

Omnis enables leading trade distributor to focus on customer service and revenue growth

PWS Distributors are a leading UK trade distributor of kitchen components to manufacturers, retailers and installers of fitted kitchens. PWS offer a product range comprising over 6000 ex-stock lines with an emphasis on good design, service, quality and innovation.

PWS have used Omnis since 1991 to enhance the capabilities offered by existing off-the-shelf ERP and warehousing systems, integrate systems, introduce electronic workflow and streamline business processes.

Omnis enables the company to focus on business requirements rather than technology, with true rapid development, problem free deployment, scalability and reuse through inheritance.

For almost a year PWS has worked towards replacing their existing ERP system with a system written entirely in house – a decision that was not taken lightly. Inevitably this required changes to the back end of the already successful real-time Java and XML based eCommerce solutions – with 2,100 users currently registered.

Although originally intended to be handed to an outside contractor PWS decided to bring the project in house using Omnis Studio. This combined building web service and API based frameworks to provide XML result feeds for enquiries, enabling the marketing department to design and control the front end, and a remote form plug-in to enrich order entry.

The technology was soon proven when a pilot product search was put together and the oXML plug-in was utilised to handle XML based sales orders.

Since its launch the new site's popularity has continued. The initial teething problems were surprisingly minimal and were mainly tuning issues.

Omnis Studio has made the process simple to manage, debug and maintain, and has spared time to make a few enhancements along the way.

“Omnis Studio has made the process of replacing our existing ERP system simple to manage, debug and maintain, and has spared time to make enhancements along the way.”

Andrew Lumley
 Systems Analyst, PWS
 Distributors Limited.

The screenshot shows the 'tradeZone' website interface. At the top, there's a navigation bar with 'Home', 'About PWS', 'Design Centre', 'TradeZone', 'News', and 'Contact Us'. Below this is a 'Product Directory' sidebar with categories like 'kitchen doors', 'handles', 'sinks', etc. The main content area is titled 'Product List (door handle)' and contains a table with columns for 'Product Code', 'Product Title', and 'Stock Level'. The table lists several products with their respective stock levels and availability status.

Product Code	Product Title	Stock Level
WF895GLH	Gtbd dr 895x497 predrill 128 hndrl alu	31 available.
WF895GRH	Gtbd dr 895x497 predrill 128 hndrl alu	16 available.
GFD358	Gtbd dr 355x797 drilled for 128 hndrl	27 available.
GFD350	Gtbd dr 355x997 drilled for 128 hndrl	14 available.
K086.42.BK	Knob, 42mm, basket, black	692 available.
KMCLUSCL	Magic corner, LH, silver/chrome	547 available.
KLM500SCL	New LeMans lh com unit 500 silver/c	out of stock, expected date currently being finalised.

The application created by PWS Distributors Ltd allows their trade customers to source, compare, and order from over 6000 products in one easy-to-use, web based environment.