



CASE STUDY



Bespoke cloud-based stock control, ordering & invoicing software.



OVERVIEW

APB Trading are independent Land Rover specialists that both repair and MOT vehicles as well as selling parts and expedition equipment direct to the public and via their website. Their original stock control and ordering software solution needed a complete rebuild to bring it in line with modern standards as well as adding additional functionality and better user experience.



THE CHALLENGE

APB Trading's original system was a desktop application written in Visual Basic and hosted on an in-house server. Whenever they attended a trade show (a key part of their business), they had to install a copy on an old laptop and any orders taken had to be processed manually. Additionally, due to the language it was originally built in, the software could only run on outdated Windows versions which had significant security and maintenance implications.



THE BRIEF

We were tasked with replacing the existing software with a cloud-based solution. This would enable it to be accessed remotely and allow APB to upgrade their entire IT infrastructure in line with current standards. The new system needed to have some additional features but also feel familiar to shorten the learning curve for the team at APB.



THE SOLUTION

The system is a bespoke stock control, ordering and invoicing platform and is critical to the way APB Trading operates. It connects directly to the primary JLR distribution portal via an API, so they have up-to-date information on stock and prices, giving them far greater control of this aspect of the business. At the click of a button, they can update their entire system with current data. The system also keeps track of all stock in and out, so they know when to place orders for popular items

That information is also pushed through to their ecommerce website and to their trade counter, so customers have access to accurate stock and price information, can make a purchase, have the order processed and, because the system integrates with Sage Accounting, they get an invoice emailed to them.

If a customer needs to place an order for a system that has several parts, the platform will generate an estimate including all parts with a range of product and price options so the customer can place an order that suits their needs but also ensures nothing is missed. The order is then processed, invoiced and sent for distribution within the platform.

By upgrading their stock and ordering software and automating several processes to a cloud-based solution, APB were not only able to invest in upgrading their entire IT infrastructure to be more robust and secure, but they can operate far more efficiently and profitably whilst providing a better customer experience.



OTHER SERVICES

As part of our wider service offering, we supply, install and maintain a centralised IT system with one in-house server, all their IT hardware and routers, Microsoft 365 for Business and back it all up with remote and on-site customer support through our Pro Services solution.



WHAT APB TRADING SAY

"The new version of our stock system is a critical part of our business, enabling us to be far more competitive and effective whilst delivering a greater customer service. We have also come to rely on Langley's expertise, advice and excellent customer service for our IT. Their prompt response to any issues that arise is appreciated."



SCOPE



PLAN



DESIGN



CODE



TEST



DEPLOY



SUPPORT