

OMS Light

Data load — Order Management System

Product sheets for the trade fair

Support material for the sales team: key messages, illustrated workflows and ready-made answers to present OMS at the stand.

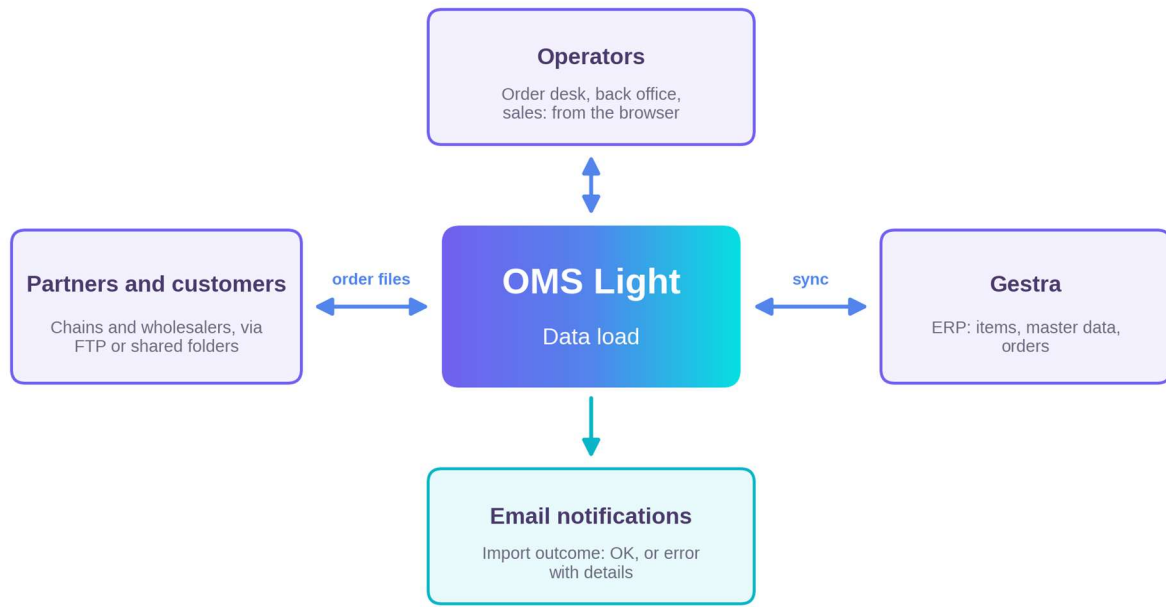
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OMS at a glance

THE LINE TO USE AT THE STAND

OMS **centralises order management** between your company, your warehouses and the customers who exchange orders as **files** (Excel or text) via **shared folders or FTP servers**.



OMS Light at the centre of order exchange: partners, operators, ERP and notifications.

What it does, in practice

- **Receives and reads** customer orders automatically, as soon as a file appears in the folder or on the FTP server.
- **Lets you compose an order on screen**, check stock and master data, generate the file in the customer's format and send it to their FTP server.
- **Keeps track** of orders, customers, items, inventory and import history: you always know what happened and when.
- **Connects to the Gestra ERP** to keep master data, items and orders aligned, with no double data entry.

Who to talk to

- **Distribution, wholesale and logistics** companies with high volumes of B2B orders.
- Businesses with **key accounts** (chains, wholesalers, integrators) that require **mandatory order layouts**.
- Teams already using **FTP or exchange folders** with their partners, and anyone working with Gestra.

The problem we solve

Many companies exchange orders every day with partners that **won't accept "just any Excel file"**: they require precise layouts and reliable FTP channels. Today this work is often manual, slow and error-prone.

Typical situation	Without OMS	With OMS
Orders in Excel or text files with strict rules	Files built by hand, risk of format and data errors	Step-by-step guidance, automatic checks, files that match the layout
Orders on FTP or shared folders	Someone has to check manually whether anything has arrived	Automatic monitoring: processing starts when a new file arrives
Stock and items out of sync	Orders for unavailable quantities, phone calls and corrections	Availability visible while the order is being composed
Scattered master data	Wrong addresses, wrong postcodes, delays	Data taken from company master data, addresses completed
No traceability	"I don't know if the import went through"	Import history and email notifications on the outcome
Several customers with different formats	One spreadsheet for one, another layout for the next	Per-customer profiles and dedicated formats (e.g. Sanden, Westim)

KEY MESSAGE

Less manual work on files, fewer errors, more control over orders and stock, and faster response times towards large retailers and partners that impose strict formats.

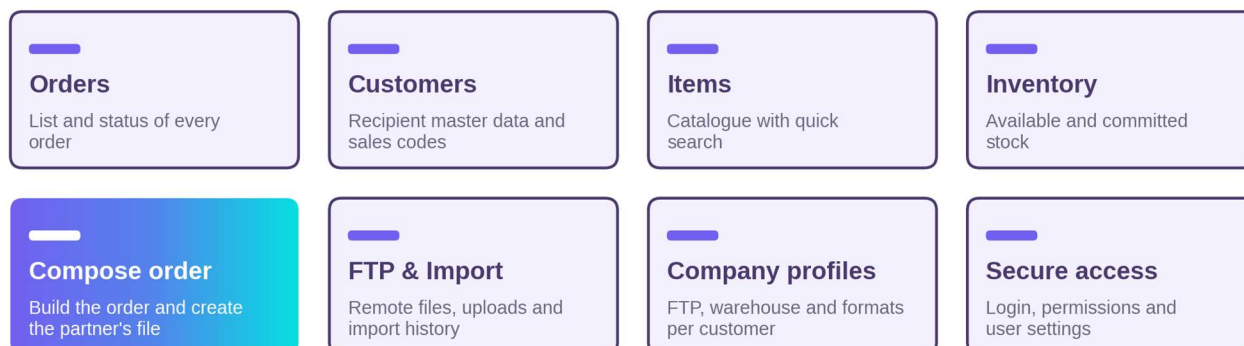
Benefits to talk about

Seven points to use in conversations at the stand. Pick the two or three closest to the visitor's sector.

Benefit	What it means for the customer
1 · Format compliance	The generated file follows the partner's rules and is validated before sending , just as the customer's own import would do.
2 · Fewer human errors	Code autocompletion, items from the catalogue, quantities capped at availability, normalised order numbers.
3 · Unattended automation	When an order arrives on FTP, processing starts on its own , even at night, with nobody watching the folder.
4 · Transparency	Order list and import history: you see straight away what failed and why (e.g. unknown item, quantity not available).
5 · A single web workstation	Login, company selection, orders, FTP and file composition: all from the browser, with nothing to install.
6 · ERP integration	Sync with Gestra for inventory, master data and order export: data doesn't stay locked in a file.
7 · Multi-customer	Different companies or business lines, each with its own FTP, warehouse and format, managed through company profiles .

Available features

The areas of the application **available today**, as they appear in the OMS Light menu. The heart of the product is **Compose order**.



Feature map of OMS Light — Data load.

Who uses OMS in the company

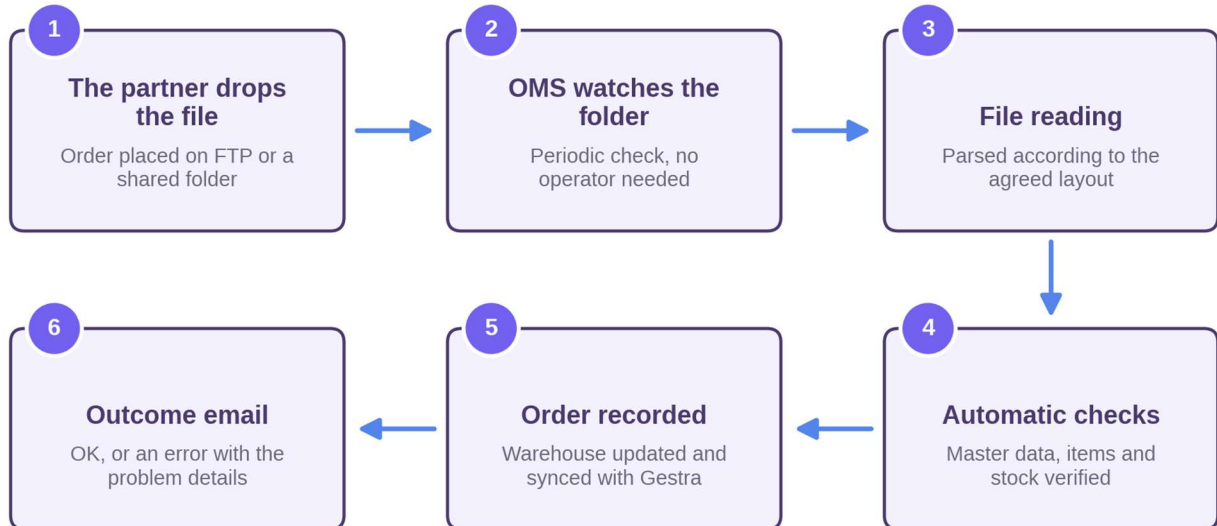
Role	What they do with OMS
Order desk / back office	Composes orders, uploads files, checks the import history.
Sales manager	Looks up orders and the master data of the customers linked to them.
Warehouse / logistics	Checks inventory and items: stock levels and availability.
IT / administrator	Configures company profiles (FTP, warehouse, formats), with ILP's support.

SECURITY IN ONE LINE

Login with username and password, each operator sees only what their profile allows, and customers' **FTP credentials are never shown** in the interface.

Workflow A — Receiving orders from partners

Automatic import. The partner drops the order file into the shared folder or onto the FTP server; OMS detects it, reads it, checks it and records it, then sends an email with the outcome.



Mode A: from the file dropped by the partner to the order recorded and notified.

WHAT TO TELL THE CUSTOMER

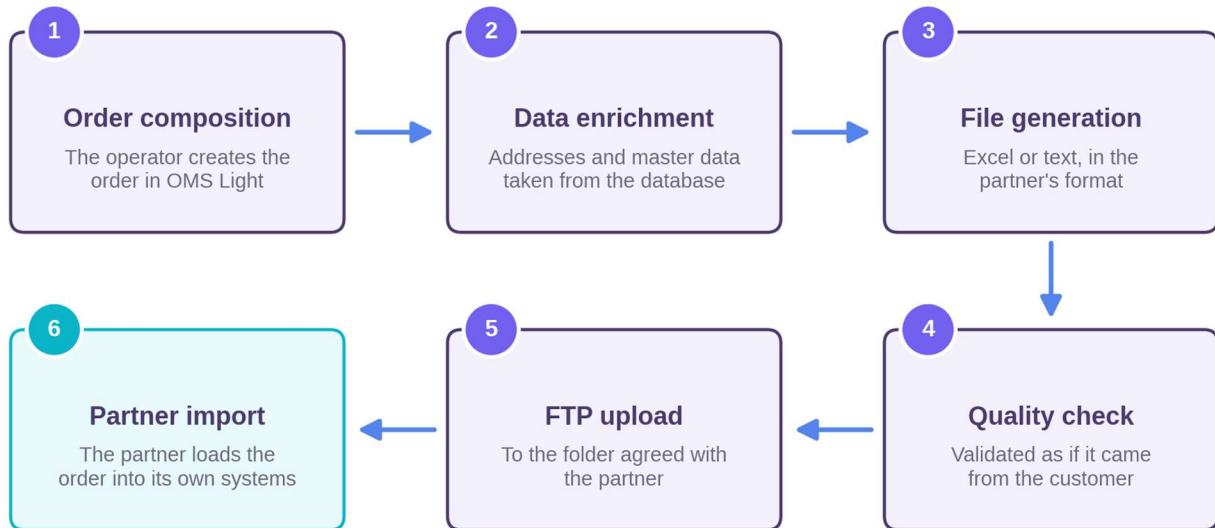
"You no longer have to download every file by hand: the system works in the background and lets you know."

Why it convinces

- Nobody needs to watch the folder any more: processing starts outside office hours too.
- The system **does not force invalid orders**: missing master data, items not in the catalogue or quantities above stock are flagged.
- The outcome email includes the **error details**, so whoever has to fix it knows exactly where to act.
- The accepted order updates the warehouse and is **synced with Gestra**.

Workflow B — Sending orders to partners

Composition and upload (data load). The operator creates the order in OMS Light; the system completes the data, generates the file in the required format, validates it and uploads it to the partner's FTP server.



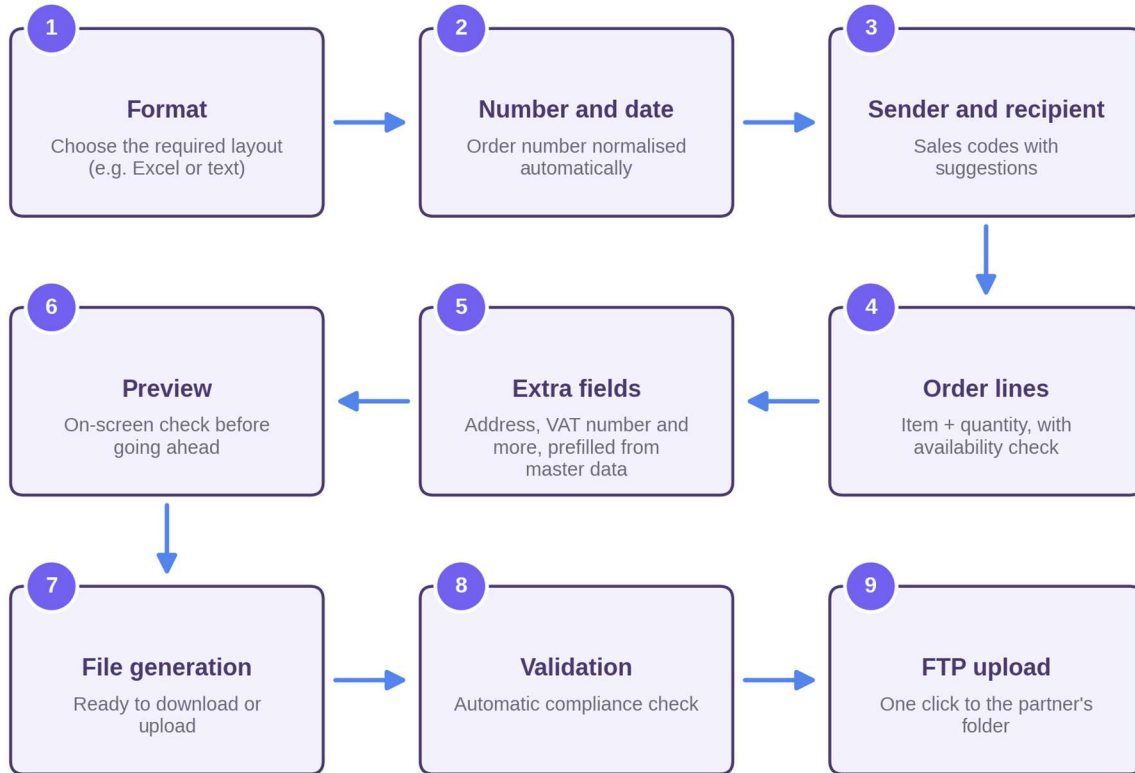
Mode B: steps 1–5 in OMS, step 6 (in light blue) in the partner's systems.

Often both modes are needed

Many customers use **both modes** on different contracts: for example, they receive orders from a retail chain (Workflow A) and send orders to a supplier (Workflow B). At the stand, ask straight away: **“Do you receive orders, send them, or both?”**

Compose order in 9 steps

This is the feature to show in the demo: a guided flow that starts from an order entered on screen and ends with **exactly the file the partner expects**, already checked and uploaded to their FTP server.



The guided Compose order flow.

Details that make the difference

- **Suggestions** for sender and recipient sales codes, with master data details.
- **Quantities checked** against warehouse availability as lines are entered.
- Extra fields (address, VAT number...) **prefilled** from master data.
- Validation **blocks the upload** until the file is compliant.

Integrations and reliability

There's no need to explain how the file-reading engine works: just say that OMS “**speaks the language**” of the layout agreed with the partner.

Integration	What it means for the customer
FTP / exchange folders	The standard channel with large accounts, instead of untraceable email attachments.
Gestra	The ERP remains the single source of truth for items, master data and exported orders.
Sanden-type formats (Excel)	For customers that require spreadsheets with coded columns and sender/recipient sales codes.
Westim-type formats (text)	For legacy fixed-position layouts, incoming and outgoing customer/supplier orders.
Email notifications	Managers informed of import success or failure, with the details needed to fix it quickly.

Data quality

- **Checks before an order is accepted:** the system flags the problem instead of failing silently.
- **Processing history:** what was imported and when.
- **Separate profiles:** a configuration error on one customer doesn't affect the others.

The ILP Consulting service

Layout analysis, FTP profile configuration, go-live support and format updates when the partner changes its specifications.

Stand FAQ

The most frequent questions, with a short answer to give verbally.

Q Do we need to install software on every PC?

No: day-to-day work is done **in the browser**. The server (OMS + database) is hosted or on-premise, depending on the contract.

Q Does it only work with Sanden and Westim?

No, those are **examples** of layouts already supported. New formats are assessed during analysis, based on complexity and volumes.

Q Does the customer need an FTP server?

Full automation requires an FTP server or a **monitored shared folder**. Alternatively, you compose the order and download the file to upload through agreed procedures.

Q What happens if an order is wrong?

On import, the system **does not force** invalid orders and sends a notification with the reason. When composing, validation **blocks the upload** until the file is compliant.

Q Does it replace the ERP?

No: OMS specialises in **orders and file exchange** and integrates with Gestra, which remains the reference for accounting and invoicing.