

Stock Control, Warehousing & Distribution in a Wholesale Operation



Company: Ziotis International Ltd
Commercial Manager: Chris Brown

Background: Ziotis International Ltd is a U.K based Warehousing & Distribution company specialising in the export of Pharmaceutical products, Over the Counter products, Food & Beverages, Cosmetics and Paper Goods to over 22 countries within the Caribbean including Bermuda.

The company also develops, and has 'manufactured under licence', products for it's own 'Fitzroy' brand which are included and promoted within it's portfolio.

The company has sales of over £2M per year and occupies a purpose built Distribution & Administration site measuring approximately 8,000 square feet, in the heart of the Midlands.

Problem 1: Progress monitoring of Sales Orders was an administrative nightmare and regularly resulted in hours wasted spent manually paper chasing.

Problem 2: The company was unable to receive customer specific Purchase Orders into stock and to designate customer specific locations. This resulted in the company accidentally 'robbing Peter to feed Paul'.

Problem 3: Managing agreed customer discounts reliably was an accounting headache which often resulted in costly mistakes. This was sometimes counter-productive to customer relations.

Problem 4: Inability to manage, forecast and purchase products for stock and for customer specific orders accurately and quickly.



Ziotis International HQ in Enderby, Leicester



Solution: Factory-Master successfully addresses the procurement and management of stock, making it quick, accurate and effective for the fast-moving 'Buy to Sell' operation that Ziotis International Ltd requires.

"Opting for Factory-Master was a major decision for our company both financially and logistically.

Having worked closely with the team at Compete-IT the transition was made very smooth and painless.

I have no doubt that we have invested wisely and we now have an excellent software solution that will enable our company further to develop and to continue to grow into the future."

Chris Brown, Commercial Manager, Ziotis International Ltd

Just some of the many benefits brought to Ziotis International by Factory-Master:

- Combines products across several Sales Orders onto one Sales Invoice
- Robust discount matrix supporting pricing and discounting policies
- Instant visibility of progress of Sales Orders
- Automatic generation of Customer specific Purchase Orders
- Improved Customer Service