



# Tidy Software

## High Quality Service

Over 30 years experience in software development



### Case Study: Sophisticated Quotation System Page 1

**Software Name:** Incost.

**Type Of Software:** Microsoft Windows PC based, with web links for automatic update of product and terms files, together with program updates.

**Client:** Integra Office Solutions Ltd, Integra House, Vaughan Court, Celtic Springs, Newport, South Wales, UK. This is the UK's largest stationery dealer group, representing 300 stationery dealers based throughout the UK and Ireland.

**Software Development Cycle:** Continual from 1995 until the present day.

**Development History:** This software development project started in 1995 for Integra Office Solutions Ltd based in Newport South Wales, UK. Development has been ongoing since then in line with the customers changing needs.

**Software Support:** Tidy Software Ltd are contracted to provide a telephone help line service to report and fix problems. The software is also sold and supported in the field by Integra's sales reps. Product files are provided 4 times per year to Integra technical staff by the product wholesalers to Integra. These are passed on to us at Tidy Software Ltd from where we create the product files. The product files are then system and user tested and the files placed on the web for automatic download and update by the software sitting on each Integra dealers PC desktop. Special offer pricing is also produced and downloaded in this way.

**The Brief:** The stationery dealer market became increasingly computerized from the 1980's onwards. One reason for this growth was due to the numbers of products that were available from 3 main competing wholesalers and others. As a consequence today there are around 50 thousand lines of products, 30% of which are duplicates from each wholesaler holding different prices.



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**The Brief (continued):** Prior to Incost the dealer would provide a quotation either from their stationery accounting system or manually via Word or Excel. Prices and products are looked up in wholesaler catalogues and entered manually onto a quotation sheet and sent to the client.

**Mayor Challenge:** To provide an easy to use system to hold all the products and prices, cross referenced and present this information to the sales person to enable the correct pricing decisions to be made. The system had to be easy for sales staff to use, while incorporating highly technical features, with accurate professional looking quotations being produced for each customer.

**Product Development Highlights:** Including web linked product images, quote wizard to take new sales staff through a clear stepped process, automatic web download and install of product, terms files, program updates and a whole host of special offer pricings.

**Keys To Continued Success:** Maintaining a great relationship between developer and client, good communication and training. The software meets the client's objectives.

### Our Contact Details

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