

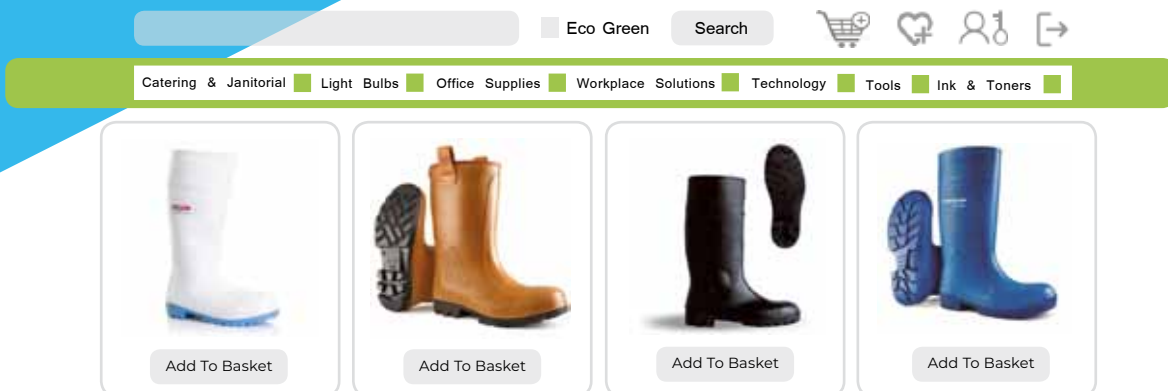
CONVERT TO A CLOUD BASED VIRTUAL BUSINESS



Operate Over The Internet, Any Circumstance, Any Time, Anywhere
Keep Your Business Going



Work From Home | Increase Sales | Acquire New Customers
Improve Cash Flow | Reduce Costs | Webshop Sales



Fully Integrated Webshop | Single Point Catalogue Update | EDI Supplier Stock & Documents

Oren Infotech



info@oreninfotech.co.uk



www.oreninfotech.co.uk



Phone: +44 (0)3306 600 727

DEFINITE EDGE



Work From Home

Netstation is a cloud based web software that can be accessed from any location with internet connectivity, including mobile devices. It is hosted on Amazon Web Services and deploys Oracle technology.

Reduce Costs

Netstation is a fully managed software service with maintenance and support option. We manage the complexity of technology and give your staff more time to build the business. Costs incurred for in-house server infrastructure upgrades and maintenance will be redundant.

Customer Webshop portal enables direct entry of orders by customers. Reduces need for a bloated call centre and manual order taking.

Virtual warehousing enables direct goods delivery to customers. Saves warehouse space and transport fleet maintenance.

Overall productivity increase enables expansion of business without spending on additional resources.



Increase Sales

Efficient ordering, purchasing and delivery of goods on time make happy customers. Happy customers bring more orders.

Field sales staff will have online access to availability of stocks and order history of a customer, enabling immediate order taking on the go.

Related items in the Webshop creates opportunity for cross sales.

Acquire New Customers

Businesses are looking for technology solutions to place orders and track them for accuracy and efficiency. Customer Webshop portal is such a solution that will entice a new generation of customers.



Improve Cash Flow

Invoices are auto-generated on confirmation of delivery and emailed to customers within the same day.

Part delivered sales orders can be part invoiced for early payment collection.

Outstanding invoice tracking enables quick follow up leading to early collection.

“The Netstation cloud based system not only changed the way we do business but also the way we think about business. The implementation support was excellent. Oren Infotech worked with us to configure Netstation to meet our business needs, they are very responsive and continuously work on upgrades.”

Justin Richefond
Finance Director
Mara Facility Services, London, UK

CASE STUDY

Mara Facility Services London

One year ago Mara was using a legacy system to fulfil its business processing needs. The main drawbacks of the system were operational complexity, lack of information transparency, existence of bottlenecks, missing business processes (e.g. delivery), low information visibility and third party Webshop with complicated connectivity.



Netstation system was introduced to Mara with the intention of upgrading to **latest available technology**, to fix the above weaknesses in the legacy system and future proof the business. Streamlined business process and user friendly screens of Netstation enabled a complete turnaround of how Mara operated its business.

Productivity of the sales order taking call centre increased, more orders are taken now with less staff. Order processing visibility allows staff to provide accurate updates to customers. The field sales team is able to provide quotations to customers on the go and get approval in quick time. Sales orders are generated on the go after customer visits. The field sales team has access to real time company stock levels as well as supplier stock levels through EDI.



Purchase of goods was made **process oriented**. Purchasing dashboard can check in real time supplier stock availability. Therefore, breaks in supply chain are noticed early and purchase orders are rerouted to another supplier immediately, enabling efficient fulfilment of customer orders.

Warehouse management has been completely re-engineered and improved with the streamlined process introduced by Netstation. Transparency and accurate stock balances enables Mara to operate with **optimum level of stocks** with minimum stock losses. Mara can now move to a virtual warehousing business model where physical warehousing and delivery will be minimised, and later made redundant.



Newly added delivery system with electronic signature has enabled the finance department of Mara to generate invoices accurately on the delivery day itself, based on actual deliveries. This has resulted in **improved cash flow** by quick receipt of customer payments.

A great number of transactions are facilitated through EDI features in Netstation. Purchase orders are transmitted and Supplier invoices are received through EDI for supported suppliers. EDI received supplier invoices are now auto matched with purchase orders, greatly **reducing manual work** in payment processing.



Netstation's integrated Webshop is an important aspect of Mara's gradual move towards a virtual business model, where vast majority of orders are expected to be received in the future. Cloud technology offered by Netstation proved to be a game changer once the lock down came into place. It enabled Mara to **continue its business without disruption**.

Overall, investing in Netstation proved to be greatly beneficial for Mara. Now it boasts technological capability to move towards a virtual business of the future.



Customer

Sales Team

Web Shop

Call Centre & Email

Sales Order

Invoicing

Warehouse

Delivery

Finance

Purchasing

Supplier

Virtual Warehouse

netStation

Fully Managed Service

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