



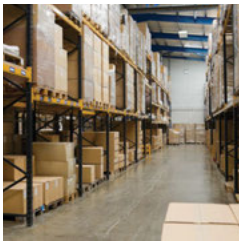
K8 Product Overview

ERP For Distributive Trades

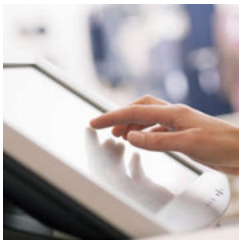


// In a nutshell, K8 gives every department complete and accurate visibility of business operations, from customer order right through to payment.

K8 is a fully integrated Trading and Business Management solution for distributors, wholesalers, merchants and retailers.



Combining a suite of modules, K8 helps you source effectively, stock efficiently, sell profitably and service competitively. K8 is designed to help you get closer to your customers, build profits, and manage 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 into the trading and business management platform, enabling you to control every aspect of finance, trading, logistics, and management.

Flexible – Your Business. Your Way.

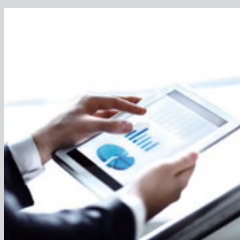
You will want to run your business your way and K8 can be configured to match your requirements. From the choice of which modules to use, to how the system and dashboards are set-up, and who has access to what functionality, it can all be configured within K8. You can choose what you want to see and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



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.

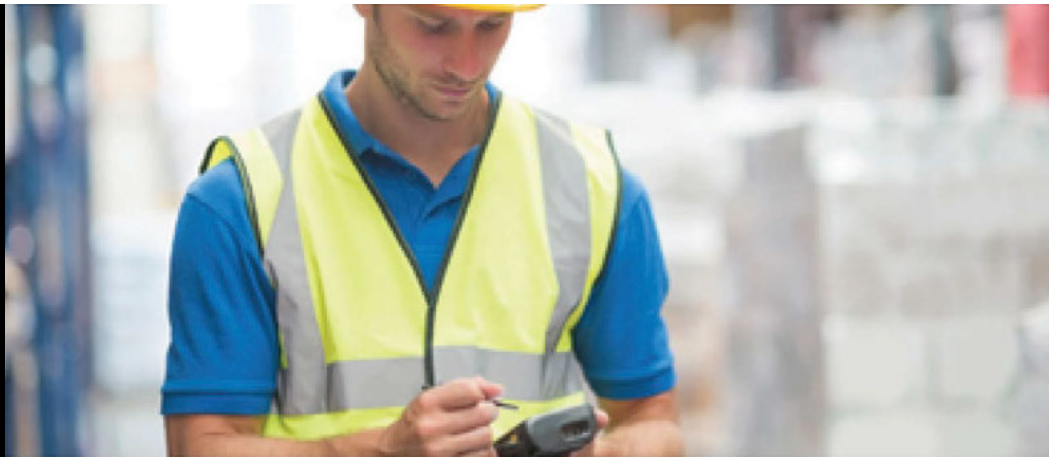
From five users to several thousand – K8 will help you grow your business whatever its size.



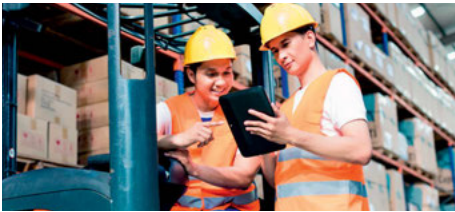
- > Source effectively
- > Stock efficiently
- > Sell profitably
- > Service competitively

Your Business. Your Way.

// We recognise that our customers want to make transactions at a time and place when it's convenient for them.



Source, Stock, Sell, Service



■ Source Effectively:

- Total control of your supply chain
- Forecast and order in confidence
- Ensure optimum purchasing terms
- Manage costs and maximise rebates
- Trade with national and international sources



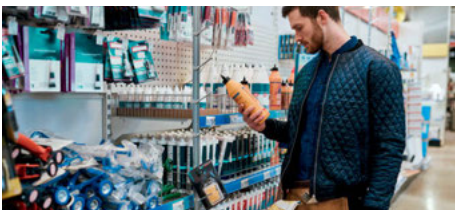
■ Stock Efficiently:

- Optimise stock levels - reduce working capital
- Work just-in-time to protect profit margins
- Control movement and replenishment processes
- Support central stores and branch networks
- Maintain full visibility of all locations



■ Sell Profitably:

- Easily sell through multiple channels
- Maximise 24/7 opportunities
- Product and customer information at your finger tips
- Profit margin control on every transaction
- Information tools for fast, informed decisions



■ Service Competitively:

- Rapid access to all customer information
- Respond to customer enquiries, quickly and efficiently
- Understand more about what your customers want
- Manage long-term business relationships
- Develop higher value customers

Future Proof Software



Improved Business Intelligence – Highcharts integrated across K8 providing market leading visualisation tools



K8 Electronic Proof of Delivery (K8 ePOD) – Fully integrated with the K8 Delivery Management system, K8 ePOD enables drivers to download manifests to hand held devices and to manage deliveries, including managing discrepancies, confirming drops and capturing signatures, remotely. Deliveries may be automatically confirmed within K8 and a copy of the 'signed' PODs mailed immediately to your customer.



Catalogue Integration – K8 now integrates with various catalogues. Users may select items based upon criteria, check stock availability and automatically create sales orders in K8 for the selected items.



Enhanced Functionality – To keep K8 and your business ahead of the market, the software includes improvements to:

- Delivery Management – supporting new delivery types
 - Hire Management – for the hire of tools and equipment
 - Finance – ensuring compliance with the latest requirements
 - Automated Carriage Calculation – based on weight and volume
 - Enhanced Company Returns – enabling a clearly managed process before credit notes are issued
-



Improved Infrastructure – Ensuring the optimum user experience:

- Role-based Permissions – for simpler yet more powerful security management
 - User Defined Visual Editor Definitions (VEDs) – for fully-customisable user interfaces
 - Online Updates – minimise downtime for future upgrades and maintenance
-



Anytime Anywhere Access – Chrome-based browser access to key K8 modules allowing use of tablets and a wide variety of desktops.



Promotions – K8 now provides support for multiple promotions (e.g. buy ten, get one free, qualify for a special promotional price or discount) and may automatically apply qualifying items to the sales order. In addition, promotions are supported within Purchase Control, meaning that you can take advantage of those offered by your supplier.

K8 Modules

All of the modules within K8 have been developed for the distributive trade 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 – giving you complete control of your stocking and inventory processes.



Stock Control – giving 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.



BI (Business Intelligence) – giving you clear business insights by measuring and monitoring your overall business performance. With customisable Director, Finance and Manager dashboards, you have a complete overview of Sales, Order Book, Stock, Suppliers Creditors & Debtors and Company Finances, that enable you to drill down to any individual detail. All in an easy-to-use graphical display.



CRM (Customer Relationship Management) – managing details on your customers, suppliers and prospects, the K8 integrated CRM gives you instant access to any contact, enables targeted marketing and improves customer support.



E-Commerce – 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.

In addition, K8 includes:



Business Forecasting – for accurate demand profiling to manage inventory at an optimal level.



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



Warehouse Management – to capture and control every step of stock movement and storage in your warehouse.



EDI (Electronic Data Interchange) – 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.



Hire – fully integrated hire module providing everything you need to manage the hire of your tools and equipment.



Quotation Manager – for creating fast, accurate quotes for your customers.



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.



K8 Web Builder – an integrated web content management system supporting ecommerce on K8.

Your Business. Your Way.

E-Commerce with K8 Web Builder

Take your business online and improve your customer's experience

K8 Web Builder is a powerful, integrated eCommerce suite. It enables you to deploy a fully integrated internet trading platform quickly and effectively.

With a comprehensive, intuitive content management system, K8 Web Builder is both functionally-rich and extremely flexible. It provides a platform to increase the capacity of your existing resources and open up valuable new sales channels.

Using real-time information, K8 Web Builder provides complete facilities for your customers to enquire and place orders on a self-service basis. Transactions are automatically fed back into K8 to maintain data and customer records - it's both simple and straightforward, and with no repeat keying required.

Without expensive and complex website developments, K8 WebBuilder makes online trading for any type of business an easy to maintain and profitable service. By helping you to improve your customer's experience, your competitive advantage is enhanced.

Key Benefits

- Complete B2B/B2C trading solution
- Full real-time integration with K8
- Synchronised K8 product catalogue
- Extend Sales channels to new and existing customers
- Increase capacity within existing resources
- Mobile deployment - smartphone access
- Multi-site capability with shared product catalogue



Hosting, Outsourcing and Managed Services

On-premise or in the Cloud

For even greater flexibility and scalability, K8 can be deployed on-premise (on your hardware) or hosted in our cloud – K-cloud. Our cloud solution supports your growth so you need never worry about restrictions due to hardware performance. We also take all the day-to-day hassle out of managing your K8 system and offer a range of disaster recovery and business continuity options.

What does Cloud have to offer:

- Choice
- Accreditations.
- Compliance. (Geographic relevance).
- Avoid Capital Investment
- Reduced overheads for Back-ups and DR/BC Strategy
- Outsourced, Staff Attrition and risk management
- Business Ecosystems - Gartner
- Defined Service Levels.
- We host and manage approx 60% of our customer base

In addition KCS offers Managed Services

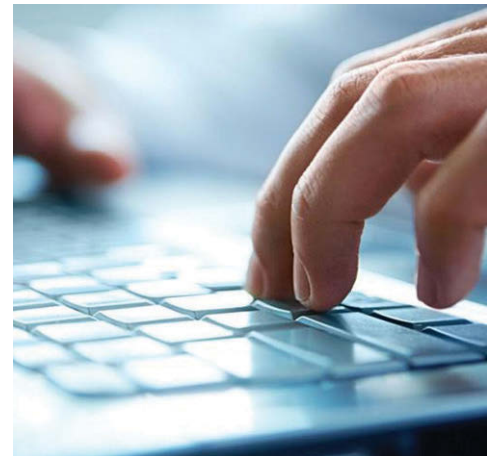
KCS Managed Services can provide this critical system support whilst freeing up your IT team to focus on more productive tasks.

KCS Managed Services provides a professional, dependable and cost-effective solution to maintaining your OneOffice system and ensuring your ability to trade. Simply select the option that best meets your business requirements from the range of solutions on offer. Your OneOffice system will be monitored and maintained to the defined standard - from basic maintenance tasks to a complete and comprehensive package with the highest levels of system security.

With KCS Managed Services, you can focus on running your business and looking after your customers with the peace of mind that your OneOffice system is being reliably managed.

Key Benefits:

- High quality system maintenance
- Services of experienced IT technicians for fraction of cost
- Predictable system support costs
- Low-cost remote monitoring
- DR guidance and recommended actions
- Allows time to refocus in-house IT staff
- Service level aligned to business need



Software as a Service (SaaS)

SaaS enables access to software applications over the internet, instead of buying and installing the software on computers in your premises.

Is SaaS the same thing as Cloud Computing?

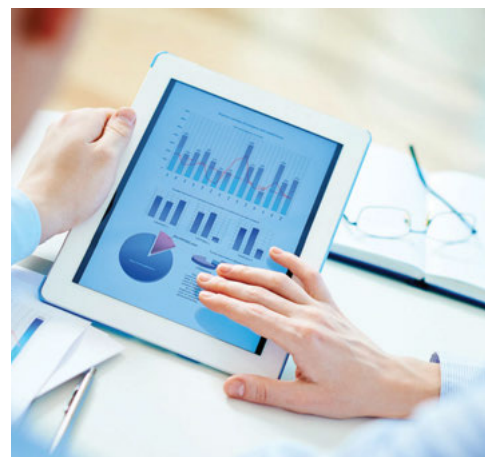
SaaS and Cloud Computing may be used interchangeably, however, cloud computing is a generic term for storing and accessing data and software over the internet, instead of from the hard drive of a computer, whether it be a personal computer or from a company's servers via a dedicated network. SaaS is a subset of cloud computing.

Advantages of SaaS

- Cost and pricing: No upfront capital outlay for the software, no costs for the infrastructure to run the applications, maintenance or installation. SaaS is billed at a monthly or quarterly rate per user ensuring that ongoing costs are predictable.
- Speed: SaaS is faster to deploy than on-premises software.
- Automatic upgrades: Upgrades are automatic, users have the latest version with no extra cost as upgrades are built into the pricing structure. It also allows users the flexibility of customizing the system according to their needs.
- Integration, consistency and scalability: All users run on the same version, regardless of where they are situated in the organisation as the application is centrally controlled. Additional users can be added at any time.
- Guaranteed uptime and security: KCS is responsible for the hardware and maintenance required to meet service levels and keep data secure.

What are the key benefits for merchants?

- Smaller businesses can now opt to implement function-rich ERP that may have been otherwise costly.
- No up-front costs as costs are based monthly or quarterly per-user charges.
- System maintenance is handled remotely by your provider.
- Software is managed and stored in a data centre ensuring high levels of security





Stafix goes live on K8

Ndlovu Fencing, Trading as Stafix Electric Fence Centres has gone live on the K8 ERP solution from Kerridge Commercial Systems (KCS). The rollout was across 12 branches, starting on a Sunday and went live on the following Monday morning.



Results

As a result of the K8 ERP implementation, Stafix have realised the following efficiencies and benefits:

- Elimination of manual stock back-orders and buy-outs. More controlled and automated.
- More efficient and accurate stock forecasting, resulting in improved lead times and estimates
- More visible real-time information for all users
- Foreign currency module - can now invoice in other currencies for importing and exporting
- More professional customer facing experience Better stock control resulting in accurate stock trading and management
- Improved speed and access from branches on network infrastructure
- Reliable and accurate management reporting

Replacing an ERP System is probably one of the most demanding and challenging initiatives a business can embark on. Although the future benefits of an integrated ERP system outweighs the initial stresses of implementation. However, there are processes and methodologies that provide the roadmap for a successful implementation, coupled with this accurate data, motivated and empowered teams, and a great system specification will result in less stressful and a quicker implementation cycle.

Heidi Williamson, Financial Director of Stafix, commented that she was impressed with the dedication and knowledge portrayed by the KCS team, often working overtime in order to complete tasks, "Although there have been some issues as expected, I am very pleased with the progress on our ERP project".

Summary of the Stafix Project:

The scope of the solution consisted of a full multi-branch setup with IBT's SOP, POS and related financials. KCS kicked off the project in March 2015 with a team of five, completing the implementation within budget and within a 6 month time frame. There were even some additional days remaining for nice-to-have business reports.

The following business process enhancements were identified as part of the project:

- Improved stock control across branches.
- Stock planning more effective due to branch quantity visibility.
- Improved control on cash sales with till cash ups and reconciliations.

Stafix are looking forward to rolling out K8 to the rest of their operations at their North-West branches.

About Stafix:

Stafix provides a comprehensive range of imported and locally produced products. They are the exclusive Southern African distributor of the JVA and Stafix brand of Electric Fence products, the Roboguard Wireless Perimeter Beams and the international CP PLUS range of CCTV Surveillance Products.

Bearing Man Group (Pty) Ltd



BMG implements K8 for their manufacturing divisions

BMG are taking advantage of the manufacturing functionalities in Kerridge Commercial Systems' (KCS) K8 software.



BMG has been a customer of KCS SA for the past 10 years. They are a leading supplier of engineering products including bearings, belting, hydraulics, automotive, filtration, fasteners, drives & motors, power transmissions and seals.

By early 2005, the company's legacy systems were reaching the end of their life, and with the onset of systems with graphical user interfaces, BMG issued a Request for Proposal for a replacement system. After extensive evaluation and consideration for the project management, implementation and support, K8 was chosen. The new system supporting a business handling over 8,000 sales orders per day.

BMG currently have over 100 branches, with over 1000 users. Throughout the years they have been taking advantage of the various service packs and upgrades KCS provides for K8 as part of the BMG annual maintenance contract. They recently implemented K8's manufacturing module. The manufacturing enhancements that KCS made to the K8 system over the years opened the opportunity to implement K8 at their subsidiaries; BMG Hydraulics and OMSA. These two subsidiaries, combined, support more than 140 system users.

BMG Hydraulics has branches in Johannesburg, Capetown, Port Elizabeth, Secunda, Durban, Witbank and Klerksdorp. They supply hydraulic solutions to their customers and have the engineering expertise to assist their customers with design, manufacture and installation of bespoke hydraulic solutions.

OMSA manufactures and supplies filtration and oil & grease lubrication systems and a wide range of industrial valves and process monitoring systems. The company is represented in Durban, Lydenburg, Rustenburg, Posmasburg, Klerksdorp, Richards Bay, Port Elizabeth, Witbank, Phalaborwa, Namibia and Zambia. They offer engineering and manufacturing services backed up by project management for the entire project. They also have a field services division that carries out installations and after sale servicing.

Campbell Fuller, Group IT Manager of Bearing Man Group commented: "The decision to implement K8 into Hydraulics and OMSA was made to have a common system across all the business units and allows for a central reporting system. It will also add more controls for management and will allow for more accurate information to be available"

Tiaan Grobbelaar, Sales Director KCS SA said: "BMG is one of our largest clients and we are proud to have been associated with them for the last 10 years. The sheer volume of transactions that is processed by the BMG ERP system, is a reference to the scalability and robustness of the K8 software. We at KCS are pleased that BMG is extending the use of the K8 software to other business operations"



K8 underpins growth for leading plumbing supplier

Plumblink is a leading plumbing products and sanitary ware supplier, servicing the plumbers' trade and contract markets as well as the insurance industry.



Results

- Greater supply chain visibility
- Centralised control
- Access to up-to-date management information
- Tighter margin controls
- Ease of opening branches
- Better stock management
- Low cost to support

Plumblink is a leading plumbing supplier servicing both sectors of the plumber trade and contract markets and the insurance industry. They are plumbing and bathroom specialists and one of the leaders in the SA market.

They have been a customer of KCS since 2008 using K8.07.

During the last couple of difficult years where many other businesses stayed static in size or closed down, Plumblink managed to continue growing at a very steady rate. Plumblink was 2 different branch models and has some of the larger stores with showrooms for the general customer and smaller Express stores aimed at the plumbers market. They have grown from 19 branches in 2010 to 66 in 2015. The newest branch Soshanguve went live on the 14th September 2015. The goal is to open another 12-15 branches in the next year. To support this growth the business also had to adjust and formalise the stock distribution process and the Midrand DC has also grown substantially servicing the other branches.

Plumblink was bought by Bidvest (JSE listed company) earlier this year from Ethos Private equity private equity investors. Now part of a much bigger group the focus of Plumblink is still the same with a strong focus on continually improving their offering to their customers.

Plumblink also has a strong web presence offering a BTB and BTC service to customers and prospects using the web.

Oswald Abrahams ,
ERP Systems Manager- Head Office

"Kerridge has provided us with an excellent tool to be closer to our value chain."

PLUMBERS TRADE WEBSITE



Plumblink has launched its new, dedicated plumber's trade website for its account customers. This website is aimed at helping you save time in the ordering process. It is quick, efficient and can be used with limited training.

CATALOGUE

- Order 24 hours a day
- Access to detailed plumbing catalogue
- Quality brands
- Shows stock availability

ACCOUNTS

- View account balances
- View available credit
- Download invoices
- View transactional history

QUOTE AND SALES

- Immediately generate quotes
- Customised with your branding
- Can be emailed directly to your customer

REGISTER NOW



Buco takes advantage of scanning for stock receiving in K8

Buco, formally Pennypinchers, a Steinbuild brand, has been a Kerridge CS customer for more than 20 years and use K8 throughout their branch network across South Africa and Namibia.



LET'S BUILD TOGETHER



Results

- Faster receiving process
- Improved Stock Management
- More accurate Sales Process
- Live update between scanners and K8

The Project

One of the recent projects undertaken by Buco and KCS was to improve the receiving process and one of the key changes was implementing the use of hand held scanners. These scanners links directly to K8 using a WI-FI connection and a specific K8 client loaded on these devices. This means a live update of information between the scanner and K8.

The receiving process is done as two stages where the receiving clerk does the physical scanning of the goods received to confirm it as the correct items and quantities. Once completed the paperwork goes to a second person to confirm pricing and accuracy before finally producing the GRN and updating the stock.

Benefits

Buco invested in two scanners per branch on average. The rollout started with a pilot branch at Montague Gardens, Plettenbergbay, Witbank and Windhoek (Namibia). After some tweaks and network adjustments for the best performance the other branches soon followed and the benefits were quickly visible. The feedback from the branches was extremely positive, proving time savings and less errors in processing stock receipts.

About Buco

Buco brings you just about everything you need for construction, from foundation to the roof. We're building material suppliers, but also stock a range of other essential items for DIY projects, home improvement and renovation.

Our clients range from professional commercial and industrial developers to DIY and home improvement enthusiasts. In order to offer advice on a range of projects, we employ staff with extensive building, product and industry knowledge.





// We opted for KCS based on their success with Motovac, EuroCar Parts in the UK and the largest Hardware trading businesses here in Botswana.



// K8 is a niche product for distributive trades with a very strong background in automotive – they tick all the boxes for us. It was a very easy choice to make – I just wish we had found it sooner!



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



// KCS has provided us with a complete business solution.



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



// With Obeco continuing to grow, we need a systems partner with the right solution to support our company.

To find out more, or to book a demo,
contact us at:

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