Introduction

ZONES™   Zones – B2B VAR using Sage 200 and punching out to Stock in the channel

Zones are an international VAR / MSP based in the USA – but with satellite offices in various countries. They have a web store, use our quote tool and our order process all fully integrated.

Customer specific prices are an important part of their business – they supply some of the largest companies in the world. The salespeople have visibility of these prices both on the web store and when creating quotes.

The webstore has customer portals for key customers, with their own range of products for that customer and that customers prices. They use the quote tool built in to Stock in the channel to create quotes. The quotes created in Stock in the channel are displayed in the web site with the possibility for the customers to convert the quote to an order. Other information such as order and invoices history is also displayed within the web store.

The Solution

Components of the project

1) Our datafeed of stock, prices and product descriptions including multiple price bands for customer groups.
2) Magento for the web site
3) Stock Channel plug ins
    a. Our plug in to import the product data and prices
    b. Stock Channel – Sage 200 plug in that synchronises customers between Stock Channel and Sage and imports purchase orders and sales orders
    c. Stock Channel customer specific pricing plugin – synced between the web store and our system
    d. The stock channel quote tool, which is synched with the web store.
4) Stock channel order processing tools

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.