

Grey Slate and Stone Achieve Payback in 8 months

Client Profile

Founded in 2001 Grey slate and Stone quickly grew to become one of the premier slate and stone suppliers in Wales. The business specialise in providing only the best quality natural slate from around the world. With many previous years of experience in the industry the staff fully understands the requirements of Clients, from Architects and Designers to Builders and House owners and are dedicated to offering an excellent service backed up with expert product knowledge and customer focused staff.



Grey Slate and Stone Supplies offer slate products for all applications and locations. The product range includes slate tiles, window sills, window lintels, fireplaces and kitchen worktops. The Company only deals in natural slate products preferring to focus on being the market leaders in their field.

The Solution

In December 2006 Grey slate and stone took the decision to implement Eposis Webtrader professional and Sage 50 from local business partner Boyns Information Systems. Staff from Boyns information Systems were on site to provide help and advice at every stage of the implementation. By early February the stock records had been fully loaded and the site went live. When problems are discovered they are dealt with quickly and efficiently by the Boyns support team who provide excellent support for the system.

The Benefits

The system rapidly started to produce new sales for the business. On average twelve new sales per day are generated from the website. Payback on the entire system was achieved in just eight months. Sales of specially designed slate products have increased by over 100%. As a result of the extra business the company has expanded to include the cutting and polishing of the slate products as a new service. The website has provided an improved company image for both clients and suppliers alike.

Solution Overview

- Easy to use content manager
- Full integration with Sage 50
- Website optimised for search engines
- Professional web presence
- Secure credit card authorisation via Protx
- Hosted website monitored 24 hours per day on secure co-located servers



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