



RS Safety Solutions

Client Success Story



RS Safety Launches B2B eCommerce for SAP B1

RS Safety Solutions is a leading specialist in PPE, hygiene, workplace safety, and protective equipment for the food manufacturing industry. To modernise its digital operations, RS Safety Solutions launched a fully integrated B2B eCommerce platform powered by Experlogix Digital Commerce.

Designed to work out-of-the-box with SAP Business One, the new solution delivers real-time ERP integration, streamlined ordering workflows, and enterprise punchout capabilities. As a result, customers benefit from tailored catalogue downloads, uniform management, and seamless procurement integration. Meanwhile, RS Safety Solutions gains a scalable, future-proof platform that not only drives operational efficiency but also fosters digital growth.

Challenge

As RS Safety Solutions expanded its B2B operations, maintaining a bespoke eCommerce platform became increasingly difficult. The existing system lacked both flexibility and scalability, creating challenges such as:

- **Complex B2B ordering with kits, budgets, and approval workflows**
- **Customer-specific catalogue downloads**

PRODUCTS

SAP Business One

BENEFITS

- Operational Efficiency
- Enhanced Customer Experience
- Scalability and Future-Proofing

COUNTRY

United Kingdom

- **Integration with SAP Business One for real-time data**
- **Supporting customer ordering directly from procurement systems**

These limitations hindered efficiency and made it harder to deliver the seamless digital experience customers expected.

Solution

RS Safety Solutions partnered with Experlogix Digital Commerce to implement an out-of-the-box (OOTB) WebShop integrated with SAP Business One. The solution included:

- **Uniform Management Pack for streamlined PPE ordering**
- **Real-time integration with SAP B1, ensuring accurate pricing, stock, and account data**
- **Order punchout capability for enterprise procurement systems**
- **Experlogix Digital Commerce API and Document Automation combined to enable automated catalogue creation**

Ultimately, this approach delivered a scalable, future-proof platform that not only simplified complex B2B workflows but also significantly enhanced the overall customer experience.

Result

The transformation delivered significant benefits:

- **A modern, fully integrated WebShop replacing the bespoke system**
- **Real-time ERP connectivity for accurate data and faster order processing**
- **Punchout functionality enabling enterprise customers to order directly from their procurement systems**
- **Automated catalogue generation, reducing manual effort and improving accuracy**

As a result, RS Safety Solutions now offers a frictionless digital experience that empowers customers to self-serve, while simultaneously maintaining compliance and ensuring operational efficiency.



Outcomes

- **Streamlined B2B Ordering** – Simplified complex workflows, including kits, budgets, and approval processes.
- **Enhanced Customer Experience** – Customers can easily download tailored catalogues and order via procurement systems.
- **Real-Time ERP Integration** – Accurate pricing, stock, and account data through seamless SAP Business One connectivity.
- **Punchout Capability** – Enterprise customers can place orders directly from their procurement platforms.
- **Automated Catalogue Creation** – Experlogix Digital Commerce API and Document Automation reduce manual effort and errors.
- **Future-Proof Digital Platform** – Out-of-the-box WebShop with Uniform Management Pack ensures scalability and flexibility.

RS Safety Solutions are now positioned for scalable growth, repeat ordering, and enhanced customer satisfaction in a competitive market.



Want to learn more?

Speak with one of our experts.

Get Started

Benefits

- **Operational Efficiency** – Reduced manual processes and faster order fulfilment.
- **Improved Accuracy** – Real-time data eliminates errors in pricing and inventory.
- **Customer Satisfaction** – Self-service capabilities and procurement integration enhance user experience.
- **Scalability** – A flexible platform that grows with business needs.
- **Compliance and Control** – Built-in approval workflows and budget management maintain governance.
- **Cost Savings** – Lower maintenance costs compared to bespoke systems.