



K8 to grow margin for Markovitz

K8 software goes live at Markovitz Builders' and Plumbers' Merchants this summer. The company had been about to sign with another ERP (Enterprise Resource Planning) provider when a fellow merchant suggested they look at K8.

Markovitz - Buxton depot



Commercial Manager, Mike Davies-Key, said, "Although we agreed to have a demo from Kerridge Commercial Systems (KCS), I didn't want it to stand up to the systems we'd already seen as we had already made our decision. But then, during the demo, I realised K8 ticked every box!"

Markovitz is a family run, independent merchant, established in 1935. The 10-site operation offers a full mix of heavy and lightside materials, as well as running a civils division and kitchen, bathroom and stoves showrooms. "We're a forward thinking company and our search for a new system was driven by our plans to grow the company further and to launch an eCommerce platform," explained Mike.

Mike and his IT team spent 12 months looking at other options and speaking to their buying group peers. "A big part of the decision to go with K8 was how effectively it manages rebates, which at the moment we have to track manually" said Mike. The K8 web portal also means that once we have the trading part of the system up and running we can then move straight on to implementing eCommerce. I also liked the way KCS is committed to moving K8 forward."

Mike said he also needed a system that was quick on the counter, had just one entry point for staff - whatever type of order they were putting on (back to back, direct etc), and something that gave them 'a better grip' on pricing. The implementation of K8 has also given the team the opportunity to totally rewrite their database from scratch, using new data sent across from 100 suppliers for around 250,000 product lines. "It's taken us four months to do this," he explained, "but it's going to be fantastic having all our products and pricing correct from the start. "

Robust stock control using PPI (Perpetual Product Inventory) and more streamlined processes throughout the business are other improvements Mike is looking forward to once K8 goes live across the group. "But we're hoping to add margin too," he added. "That's where we believe K8 will make the biggest difference to our business."

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