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Introduction



Millgate – B2B VAR using SAP and working within SAP

Millgate are a well-established VAR / MSP based in Sheffield in the north of England. They have a web store but it is really just to showcase products rather than for taking orders. However they generate a significant volume of hardware orders that are time consuming to process.

Previous to buying the stock in the channel order automation service they were one of the thousands who use our compare prices service to copy and paste supplier prices in to their quotes.

The Solution

- 1) Our data feed of stock, prices and product descriptions are imported in to SAP every day.
- 2) The sales people create quotes with accurate stock and prices and product descriptions within SAP
- 3) Quotes go through the internal approval system and go out to clients
- 4) Quotes are converted to orders and sales orders created directly.
- 5) Orders are uploaded to stock in the channel order inbox. With a few clicks they get sent to the suppliers and the goods delivered.
- 6) Status, tracking, purchase orders and supplier invoices feedback to Millgate SAP system

Hence they have stripped costs out of their business by removing manual processing.

Quotes take less time to produce, orders are automatically placed. The company and their clients have 360 of the status of the orders.

There are other methods to achieve the above, for example for stock holders or for those that want to avoid the issues of importing the file and just punch out to our site.