



Web Control Solutions

Your Trusted NetSuite Implementation Partner





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Introduction



Award-Winning NetSuite Alliance Partner

Web Control Solutions is the proud recipient of the 2024 Growth Partner of the Year and the 2025 Industry Partner of the Year for the UK & Ireland – recognition of our deep expertise in the manufacturing sector and the innovative IP we've developed in this space

UK-Based, Industry-Focused

All our consultants are UK-based, bringing local market knowledge and a highly responsive service model. We specialise in working with Manufacturing and Wholesale Distribution businesses, tailoring solutions to the specific challenges of each sector.

25+

Years of ERP
Experience

100%

UK Based Team

45+

Successful
Implementations

80+

Current Customers



Company Overview



About Us

At Web Control Solutions, we bring over 25 years of experience helping Manufacturing and Wholesale Distribution businesses transform their operations through smart, scalable ERP solutions. Our deep industry knowledge, gained from decades of working alongside UK-based SMEs and mid-market companies, allows us to deliver practical, effective implementations that align with how real businesses operate – not just how software is designed.

As a fully UK-based team, we pride ourselves on being highly responsive, easy to work with, and deeply embedded in the industries we serve. We understand the challenges of growing and modernising supply chain-led businesses, and we tailor every project to support the unique goals, workflows, and regulatory environments of our clients.

From process automation to inventory visibility, and from integrated manufacturing to financial control, we're not just technology experts – we're business partners who care about getting it right the first time.

Mission Statement

Our mission is to reduce stress and confusion in the workplace, to simplify, organise and automate. – We believe NetSuite is the perfect tool to help achieve this.

Our Services

Implementation Expertise

At Web Control Solutions, we don't just implement NetSuite – we make it work for your business. With over 25 years of ERP experience, we specialise in delivering projects for manufacturing and wholesale distribution companies that need more than a "one-size-fits-all" approach.

What we deliver:

- Proven methodology – built on SuiteSuccess, enhanced with our own governance model
- Industry alignment – tailored to the realities of shop floors, warehouses, and supply chains
- Practical expertise – UK-based consultants who understand your business challenges

Core areas of expertise:

-  Business process mapping to identify gaps & opportunities
-  Configuration of NetSuite modules to match operations
-  Data migration & validation for accuracy and continuity
-  User training & change management to drive adoption
-  Testing, phased go-live & hypercare for stability and confidence

Specialist knowledge in:

- Manufacturing (discrete & process)
- Wholesale distribution & supply chain
- MRP & WMS (end-to-end traceability & efficiency)
- Integrations with external systems (eCommerce, 3PL, finance, EDI)

Why choose us:

- Award-winning NetSuite Alliance Partner (2024 Growth Partner of the Year, 2025 Industry Partner of the Year – UK & Ireland)
- 100% UK-based team, highly responsive and hands-on
- Over 40 successful implementations and 80+ active customers
- A long-term partner for optimisation, support, and growth



ERP Experts



Manufacturing Expertise



WD Expertise



MRP Expertise



WMS Expertise



NetSuite Training



Data Migration Expertise



Project Management



Certified Consultants



Ongoing Support

Our Services

Technical Expertise

At Web Control Solutions, we combine deep NetSuite development skills with a business-first approach. Our goal is simple: unlock more value from NetSuite while keeping your system future-proof and easy to maintain.

What we deliver:

- Enhancements & customisation – built natively with SuiteScript, SuiteFlow & APIs
- Scalable integrations – Shopify, Amazon, 3PLs, finance tools, EDI and more
- Automation – streamline workflows and reduce manual effort across the business
- AI & advanced reporting – smarter insights to support faster, better decisions

Our expertise covers:

-  SuiteScript (1.0 & 2.x), SuiteFlow & SuiteAnalytics
-  REST & SOAP API integrations
-  Workflow automation across finance, operations & fulfilment
-  NetSuite-native applications (e.g. Field Service Management, Product Configurator)
-  Tailored dashboards & reporting for actionable insights

Why it matters:

- All solutions remain upgrade-safe, aligned with NetSuite's biannual release cycle
- Reduce technical debt with scalable, maintainable development
- Delivered by a UK-based team that blends technical depth with industry know-how
- Practical, results-focused approach – we don't just code, we design with your goals in mind

What you gain:

- Smarter automation → faster operations
- Seamless integrations → connected business
- Tailored solutions → NetSuite that fits your workflows
- Long-term reliability → no conflicts with future updates





Our Approach

Our implementation approach is built on NetSuite's proven SuiteSuccess methodology, enhanced with our own structured governance model and over 25 years of ERP experience. This ensures every project delivers value quickly, reduces risk, and creates a platform for long-term growth.

The SuiteSuccess foundation gives you:

- Pre-defined industry leading practices
- Role-based dashboards tailored for your teams
- Pre-built workflows that accelerate time-to-value
- A structured, phased delivery model

Where we add value:

- Deep manufacturing & wholesale distribution expertise
- Practical process mapping to capture how your business truly works
- Tailored configuration where needed – without over-customisation
- Decades of ERP experience to guide you on best practices

Every project begins with a discovery phase where we immerse ourselves in your business – your processes, people, and priorities. From there, we align NetSuite's capabilities to your operations, configure modules using leading practices, and design enhancements where they add the most value.

We then guide your team through each step of the SuiteSuccess journey:

- Process Mapping & Design – defining requirements & opportunities
- Configuration & Data Migration – building your NetSuite instance with validated, accurate data
- User Training & Change Management – ensuring adoption and confidence across teams
- Testing & Controlled Go-Live – phased delivery that reduces risk and disruption
- Ongoing Support & Optimisation – continuous improvement long after go-live

Our UK-based consultants remain hands-on throughout, providing clear communication, responsiveness, and practical solutions when challenges arise. The result: a NetSuite system that works for your business today and scales with you tomorrow.



Discovery & Design

Configuration & Development



Validation & Adoption



Deployment & Support





Case Studies



➤ Challenge

Danann Air operated on QuickBooks and Google Sheets, relying heavily on manual processes and employee-held knowledge. This setup limited operational scalability and introduced several inefficiencies:

Lack of real-time stock visibility, causing over-ordering and production delays
Fragmented processes across purchasing, sales, and inventory
Manual quality checks – increasing the risk of non-compliance and costly rework
Lack of automated revision control and BOM traceability introduced operational risk and slowed product updates
QuickBooks lacked support for multi-departmental workflows, creating silos and blind spots

These gaps exposed the business to operational risk, reduced agility, and constrained growth.

➤ Solution

Danann Air selected NetSuite ERP, NetSuite Quality Management System (QMS), and the NetSuite Dunning Letters SuiteApp to centralise operations, improve compliance, and support scalable growth. The implementation replaced fragmented tools with a single, cloud-based platform tailored to manufacturing needs

Partnering with Web Control, Danann Air transitioned from reactive, manual processes to proactive, data-driven operations—eliminating blind spots and unlocking efficiency across departments.

Key Implementation Highlights:

- Unified purchasing, sales, and inventory into one system
- Real-time stock visibility with full serial number traceability
- Embedded automated quality checks in production
- Full revision control and BOM traceability via WIP and Routings
- Role-based dashboards for operations, finance, technical, and quality teams
- Automated multi-tiered Dunning reminders to improve cash flow and reduce overdue payments

➤ Outcome

- Inventory traceability improved ten-fold
- Improved purchasing precision through live stock levels and supplier integration
- Embedded quality controls aligned to ISO standards, reducing rework and audit risk
- Digitised production and quality workflows, eliminating paper trails and bottlenecks
- Minimized manual handoffs across departments, freeing teams to focus on strategic tasks
- Enabled mobile-first production tracking across warehouse operation
- Accelerated collections and improved cash flow via automated, tiered Dunning reminders

Danann Air now operates with greater agility, compliance, and control—supported by a unified cloud platform that scales with their growth



Case Studies



➤ Challenge

Kingfisher was operating on a legacy ERP system (Charisma – Green Screen) that had become a significant operation hurdle:

- Limited concurrent users
- Limited warehouse stock control – difficult to manage lot numbers and use-by dates efficiently
- Sales processes lacked integration—stock planning was a manual task
- Manual container and landed cost tracking – spreadsheet-based
- Finance team's dependant on manual updates to trigger billing and payments
- Reporting gaps – particularly for those maintained outside of the system

These issues created blind spots, operational inefficiencies, and risk exposure across the business.

➤ Solution

NetSuite Manufacturing ERP + ProSKU WMS + Zone & Co OCR + TrueCommerce

Partnering with Web Control, Kingfisher implemented a comprehensive cloud-based solution tailored to their wholesale distribution needs.

Implementation Highlights

Real-time inventory tracking and automated lot number traceability
Role-specific dashboards for sales, operations, finance, technical, and QA teams
Unified order-to-cash, procure-to-pay, and record-to-report workflows
Custom-built bulk approvals process to streamline internal decision-making
Full warehouse automation with ProSKU for faster, more accurate fulfilment
Seamless AP automation with Zone & Co's OCR tools
Cloud-native architecture—eliminating server issues and improving team-wide visibility

➤ Outcome

- Sales now operate with live stock insights, boosting order accuracy and responsiveness
- Purchasing teams can view and manage all POs in a single platform
- Finance benefits from automated invoice processing and payment workflows
- Paper-heavy processes have been digitised, reducing delays and human error
- Reduced manual intervention across departments, empowering staff to focus on value-add tasks
- Improved traceability from source to customer, strengthening compliance and quality control



Case Studies



➤ Challenge

With rapid growth and increasing operational complexity, Tron's existing tools (Xero + TrackPod + OpenCart) couldn't keep up

- Non-Standard manufacturing processes with limitless cutting combinations
- Limited team resources for testing and training
- Complex integration between OpenCart, TrackPod and Netsuite
- Heavy reliance on automation – but without system harmony

These gaps created inefficiencies, reduced visibility and introduced risk across the business

➤ Solution

Tron Partnered with Web Control, to implement a tailored solution: NetSuite Manufacturing Standard ERP + Integrated eCommerce + TrackPod

Key Implementation Highlights:

- Custom offcut handling tied to BOM revisions with manual override
- Additional time and resource from implementation team spent with customer to walk through key business processes to aid understanding
- Automatic item replacement and work order creation process implemented to avoid excessive manual handling of record creation in key bottleneck areas
- Role-based dashboards for operations, finance, technical, and quality teams
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➤ Outcome

- Sales now operate with live stock insights, boosting order accuracy and responsiveness
- Purchasing teams can view and manage all POs in a single platform
- Finance now benefits from automated invoicing and payment workflow
- All offcuts are tracked for reuse where possible



Client Testimonials



Wholesale Distribution Implementation

Rosie Adams
Operations Director

Working with Web Control during our ERP project was genuinely a pleasure. They were not only very knowledgeable but also incredibly supportive and easy to collaborate with. Their team felt like an extension of ours, and their input made a real difference in how smoothly everything ran.

What stood out most was their responsiveness – they always got back to us quickly and kept communication clear and consistent. They were exceptionally organised and went the extra mile to ensure we understood each process and every step of the project.



Manufacturing Implementation

Joanne Rose
Financial Controller

I would say that we are so happy with how the whole implementation / training process has gone overall. The support from the Web Control team (especially Kat who has gone above and beyond) has been invaluable especially to myself as team lead. It has been a very seamless transfer from the old system to the new with very little noise made regarding the changes from the team here at NHC.



Support Customer

Chris Zammet
Head of IT

I would like to take this opportunity to acknowledge and commend Web Control's exceptional work on our 'Price List' project. The attention to detail, efficiency, and dedication have been truly commendable. The work delivered has not only met but exceeded our expectations, adding immense value to our internal processes. Their efforts have streamlined our approach and contributed significantly to our overall operational effectiveness.



Industry Expertise

"Trusted by leading businesses across the UK"

We're proud to work with a diverse range of companies who rely on our expertise to deliver results. Here are just some of the organisations we've partnered with.

Wicked Brick is a UK-based company that designs and manufactures premium acrylic display cases and stands to protect and showcase LEGO® sets and other collectibles.



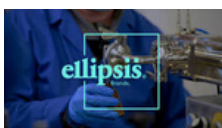
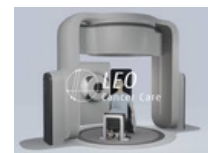
Storm Environmental is a UK-based manufacturer and supplier of heavy-duty, four-wheeled steel waste and recycling containers—plus repair, refurbishment, and urban bin housing solutions for businesses and local authorities.

Ocean Bottle is a London-based BCorp certified reusable water bottle brand that funds the collection of 11.4 kg (≈1,000) ocean-bound plastic per bottle sold, supporting coastal communities through fair-pay recycling partnerships and aiming to prevent billions of plastic bottles from entering the sea.



Torr Scientific is a UK-based industrial-machinery manufacturer specialising in ultra-high vacuum (UHV) optics and X-ray/electron-optical components—offering custom glass-to-metal seals, UHV viewports, thin-film and nanotextured anti-reflective coatings, and bespoke scientific vacuum glassware for research and industrial applications

Leo Cancer Care is a UK-based medical-equipment company pioneering upright, gantry-free radiation therapy systems—like MARIE™ and RUBY™—that rotate the patient (not the machine) to simplify setup, boost throughput, and provide a more comfortable, human-centred experience



Ellipsis Brands is a UK-based beauty brand incubator and personal care product manufacturer that creates, formulates, and produces science-informed skincare, grooming, and haircare brands—vertically integrating formulation, design, manufacturing, and marketing in its Norfolk innovation factory.



Industry Expertise

"We work with over 80 Manufacturing and Wholesale Distribution customers across a diverse range of industries, bringing our expertise to deliver tailored solutions that meet the unique needs of each sector we serve."

Nexeon is an Oxfordshire-based battery materials company pioneering advanced silicon-anode technology (NSP1™/NSP2™) that enables lithium-ion batteries—with up to ~50% higher energy density and faster charging—to be lighter, longer-lasting, and more sustainable, working with global EV and consumer electronics OEMs



Marshall Amplification is a British music-equipment company, founded in London in 1962 and now based in Milton Keynes, that designs and manufactures iconic guitar amplifiers, speaker cabinets, effects pedals, and consumer audio products under the Marshall brand

Dennis Eagle is a UK-based specialist manufacturer of refuse collection vehicles (RCVs), producing chassis and bodies—such as the Elite+, eCollect, and Olympus Midi—for waste and recycling collection, serving municipal and commercial fleets worldwide as part of the Terberg Environmental Group



Nortek Global HVAC is a U.S.-based manufacturer of residential, light commercial, and custom HVAC systems—producing energy-efficient heating, cooling, ventilation, and air quality equipment under brands like Frigidaire, Maytag, Gibson, Intertherm, Broan and Reznor, now part of Rheem since 2024.

Erwin Hymer Group is a German-based manufacturer and distributor of recreational vehicles—encompassing motorhomes, caravans and campervans across 20+ brands (Hymer, Bürstner, Dethleffs, Elddis, Xplore, etc.), and offering complementary services such as accessories, vehicle rental and financing to deliver comprehensive mobility and leisure solutions



GUSBOURNE

Gusbourne is a Kent-based English winery producing award-winning vintage sparkling wines—and select still wines—from estate-grown Chardonnay, Pinot Noir and Pinot Meunier, recognised internationally through accolades and expansion into exports and vineyard growth.



WEB CONTROL
SMART BUSINESS SOLUTIONS



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