

## Case Study

# Atlas MX: "A major step forward for the builders' merchant industry."

"The development of Atlas MX represents a major step forward for the whole builders' merchant industry. It puts in the hands of every merchant and manufacturer the same technology that is being used by the very largest groups to enable their suppliers to drive down costs and improve efficiency.



"Because our suppliers and members trade with other organisations,

a web site portal would have restricted the ability of our members and suppliers to do that using just the one system. There was also the problem of seamless integration with accounts systems – with Atlas MX there is a clear integration and upgrade path.

"Whatever the size of your business, the software enables you to take advantage of the very latest Internet-based trading platforms. Many of our suppliers started with MX and upgraded to MX Plus and Sage users made the switch to Atlas' integrated Sage EDI software. If you have suppliers urging you to send or process electronic documents such as orders, Atlas MX will enable you to satisfy their requirements. All your invoices can now be transmitted the same day they are created, securely over the Internet, with no postal costs or risk of delays.

"At last, we've reached the point where electronic trading is no longer a question of spending thousands of pounds on system upgrades and transmission costs. It's now just a question of downloading the software or launching a CD – you'll wonder what the fuss was all about!"

Howard Grant  
Managing Director

United Merchants plc

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