable

K8 is used by many distributive trade customers, large and small – across the world. K8 can support you whether you run your business from a single site, or have an expanding company with several distribution centres, a network of showrooms and an internet-trading hub. From five users to several thousand, K8 will help develop your business whatever its size.

Flexible

You will want to manage your business, your way. K8 can be configured to match your requirements. From the choice of which modules to use, to how the system and dashboards are setup, to who has access to what functionality, it can all be configured within K8. You can choose what you want to see and where, ensuring your team is always focused on the task.



K8 is a well-recognised solution in South Africa, and is well known for its trading and distribution functionality. With our company continuing to grow, we need to have the correct ERP partner to grow with us.

Heidi Williamson, Financial Director, Ndlovu Fencing

Delivering your Digital Strategy

Now is the time for ecommerce to deliver the goods!

Offering the ability to buy goods online instead of taking a trip to a physical store enables your business to continue trading in even the most unusual of circumstances.

Deployable in days, these solution enable merchants with no existing ecommerce capabilities to start competing very quickly with those already trading online. Choose the best solutions for your business – the team at KCS stand ready to deliver now!

Easy-to-use web ordering solutions will have a large part to play as the economy recovers. You can service your customers' needs by enabling them to order products and settle their account online, whilst also minimising social contact.

WebShop

A standalone web solution that enables your business to sell online to consumers.

- Standalone B2C web trading platform
- Notification of all orders placed via email

WebTrade

A simple-to-use, but powerful solution to allow your trade customers to place orders online and to settle their account.

- Integrated B2B web trading platform
- In-built customer self-service/account payment

WebPro

Supporting both B2B and B2C web trading, this powerful solution enables you to sell online to trade and consumers.

- Combined B2B and B2C web trading platform
- Fully responsive, exclusive trade customer features

Amazon Connector

Offering improved accuracy and greater efficiency, you can electronically import your sales orders from Amazon.

- Enable customers to sell via Amazon, direct or local fulfilment
- Orders electronically imported into K8



The ability to maintain your own e-commerce website adds a lot of value, as business owners are not dependent on another company to make changes for them.

Lawrence Grobbelaar, IT Manager, SA Tool

Connecting you with your customers and suppliers

Sophisticated tools that deliver real time connectivity.

At its core, K8 Digital Services incorporate a range of products and technologies that deliver powerful eBusiness capabilities. You can deploy all or any component of the K8 Digital Services suite as your business needs demand, and our team of expert business consultants stand ready to help you drive your digital strategy forwards. Expand your platform as your business continues to grow, ensuring that you can be at the forefront of the digital transformation programme that is gaining pace within the industry. The major components of K8 Digital Services are:

Web Builder

K8 Web Builder provides a fully responsive platform that enables you to design a single website that is highly configurable and optimised for all devices. Whether your customer is using a smartphone, tablet or PC, your Web Builder site will render the displays appropriately for the device and keep your customers engaged with your content.

Advanced Web Services

K8 Advanced Web Services make it easy for our customers to integrate K8 with a wide variety of applications, including cloud-based systems. This Service Oriented Architecture (SOA) allows you to custom-build website integration with K8 and also to create custom mobile applications. With a full suite of web services planned, K8 Advanced Web Services will provide a suite of SOAP and restful APIs that can be used to connect your K8 system with a wide variety of applications.

Reporting Dashboards

Reporting Dashboards provide your business with the ability to tailor and create your own KPIs and reports that can be delivered to your users, on their desktop, smartphone or tablet devices.

Magento B2C Connector

This K8 Magento extension enables your business to facilitate an integration with a Magento-based ecommerce trading platform for business to consumer (B2C) trading.



Kerridge Commercial Systems have provided us with an excellent tool to be closer to our value chain.

Oswald Abrahams,
ERP Systems Manager
Plumbink

Mobile solutions that deliver enhanced customer service

Innovative apps that can be quickly deployed to give you an immediate return on your investment.

Digital transformation is all about implementing technology to change the culture and behaviours within a business. Kerridge Commercial Systems are developing apps that will help your business run smoother and make day-to-day life more efficient.

ePOD

K8 ePOD is an app that is installed on a driver's smartphone or other suitable device. This provides the ability for the driver to manage the customer delivery cycle, check off and confirm the delivery, capture recipient names and signatures, and automatically inform branch staff immediately of any issues that have arisen with the delivery so they can be resolved quickly and efficiently.

eReceipts

Designed to make it simple for your staff to process receipts quickly and efficiently. This easy-to-use app provides all of the features that you need to book in receipts from purchase orders. Should any issues be encountered, such as over deliveries or damaged goods, automatic notifications can be generated and directed to the right member of staff to deal with.

ePick

Allows you to process a pick from within the simple-to-use mobile app. Guiding users to the right bins, they can scan to confirm products. With additional details available, such as product images, users can be confident that they are picking the right product ensuring that your deliveries are right first time.

Sales Rep Portal

Innovative application that enables your remote sales team to capture and record customer orders. Immediately available for processing at the branch, you will impress your customers with the great customer service on offer.



We invested in K8 to ensure that our people have the right tool for providing their best service.

Mitul Patel, Director,
Auto Express

Vecta for K8, delivering sales intelligence to your business

The powerful solution for both your sales and business management team.

Vecta delivers sales intelligence that drives sales behaviour and delivers results.

Vecta transforms your detailed invoice and order data into clear summarised information, actionable sales prompts and fully controlled visibility of every aspect of your sales performance.

You can access your personal Vecta view via the web, wherever you are - in the office, on the road or even by the pool! Especially designed for the unique needs of distribution businesses, everything you know and need to know about your customers and contacts, opportunities and customer interactions, is right there in one place.

Business decisions are informed, time becomes more productive, sales grow and the bottom line is protected.

■ Effective Customer Relationship Management

- Full customer communication history
- Informative customer records
- Interaction becomes informed and relevant
- Grow your share of customer spend

■ Information on Demand

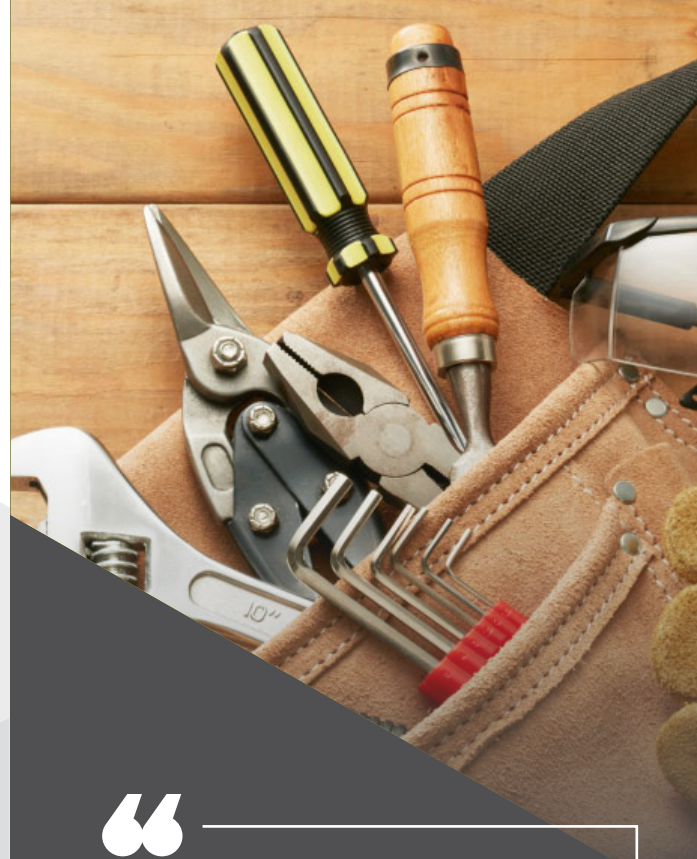
- On the go via mobile, PC and laptop
- Invoiced data transformed into clear sales analysis
- Fast call and meeting preparation
- Fast, flexible and intuitive analysis at your fingertips

■ Clear Performance Overview

- Instant view of buying patterns and trends
- Automatic opportunity and exception alerts
- Gaps and spend drift highlighted
- Monitor performance vs target

■ Fast to implement

- Safe and secure service
- Up and running within days of order
- Control over who sees what
- Minimal IT resource required



The comprehensive forecasting modules, along with the extensive reporting and business intelligence tools, ensures that our suppliers are proactively managed.

Len Jacobs,
Supply Chain Manager,
SA Tool (Pty) Ltd

Your Business. Your Way.



Remote K8 implementation delivers efficiencies for Caswellsgroup

Unusual trading conditions have arisen for many businesses over recent months, and for one company, the coronavirus pandemic came just as it planned to move to a new ERP software provider.

Caswellsgroup, a leading supplier of industrial consumables, was due to go live on Kerridge Commercial Systems' (KCS) K8 solution when lockdown rules were enforced. Still keen to go live with its new 32-user system, Project Manager John Caswell explained that KCS put forward the idea of a remote implementation.

"I've worked on system implementations as project manager before, but I've never done or considered a remote implementation," explained John. "Having said that, I've worked remotely from home for about 30 years so I know that with the right mindset, these things are possible.

"In a very short space of time, I thought 'well why not, let's give it a go.'" Caswellsgroup met members of the KCS team before lockdown, so the team still experienced some of the personal touch a company would expect from installing a new system.

"We used a mixture of Trello, Microsoft Teams, email, text and telephone calls, basically everything apart from face to face. One of the positive outcomes was this meant we had better records of the process than we would have done if everything had been carried out in person.

"KCS took a pragmatic view of the project and how we would get it from A to B while not being on site. The important thing we found throughout the process is that you don't need to be a technical whizz to make the implementation a success - it really is intuitive."

One of the benefits of a remote implementation for Caswellsgroup was that it could limit the number of people who needed to be involved in the project, resulting in a more focused management approach and quicker decision making.

John elaborated: "We decided the implementation would be overseen by two project managers. For us, this was quite a positive because it allowed people to get on with their normal jobs; more people would have got involved if the implementation was carried out on site."

Aside from the amount of manpower involved, Caswellsgroup has also seen other positive results.

"Potentially, there are some financial savings to having a system installed remotely, as a proportion of our budget would ordinarily have been spent on travel and accommodation. Instead, we've been able to spend this money on expertise," John highlighted.

Caswellsgroup has only been using the K8 for a matter of weeks, it is already looking forward to the benefits its new ERP system will deliver and is making plans to enhance the system with additional modules and functionality including CRM, ePOD and ultimately WMS.

"A remote implementation was very do-able for us a single branch company - we've experienced some very positive outcomes as a result. I'd say to any business with an open mind to just run with it; KCS had the structure and expertise to help us deal with any issues that arose.

"Moving to K8 will ultimately allow us to have a bit of a sea change and broaden our horizons. We can see the benefits of the system, not only for the business as it is now, but for what we want it to be in the future."



I'm immensely proud of the way our consultants and customers have adapted over the past few months.

We suddenly adjusted, but then very quickly became accustomed to a new way of working.

Camilla Lardner,
Professional Services Director,
KCS

Additional K8 Modules...

All of the modules within K8 have been developed for the distributive trades and support you in the key tasks of sourcing, stocking, selling and servicing.

Sales Order Processing

Fast, accurate and efficient – K8 supports your sales team on the road, on the phone or at the trade counter, with an easy-to-use ePOS, simple quotation, customer specific pricing, full invoicing and analysis, and rapid order entry.

Purchasing

Ordering (scheduled, back-to-back, manual, recommended), supplier invoice matching, forecasting, central purchasing, importing and goods received tracking gives you complete control of your stocking and inventory processes.

Stock Control

Gain total visibility of the stock held across your business locations, to help avoid costly stock holding and to ensure you always have enough product to sell.

Financial Management

Accounts Payable, Accounts Receivable, General Ledger, Cashbook and Assets – complete control of your business accounting, integrated into your trading system.

Managing Rebates

Managing rebates accurately is a crucial function for many companies as they can often represent the difference between profit and loss.

Ecommerce

Enabling you to trade online with order taking, stock management and customer accounts all still controlled by K8 – the simplest and quickest way to trade effectively on the internet.

Warehouse Management

Every step of stock movement and storage in your warehouse.

EDI

Allowing you to integrate with other parts of your business or trading partners for an efficient, accurate and cost-effective process.

Works Orders

Managing your value-added processes for custom developments. Manages kits and assemblies.

Quotation Manager

For creating fast, accurate quotes for your customers.

Document Manager

Enables you to produce high quality, personalised documents without the need for pre-printed stationery – including quotations, invoices, remittances and other documents.

Offline Trading

Allows trading at tills and ePOS terminals even if the connection to the main K8 system is down. Ideal for remote locations with poor communications.

Digital Signature Capture

Instantly captures and saves proof of goods collected by your customer, making the overall process quicker, traceable and more accurate.



**Kerridge Commercial Systems
have provided us with a complete
business solution.**

FH Chamberlains

A Powerful

Cloud

Solution

for Business



Our K8 EDI project has been a fantastic success, increasing the accuracy of order capture and customer feedback, while at the same time, freeing up our sales staff to focus on more important tasks. It is as if 'Eddie' is our top sales person every month!

Dohne Nicholson,
Financial Manager
Eurolux

Find out more
or book a demo:

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