



K8 delivers the goods for the flooring supply industry

The fully integrated cloud-based business management solution
designed for your business.



K8 - the comprehensive digital business solution

K8 provides the tools you need for an efficient workforce to satisfy the growing expectations of today's customers. K8 can support you across your business through a wide selection of specialist software modules and integrated apps that are designed to enable you to manage all aspects of your flooring business. K8 is designed with the user in mind, whether the user is an employee, a customer accessing your website, or a supplier seamlessly integrating with your K8 system.

With K8, you have the complete solution you need to drive efficiencies and deliver excellent customer service.

Scalable

Adopted globally by a wide range of flooring industry businesses, K8 is a scalable ERP solution designed to help your business grow. Whether you are operating your business from a single site or have an expanding company with several distribution centres, a network of showrooms and an online trading platform, K8 allows you to thrive.

Flexible

Manage your business your way. Choose the K8 modules that are most beneficial to your operations, as well as how the system and dashboards are set up, and permissions. Configure everything the way you need it for your business within K8.

Source effectively

- Total control of your supply chain
- Forecast and order in confidence
- Ensure optimum purchasing terms
- Manage costs and maximise rebates
- Manage imports with easy

Stock efficiently

- Optimise stock levels - reduce working capital
- Work just-in-time to protect profit margins
- Control movement and replenishment processes
- Support central distribution and branch networks
- Maintain full visibility of all locations

Sell profitably

- Easily sell through multiple channels
- Maximise 24/7 opportunities with online trading
- Product & customer information at your finger tips
- Profit margin control on every transaction
- Information tools for fast, informed decisions

Service competitively

- Rapid access to all customer information
- Respond to customer enquiries, quickly and efficiently
- Understand more about what your customers want
- Manage long-term business relationships
- Develop higher value customers

Fully featured Business Management software for the flooring industry.

K8 provides a single, affordable solution for managing your entire flooring industry business from sales and CRM through to operations, logistics and accounting.

Grow your business profitably with K8

Combining a suite of modules, K8 helps you source effectively, stock efficiently, sell profitably and service competitively. K8 is designed to help you get closer to your customers, build profits, and manage your margins. From your sales team to your back office, K8 incorporates significant input from our customers, many of whom are recognised as the leading distributors in our industry.

Carpet & flooring sales made easy

With the integrated cloud-based solution for distribution, your staff can focus on what they do best—serving customers. The ability to manage trade as well as a retail-based customers means that our flooring industry business software can respond to different types of demands from your customers. Our comprehensive CRM suite has the functionality to manage your customer records, with full tracking of all inventory including batches and rills, while our top-class business intelligence means that you have powerful insights into what is happening in your business at all times.

Key features for your industry

- Omni-channel sales, from showroom through to internet
- Complete visibility of all inventory and availability
- Area to whole pack conversions
- Roll-level pricing
- Colour and variant controls
- Offcut management
- Shade and dye lot control
- Instant visibility of prices and margins, reducing errors
- Inter-branch logistics to get the right product to the right location quickly
- Call-off and Direct orders to create sales efficiencies
- Rebate management

K8: The strong digital platform for your future

Go digital, grow profits

Wherever you are on your digital journey, growing the profits of your business can be made easier with the right platform to keep your business moving. Easily integrate and manage your core processes with a digital platform designed for your business both now and for years to come.

The latest version of K8 has all the tools you need to deliver your digital strategy, and allow you to compete better in the connected world. Go digital now, and grow profits for the future.



Meet sales commitments



Support your digital strategy



Empower your staff



Discover powerful quotations



Easily analyse your finances



Make rebate management simple



Optimise your warehouse management



Automate your invoice processing



Gain efficiencies with mobile apps



Watch the video >

The solution designed for your flooring business



Offcuts Management:

Flooring materials often result in offcuts or leftover pieces after sale or installation. Efficiently managing these offcuts can reduce waste and save costs. By tracking and repurposing offcuts for smaller projects, sales, or repairs, you can ensure optimal material utilisation.



Roll Level Pricing:

For offcuts or clearance lines, K8 allows you to set a price to clear on a select number of rolls. This approach helps keep inventory levels optimised. In addition, allowing roll and lot-specific pricing overrides gives you control and security, enabling your salespeople to clear stock without discounting full-priced items.



Shade and Dye Lot Control:

Maintain consistency in colour and quality across flooring installations and sales with the integral K8 batch tracking. Matching previous shade and colour sales with available or close matches ensures customer satisfaction. Shade and dye lot control helps to prevent mismatched batches from being allocated within the same order.



Rebate Management:

Efficiently track supplier rebates and ensure your business receives the correct values. Track customer rebates with ease. Accurate stock valuations and margins, based on the rebated value of purchases or sales, provide a more accurate view of profitability in this highly complex environment.



Colour and Variant Management:

Effectively manage flooring colours and variants within the same product family, ensuring consistency across price lists and effective inventory control. Efficiently generate multiple product variants, which are also available for sale on your website.



Area to Whole Pack Conversions:

Calculate the number of packs needed, clearly showing customers what they need. Allow order entry by area and automatically provide the nearest whole pack quantity or, alternatively, the coverage provided by a given number of packs. This prevents shortages and returns when customers over or under-order.



Roll Cutting Process:

Optimise stock and select the most appropriate roll(s) for each order. The ability to remeasure also ensures accurate remnants control. Automatic bar-coded label production allows you to use smartphones or mobile devices for pick, pack, and return to stock, providing robust inventory management.

Discover digital solutions that deliver enhanced customer service and connect you with your customers and suppliers

Mobile apps that drive real efficiencies

Digitise your processes and deliver great customer service with a range of apps that can be integrated with K8, automating core processes and saving you both time and money.

Capture electronic proof of delivery with K8 ePOD

Manage your customer delivery cycle quickly and easily using an app. Check off and confirm deliveries, capture names and signatures electronically and automatically inform your branch staff of any issues so they can swiftly be resolved.

Rapid booking of your purchase orders with K8 eReceipts

Book in receipts from purchase orders and process them quickly and efficiently. Should any issues arise, your app will automatically generate a notification so the right member of staff can rectify the problem.

Fast & efficient customer order picking with K8 ePick

Easily process a pick from within your simple-to-use mobile app. Users are automatically guided to the right bin locations where they can scan to confirm products and ensure your deliveries are right first time.

Empower your sales team with K8 Sales Rep Portal

Your sales team can capture and record customer orders remotely. Your orders are immediately available for processing at the branch, so you can impress your customers with the great service you offer.



Automate your supplier invoice processes with EasyAP

EasyAP is a future-proof digital app that automatically imports your supplier invoices into K8. Increase your processing efficiency by automating manual data entry and invoice matching, while eliminating the need to print and store paper copies.

Build complex product configurations with ease

Create complex product configurations with K8 Configurator, including individual rules and options. Guide your team through creating configurable items, which you can then import into K8 for processing.

Integrated electronic payments

Fully integrated contactless payments

Whether you take payments at the counter, or you process them directly with your bank, K8 provides a range of electronic payment facilities to suit your business needs.

Not only does this make the shopping experience faster and simpler for your customer, the integrated payment capabilities also removes keying errors and makes reconciliation of customer a lot easier for your staff.

K8 Digital Services & API's

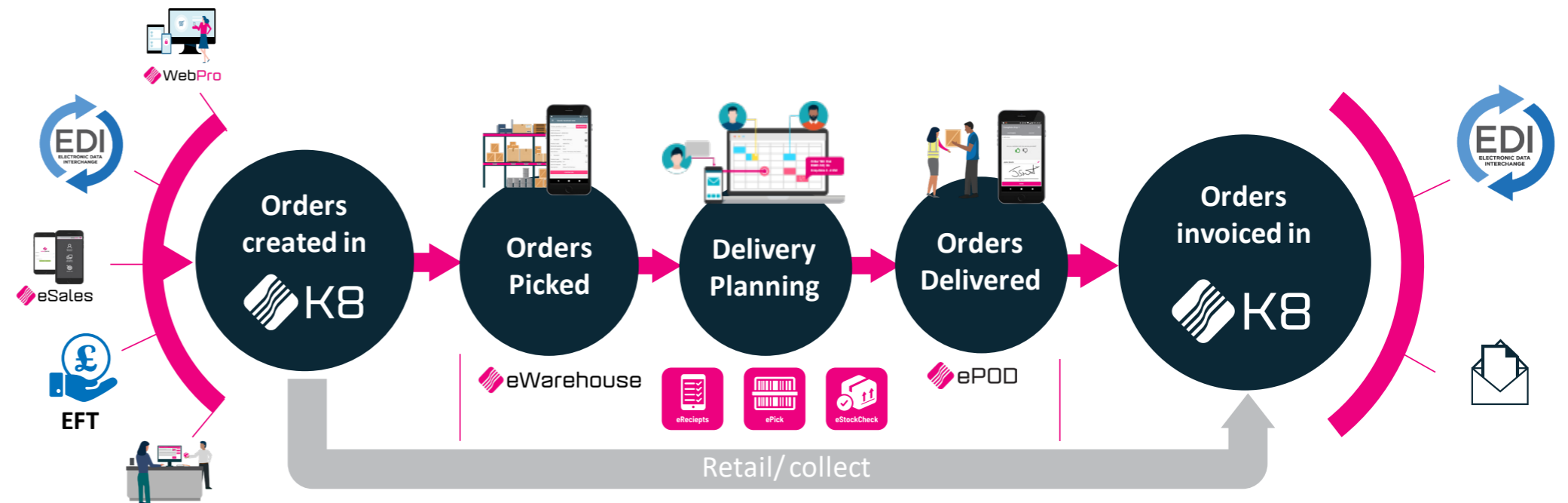
A suite of tools, incorporating RESTful APIs, that enable your business to deliver a comprehensive eBusiness strategy. Seamlessly integrate a range of products and technologies within your K8 ecosystem, delivering powerful solutions that drive your business, whatever it needs.

Comprehensive REST web services

K8 Advanced Web Services make it easy for you to integrate your core ERP solution with a wide variety of applications. Through a Service Oriented Architecture (SOA), you can custom-build website integration and create customised mobile applications.

Real-time visibility of your KPIs

Tailor and create your own KPIs and reports. Real-time dashboard displays can be delivered to your users via their desktop, smartphone or tablet devices.



The benefits of cloud computing

Cloud computing provides you with a full suite of internet-facing solutions and secure servers that you can connect to remotely. There are six key benefits to being in the cloud, each of which will help drive efficiency, keep costs to a minimum and promote sustainability.

[Learn more about cloud computing >](#)



Challenges facing the flooring industry today

David Strydom, Editor Contract Flooring Journal



One of the biggest challenges facing the industry is getting more youngsters involved in industry. As skilled floorlayers retire each year, it's become a struggle to replace them with future floorlayers. Many companies work hard to develop and nurture apprenticeship schemes which aim to bring more talent into flooring but this is a challenge.

Hand-in-hand with this is training; in order for our industry to grow, we need skilled floorlayers, and the more the merrier. Resolving the last two problems is – and will remain – perhaps the most pressing challenge facing us for the foreseeable future.

The pace of digitisation in the flooring industry hasn't been as rapid as in some other industries, partly because of the nature of flooring installations and their role within a construction context. In an industry where time is so tight and profit margins are sometimes wafer-thin, digitisation can be an uphill struggle. That said, more than a few outliers have been quick to grasp opportunities offered by digitisation and those who've done so have benefitted. We're seeing increasing numbers of companies offering digital solutions at flooring shows and exhibitions, and this is an indication that things are changing.

The flooring industry, to a large extent, hasn't been too badly affected by economic headwinds such as Brexit, Covid-19, the Ukraine war and sluggish GDP growth. That doesn't mean it's immune, but because floors are an essential part of any installation, there will always be a need for flooring projects and skilled floorlayers. Trends vary from sector to sector and sometimes from season to season, and we work with many verticals in the industry: offices; food and drink establishments; retail venues; sport and leisure facilities; visitor attractions; hospitals; social housing, and many more.

In the period after the pandemic the flooring industry was affected by bottlenecks in supply chains and raw material scarcity. This was just beginning to ease when the Ukraine war further distressed the market and when inflation consequently rose, so did the impact on almost every industrial sector, including flooring. We're seeing stabilisation now that inflation has come down and the country has, for the moment, avoided a deep recession. But what the past few years have taught us is that despite some severe economic knocks, the flooring industry has proved to be resilient.

Sustainability initiatives range from minor office adaptations to vast, in-depth industry strategies. Two prominent players in this respect are Carpet Recycling (UK) and Recofloor which have made it their goal to spearhead some of the industry's more prominent green initiatives. While sustainability is undoubtedly a priority for many of industry's larger actors, the cost implications (real or perceived) of 'going green' means there is still work to do in this regard.

I've been editor of Contract Flooring Journal (CFJ) for eight years. This journal, the official magazine of the Contract Flooring Association (CFA) is published monthly by Kick-Start Publishing which also publishes Tile & Stone Journal (TSJ).

In my role as editor, I'm responsible for several associated supplements and products such as The Specifier's Guide to Flooring and the annual CFJ Awards, the largest awards in the flooring industry. We cover everything from wood and laminate to carpet tiles, adhesives, subfloors and screeds, smoothing underlayments, underfloor heating, resin flooring, profiles, trims and accessories, entrance matting, LVT, rubber and linoleum flooring and vinyl, among others.

Empower your staff to make data-driven decisions!

Business intelligence is made easy with K8. Offering powerful business insights from day one, our innovative solutions deliver enhanced management information across your business. Make better informed decisions with K8!

K8's dashboard gives you real-time insight into your sales, operational and financial information, allowing you to identify which areas of your business require the most attention. You can drill into specific data and track your progress against KPIs in just a few clicks.



A single customer view allows you to ensure your staff can see the data they need, when they need it. Empower your teams to make better decisions, and quickly react to customer requirements.

[Business intelligence & analytics in K8 >](#)

Sustainability and profitability go hand in hand

Driving sustainable practices at KCS

At KCS, we believe that we all have a part to play in protecting our environment. From the initiatives we take within our business, through to delivering solutions that promote sustainability in our products.

We are committed to building a brighter and more sustainable future together.



[Learn more about KCS sustainability initiatives >](#)

KCS are proud members of the **Contract Flooring Association**, the leading independent trade association and professional voice of the Contract Flooring industry.



We provide our members and their clients with a wealth of advice to assist with flooring installation.



**Get in touch with
us today and
discover how K8
can transform
your business >**

UK +44 (0) 1488 662 000
hello@kerridgecs.com
www.kerridgecs.com

Your business. Your way.

