

COMINFO, the world's leading manufacturer of turnstiles, access control devices and identification systems, needed to simplify and speed up their order processing and make it clearer so that orders are easier to input, edit and share in the company's system. It was also important for the system to be accessible to trading partners in the future, so that they can independently enter orders or make inquiries via the web interface.



In particular, the company needed to do the following:

- Eliminate manually inputting orders into the ERP system
- Simplify order creation
- Simplify and speed up communication with partners
- Automate data transfer to the central ERP system
- Gain a better overview of orders and reduce the rate of errors

SOLUTION



It was clear from the assignment that the solution would be built on the **air&me** platform. The platform served as a foundation for the creation of a customised **B2B portal**.

Integration onto the corporate ERP system was key, but a fundamental requirement was creating a simple and user-friendly interface that an external trading partner would be able to use even if the solution were to be further developed and expanded with additional features later.

THE STORY OF THE IMPLEMENTATION



The solution was implemented with the participation of the COMINFO and NG Retail teams, the ERP system supplier and the IT manager.

The implementation included workshops for project participants with the aim of specifying the customer's demands and defining the roles of the parties involved in the project. COMINFO prepared the assignment and functional requirements, NG Retail drew up the solution and its architecture, while the ERP system supplier arranged an API for mutual communication and for storing orders from **air&me**. NG Retail then implemented the required features and integrated the API into the **air&me** platform and the IT manager provided hosting for the new **B2B portal**.

150 %
EFFICIENCY INCREASE
IN ENTERING ORDERS
INTO THE SYSTEM

50 %
FASTER COMMUNICATION
BETWEEN DEALERS
AND PARTNERS

50 %
IMPROVEMENT IN
OVERSEEING ORDERS

cominfo
security first



Petr F



Project:
0,00 €

SHOP

PROJECTS

MY ACCOUNT

COMINFO SALES

Turnstiles and gates

Turnstiles and gates

Swing speed gates

Sliding speed gates

Tripod turnstiles

Swing gates

Full-height turnstiles

Full-height gates

Special application turnstiles

Infill barriers and collectors

Ticket2Go solution

Turnstiles and gates



Swing speed gates



Sliding speed gates



Tripod turnstiles



Swing gates



Full-height turnstiles



Full-height gates

RESULT

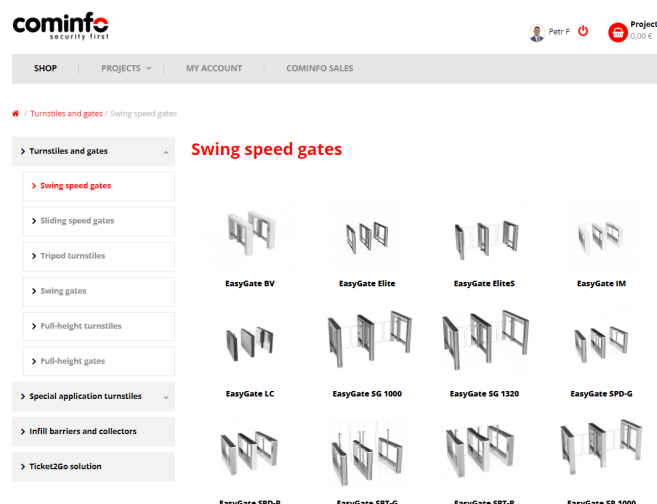
The **B2B portal** simplifies the customer's demands for everyday administration and saves them time and money. The dealer simply enters the name of the project and the company and fills out several items for the order or duplicates the content of a similar order already saved in the system. Naturally, they can, also edit their order afterwards. Everything is then also saved in the central ERP system and the order immediately shows the prices for the specific company or trading partner. The partner also has the ability to edit their inquiry and modify the requested items or their quantity under the dealer's supervision.

"The B2B portal significantly simplified and clarified the work of our dealers. It also greatly sped up communication with partners, as both sides now have immediate access to information about the order status and can edit it as needed. A major bonus is also the ability to copy over the content of existing orders to even further speed up the process. We plan to develop the B2B portal further and expand it with new features," says **Petr Frantis, Global Business Development Manager / Strategic R&D.**



MAIN BENEFITS

- A faster and simpler order entry process into the central ERP
- Faster communication with trading partners
- A dramatically improved overview of all projects – both current and past
- Ability to examine past projects, as well as draw inspiration when entering and creating/realising new ones
- Open for further development of the B2B portal
- A section for foreign partners
- CZ/ENG portal language versions



SIMPLE
ORDER
CREATION



OPTIMAL
COMMUNICATION
WITH PARTNERS



OVERVIEW
OF ALL
PROJECTS



OPTION FOR
FUTURE
GROWTH

NG Retail s.r.o.

is a young company building on a 30-year tradition of supplying specialised software solutions for retail. Thanks to a team of experienced senior consultants, the company aims to bring existing and future clients user-friendly solutions that are tailor-made for their business, help accelerate its running and grow it further so that it is ready for any changes that come hand-in-hand with modern retail. Its latest product is the POS NG terminal, which is currently the most modern solution of its kind on the market and is capable of serving both the non-food segment (fashion, toys, sports, tobacco...) as well as the fast food sector.

COMINFO, a.s.

Czech manufacturer of turnstiles, access control devices and identification systems with over 30 years of experience.

COMINFO offers professional and comprehensive, customised solutions thanks to its broad portfolio of products and services. The company manufactures and supplies turnstile systems that provide smooth access and passage onto corporate premises, as well as identification systems such as attendance processing systems, corporate catering systems, access control and visitor management systems. The company also supplies the readers and terminals required for these solutions. In addition, COMINFO specialises in payment and ticket systems for sports venues, pools, tourist attractions and other leisure time facilities. The company can also interconnect all these systems into a single functional unit.

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