



OMInteractive

CUSTOMER SUCCESS STORY

Customer Introduction

OMInteractive is a product-based company that has pioneered the design, development and supply of motion-activated interactive projection technology for the rehabilitation, care, health, learning disability, and special education sectors. OMI has led the way in creating inclusive sensory products & immersive environments that engage and motivate people of all ages and abilities.

Challenge #1: OMI primarily offers a range of core projection-based devices that can be customized with various license-based software packages according to client needs. This flexibility allows OMI to tailor their end products, resulting in a win-win situation where both OMI and their customers benefit by optimizing licensing costs and reducing installation efforts.

Solution #1: By utilizing Axolt CPQ (Configure, Price, Quote) module, OMI can generate customer quotes based on numerous combinations of products and services. Additionally, when converting a quote into an order, they have the ability to modify the item list, enabling them to include complimentary items that add value for the customer without incurring extra costs.

Challenge #2: Combining license-based software with core devices requires establishing a manufacturing process cycle for each software combination, which can be cumbersome and prone to human error.

Solution #2: The Axolt ERP system automatically generates a list of Manufacturing orders based on the sales order finalized. While limiting the manufacturing process cycle for a finished product to a minimum, software installation that need to be part of the finished product is guided by the manufacturing traveler document derived from the Order item version.

Conclusion: By leveraging the Axolt CPQ module, OMI can produce tailored customer quotes that optimize both licensing costs and installation efforts, enhancing customer satisfaction. Additionally, the integration of the Axolt ERP system streamlines the conversion of sales orders into manufacturing orders, minimizing the complexity and potential for human error in the production process. This comprehensive approach not only maximizes operational efficiency but also adds significant value for customers, reinforcing OMI's competitive advantage in the market.



ABOUT AXOLT ERP

AXOLT ERP supports the growth of small and medium-sized businesses by integrating all their front and back office processes into a single system. Built on the Salesforce platform, it provides complete visibility of the supply chain from supplier management, inventory management, warehousing and scheduling to sales order management, delivery and warranty & support. It is particularly suited to retailers and manufacturers looking to be more efficient, reduce costs and make it easier for customers to do business with them.