

### Nationwide Supplies



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Nationwide Supplies was started outside Buntingford in Hertfordshire by two brothers, Jamie and Adam Brown, in July 2011 after Jamie's son was born.

Jamie had a background as a builder and in the early days they stocked and sold drainage products and moved into plumbing, working from a farm office and grain store. They started with a catalogue of 72 products which in 6 months moved to 500 and within a year to 10,000.

They sell drainage to other merchants and are now all round plumbing and builders merchants. They also opened a showroom in Buntingford and are extending their already large premises. Jamie is the Managing Director, while Adam is the Director of Operations.

From a computer system point of view they started, as so many companies do, with a simple system which they outgrew in a short time. They ordered a 5 user SQL system from Sharp-aX Computer Systems in Berkhamsted in August 2015 and went live in January 2016.

The new system has worked very well with ease of use and dramatic improvements in speed, especially in the trade counter. As Adam says "Customers congratulate us on how much quicker we serve them now. Without Sharp-aX we could well have needed another person on the trade counter."

Nationwide is still looking to use the system's capabilities and are aware that we are the biggest web trading country in the world. They have also installed the Sharp-aX integrated website which enables their customers to place orders directly into the system using their account or paying with a credit card or by "click and collect".

Their next stage is to install the Sharp-aX Delivery Routing module, the Tool Bank interface and possibly the Sales-i capability.

What Jamie and Adam have accomplished in such a short space of time is outstanding and we congratulate them and are sure of a continuation of their achievements.