

# Why switch to Profit4 ERP software?



Switching  
Guide

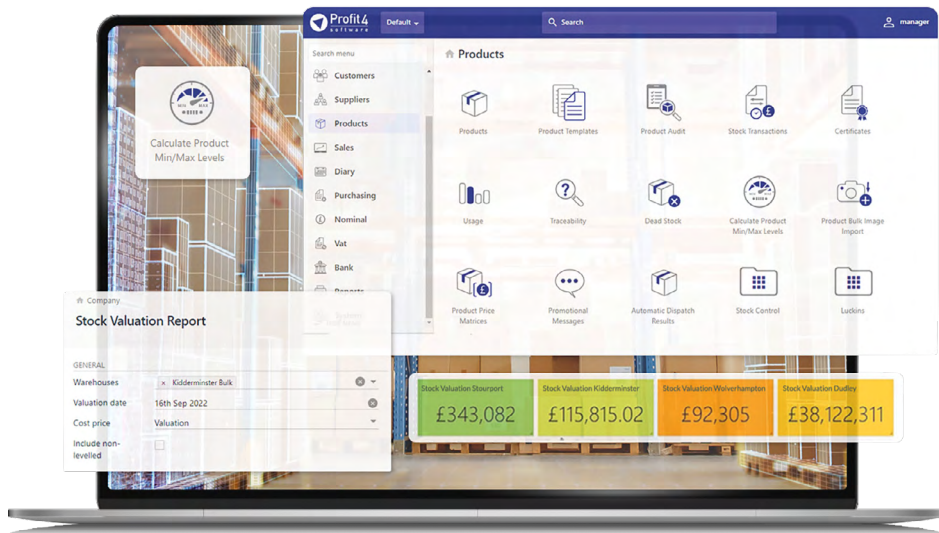


OGL  
Software

# Introduction

Moving to a powerful ERP software solution may seem daunting, but selecting the right solution and software partner for your business will set you up for future growth and success.

OGL Software presents Profit4, a browser and cloud-based integrated business and stock management software, developed for wholesalers, distributors and merchants. Our ERP software helps SME businesses remove manual processes that are holding them back. Profit4 is built on over 50 years' experience, and developed by our in-house experts to automate and streamline operations across your entire business.



## Future-proof your business with Profit4

**Profit4**  
software

Automate your manual processes so your teams can focus on the tasks that take your business to the next level. Unify data and connect all areas of your business to improve efficiencies and increase productivity. Profit4 provides wholesalers, merchants, and distributors with the digital foundations that future-proof your business.

We provide you with more than just a software system to drive your business forward, we're your software partner. Our Software Delivery Team has years of experience migrating users to OGL Software. We will guide you through your migration and support you into the future so you get the most from your ERP software. We're here to help you succeed.

Once you have completed our tried and tested implementation process, you will be assigned a personal Customer Success Manager, who will advise you on how to drive your business forward with Profit4.

You will also receive regular free software updates from our in-house Development Team who take feedback from our customers to improve and add functionality to the software. Our Profit4 Support Team are also on hand to help you with any queries.

## How Profit4 can transform your business...

1. Cloud-based solution enabling flexibility around working practices
2. User friendly, fully integrated solution with API capabilities for specialist third-party apps
3. Modern interface that is easy to navigate, enabling multiple screens to be open at the same time
4. Streamline your business operations from order to invoice
5. Future proof your business to support growth
6. Integrate your eCommerce store, online shopping channels, carriers and more
7. Remove and automate manual processes to minimise errors and drive greater efficiency
8. Full visibility of your business-critical data and performance
9. Scale your business without the additional cost of recruiting more staff
10. Built on the latest technology to give you stability and reliability
11. Maintain accurate stock and order details in one central location
12. Built on 50 years' experience and deep industry knowledge to tackle your business pain points
13. Real humans, not AI chatbots giving you swift & reliable support
14. In-house UK development and regular releases to meet customer's evolving needs
15. Partnership approach with a dedicated Customer Success Manager to ensure you get the most from your investment

## Profit4 supports all areas of your operation...

1. Connect all areas of your business from sales to your warehouse, and from dispatch to finance
2. Fully integrated, modern, calendar-based accounting module that is MTD compatible providing a simple, automated invoicing and month-end solution
3. Automatically manage your min/max/optimum stock levels to optimise your purchasing process
4. Automatically allocate stock at the point of sales order including back orders
5. Automatically generate proof of delivery for all orders
6. Customisable dashboards aligned to individual users and their roles
7. Visibility of upsell and cross-sell alternatives for your sales team
8. Bulk import pricing changes to keep up with supplier and market fluctuations
9. Save customer specific pricing whilst ensuring your profit margins are protected
10. Fully integrated trade counter so all staff are seeing real-time stock availability
11. Fully integrated CRM to centralise your customer and supplier information
12. Global search function making it quick and easy to find any record across the whole system
13. Unlimited SKUs to manage your entire product catalogue
14. Fully integrated warehouse management module optimising picking sequences and automatically generating picking notes
15. Manage returns orders with ease
16. AI Insights for deeper analysis of your business critical data

# The software migration journey

1

## Understand your business

We typically carry out a Business Process Review (BPR) before sale because we want to highlight exactly how and where Profit4 will improve your efficiencies. The review looks at your current processes and details the areas our system can automate for optimum performance. The BPR is beneficial for us both - you can see how our ERP solution will work for you, and we get to understand your business requirements so we're sure our product will suit your needs.

2

## Data transfer/creation and system configuration

The migration process begins with a thorough, tried-and-tested Implementation Plan. Your dedicated Project Leader will create a plan, tailored to you and your business needs. With the Delivery team's years of experience, we cover every aspect of the project to ensure a smooth, stress-free migration.

With years of experience delivering ERP projects, our delivery team supports you through each stage of your migration, providing the expertise and guidance needed for a smooth transition.

3

## System configuration review

Your historical business data is invaluable, which is why our expert Data Analysts will work with you to identify what critical data can be transferred so you can continue the day-to-day running of your business.

4

## Training

Your training can be delivered on-site or remotely, depending on your needs, by our Software Implementation Consultants. In addition, you and your team will be given access to our Onboarding Portal where you can watch training videos and practise what you have learned using our workbooks. By doing this, you will ensure you are prepared for the launch of Profit4. As part of your learning journey, your team will be assessed on their understanding of Profit4 and their ability to practice and retain what they are learning.

There is always a lot to take in during the initial training sessions, which is why we also offer ongoing chargeable training if you need it.

5

## User readiness evaluation

You'll know exactly what to expect at Go Live so your team will feel prepared when the switch is made. Your Project Leader and Consultant will be on hand so if anything unplanned were to happen, we are available to support and get you back on track.

6

## Transition phase

Since we don't expect you to be Profit4 experts the day you Go Live, you'll have priority support and a post-Go Live session with your Implementation Consultant between going live and being handed over to your Customer Success Manager.

You can count on us as your trusted software partner to support you every step of the way. Throughout the process, we are transparent and honest with you, guiding you through the change within your company. Most businesses approach a move to a new software solution with careful consideration. With our experience and dedicated support, you can be confident you're in good hands. Once you are live on Profit4 you will be introduced to your dedicated Customer Success Manager, who will work with you moving forward as you grow your business with Profit4.

7

## Data transfer/creation and system checks

Your Go Live data transfer will follow the same process as your initial test migration and will include key information such as customers, suppliers, products, pricing, sales order and sales invoice history. This ensures your system is populated and ready for use when you go live.

8

## Go Live!

The day has arrived! Throughout you will receive support from your Implementation Consultant whilst you navigate Profit4 and catch up with your business. You can now start to enjoy a new and much more efficient way of working.



# Your migration questions answered

## Will Profit4 be the right solution for my business?

Companies look to Profit4 because they need a complete business and stock management system that removes manual processes and the administrative burden of managing data in multiple places, or they are struggling with old systems that no longer offer them the functionality they need.

Profit4 is a complete ERP solution that's built with your business and industry needs in mind. We tackle the issues businesses face by supplying a robust solution with many integrated modules that work together seamlessly to maximise efficiency and profits. It's also designed to grow with your company so it can support you in future growth.

The variety of modules include (but are not limited to):

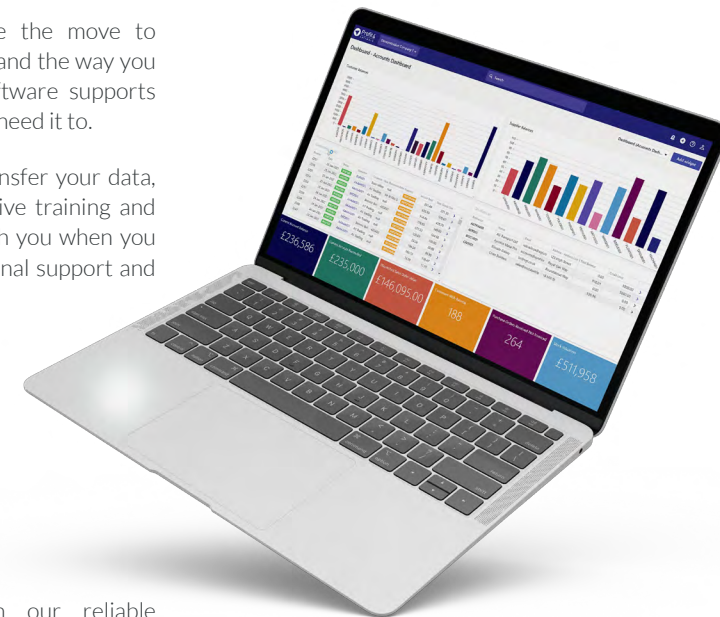


## Is it easy to move to OGL Software?

We understand why the move to new software can be daunting, and often managing the changes in processes and systems seems overwhelming. But you won't regret your choice with OGL Software and Profit4.

We dedicate time before the move to understand your business and the way you work, to ensure OGL Software supports your business the way you need it to.

Our Data Analysts will transfer your data, you'll receive comprehensive training and we can even be onsite with you when you Go Live, to provide additional support and reassurance.



## Do you provide ongoing support?

We pride ourselves on our reliable software; however, if you do need support with your software or training to learn a new feature, our support team or your dedicated Customer Success Manager is always on hand to assist and advise you.

## Why our customers choose OGL Software



Regular, free updates  
and new features



Extensive training  
throughout the  
transition process



Browser-based



Personal Customer  
Success Manager



True cloud-based  
software, access from  
anywhere with an  
internet connection



We can ensure your  
infrastructure is secure  
and reliable



Friendly, dedicated  
team of support staff



Entirely UK-based  
development &  
support teams



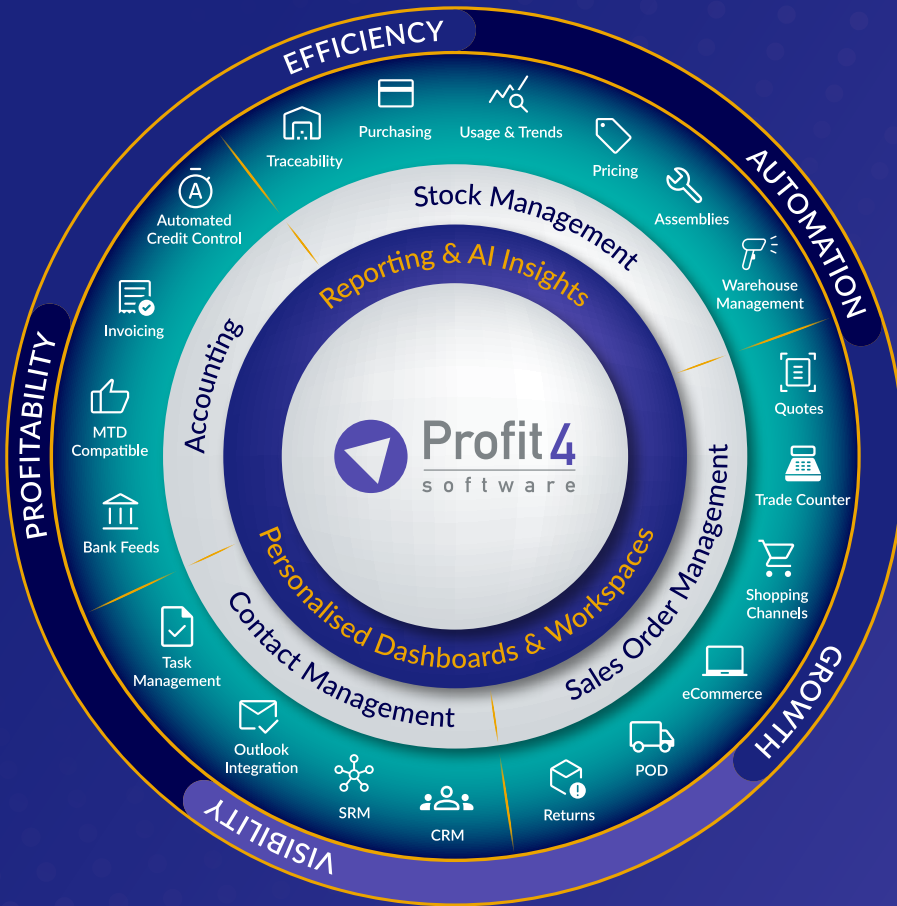
50 years experience  
in the wholesale,  
distributor &  
merchant sector

“

“Having a dedicated Customer Success Manager  
is brilliant, someone so knowledgeable to talk  
with and discuss how we can improve and utilise  
Profit4 as much as possible.”

COTSWOLD HOSE & FITTINGS

# Profit4 key features



## CASE STUDY



## Marches Architectural Hardware

“

“Our sales went up hugely on Amazon, we had to keep recruiting people to manually input the orders and we couldn't keep sustaining that. We needed to make sure that we were upgrading our software based on the increased turnover which we were facing.”

**ROB NICHOLLS**  
OPERATIONS DIRECTOR,  
MARCHES ARCHITECTURAL HARDWARE



## About Marches

Marches Architectural Hardware is a family-owned business and has been supplying the joinery, carpentry and construction industries for over 20 years. This limited company buys in and sells products from other manufacturers in the UK.

Other sections of their business include From the Anvil, where they manufacture and distribute a range of handmade ironmongery. They also have a showroom in Mid Wales which caters for trade customers, as well as a smaller division of their business which supplies windows and doors.



## The challenges

Struggling to keep up with the growth of their online sales

Needed a cloud-based solution to support their working practices

Wanted stronger security around their business data

Manual processes were becoming too onerous

# Joining forces with OGL Software

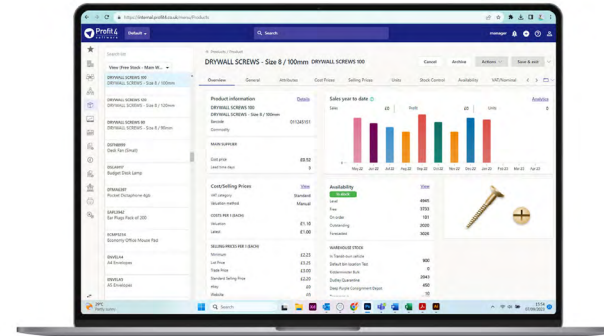
Due to the growth of their business, Marches Architectural Hardware required a more robust software solution that included support, security and removed their manual processes. So, in 2022, they selected OGL's Profit4 software to help them do just that.



“

“We have the integration for Amazon and eBay, and both of those platforms are fully integrated with Profit4 which is a massive time saver for us.”

**ROB NICHOLLS**  
OPERATIONS DIRECTOR,  
MARCHES ARCHITECTURAL HARDWARE



## An efficient support system built for success

### Removing manual processes

Marches had experienced a significant jump in orders, which saw the company sourcing new team members to accommodate the increasing volume and manually inputting an expanding volume of orders. Maintaining such fast growth was something the company knew would be a challenge to sustain, as Rob Nicholls, Operations Director, explains:

“Managers and supervisors were having to undertake a lot of manual processes, which ultimately does affect the growth of the business. We had an increase of 10% to 20% in terms of headcount, so it was the right time for us to move away from those manual processes.”

### Choosing the right solution

Every facet of Profit4 software is built around roles and user requirements, with a modern, intuitive user interface built on future-proof technology to manage all core business processes, making it quick and easy to use.

“OGL was a good fit for us in terms of reducing the manual processes, but also having some familiarity with the look and feel of the software.”



Integration  
is key

### eCommerce shopping channels

Following their Go Live on Profit4, Marches Architectural Hardware wanted to increase the productivity within their team. The integration with their eCommerce shopping channels has been vital for them as a business in how they operate on a day-to-day basis.

"We have the integration for Amazon and eBay, and both of those platforms are fully integrated with Profit4 which is a massive time saver for us. We are also trying to further develop integration with our websites in the future too."

“

"Profit4 has a great modern interface, and we were looking for a solution that was quite similar in terms of the look and feel that all employees were used to."

**ROB NICHOLLS**  
OPERATIONS DIRECTOR,  
MARCHES ARCHITECTURAL HARDWARE

## The results for Marches Architectural Hardware



Integration with  
eCommerce shopping  
channels



Automation of  
manual tasks



Growth without the  
need for extra staff



Increased  
productivity



Full visibility of business  
performance



A quick easy-to-use  
interface

# Start your journey with OGL today

We provide ERP software designed specifically for stockists, distributors & wholesalers.



Automate & streamline  
processes



Stay ahead of the  
competition



Enhance customer  
service



Increase sales



Gain real-time insights



Boost profitability



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