

## AXIS Diplomat

### Case Study

#### Thomas Computer Supplies



Organisation	Thomas Computer Supplies
Industry Type	Office Products Dealer specialising in Electronic Office Supplies (EOS)
Employees	15
Sites	1
Software	AXIS Diplomat
Software Users	15
Key Modules	Accounts, Sales Order Processing, Office Products, Point of Sale, eBusiness

Thomas Computer Supplies (TCS) Ltd of Leyland in Lancashire, have recently installed and gone live on a 15 user AXIS Diplomat 2004 Back Office System.

Apart from the normal modules associated with a Back Office System, the configuration at TCS Ltd includes a Point of Sale facility for the retail counter, automatic EOS Supplier Price updates, together with the AXIS VMerchant module for integrated eCommerce ordering. The AXIS System replaces a modified Sage Line 100 System.

Thomas Computer Supplies, a Directory Member of the Integra Dealer Group, carried out an exhaustive evaluation of the possible solutions available to the industry, before eventually awarding the contract to Axis First.

John Blackledge, Managing Director, explains: " We spent a long time looking at various packages because I did not want to invest time and money in a

relatively short term solution, we needed a Back Office System with the ability to grow and adapt to our future needs.

As EOS specialists, until we saw the AXIS Diplomat software we had not found anything we believed could fully accommodate our complete product range. Many were very good for traditional stationery items and their suppliers but did not offer the flexibility to cater for the more changeable, lower margin commodity products like ink & laser cartridges.

Before AXIS Diplomat we had different software packages to process orders, monitor quotes & customer contact, handle stock & purchasing requirements etc. We are now capable of running all our procedures through the one system dramatically increasing the amount of proactive time for staff, as well as improving our management reporting, customer analysis & stock turn.

## Thomas Computer Supplies win BOSS Federation Award for Business Technology 2005

In recognition of the improvements to their business processes that they have achieved by using the AXIS Diplomat back office software and AXIS VMerchant eCommerce solution, Thomas Computer Supplies were awarded the BOSS Federation's Business Technology Award.

John Blackledge, MD of Thomas Computer Supplies, said "We were delighted to receive this award which recognises the work we & Axis First have put in. EOS is such a fast moving, changeable market & we wanted our back office system to be able to cope with this as well as being able to adapt to our ongoing needs. Having up to date pricing, stock and compatibility means our sales people can give the best service to our customers and at the same time it has measurably reduced both our stockholding and purchasing costs."



For more information, please contact Axis First or visit our web site:

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