



HARDWARE ASSOCIATION IRELAND
CORPORATE PARTNERS

HAI Corporate Partners

Hardware Association Ireland (HAI) Corporate Partners offer a range of services and exclusive offers for HAI members in a broad range of business areas such as cash management, insurance and more:

CASH MANAGEMENT



Brink's Cash Services

What we do: Offer a secure, competitive alternative solution for banking

What we do for you:

- Collect & transport your cash deposits securely to our cash centre
- Count, verify, report & EFT your funds directly into your account overnight
- Coin/Note deliveries & Smartsafe technology.

Contact: Denise McCarthy
1890 474 000
denise.mccarthy@brinks.com
www.brinks.com

CREDIT & FINANCIAL MANAGEMENT



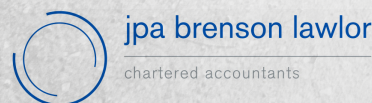
Credit Risk Brokers

What we do: Specialist credit insurance brokers for your sector.

What we do for you:

- At no extra cost, Credit Risk Brokers will help HAI members get better value from their trade credit insurance
- Free debtor book review & risk assessment
- Source the right type of debtor risk cover for your business.

Contact: James Riordan
01 491 6007
james.riordan@creditriskbrokers.com
www.creditriskbrokers.com



JPA Brenson Lawlor

What we do: Accountants & Business Advisors, specialising in the hardware sector.

What we do for you:

- Advising on business acquisitions & business disposal
- Advising & supporting on tax & succession planning
- Tax efficient hardware business restructuring & the provision of efficient compliance services.

Contact: Ian Lawlor
01 668 9760
ian@brensonlawlor.ie
www.brensonlawlor.ie



LCMS Ltd

What we do: End to end Credit & Debt Management designed to increase cash-flow.

What we do for you:

- Professional & efficient credit control & overdue account collections
- Legal & litigation Services
- Targeted credit control procedures & techniques.

Contact: Billy Nolan
087 2604625
billy@lcms2.com
www.lcms.ie



Walfrid Private (Zero Tax Property)

What we do: Avoid the volatility of the stock market and provide consistent and predictable returns into your pension.

What we do for you:

- We unlock the power of property through your pension with 0% tax on your rental income or growth!
- We handle everything, from consolidating your pensions, sourcing the property, purchasing the property, refurb and fit out and finally tenancy which provides the cashflow

Contact: Walfrid Private
(01) 458 4327
info@walfridprivate.ie
www.walfridprivate.ie

ECOMMERCE & IT SUPPORT



Agility Software

What we do: Intuitive EPOS solutions, with clients ranging from supermarkets to builders merchants and pet, outdoor and country stores.

What we do for you:

- Simplify and streamline your business with advanced, accurate and highly intuitive EPOS systems
- Fully integrated solutions adapted to your needs
- A single or multiple-till approach, integrated card payments, back office software, stock control, purchasing, reporting, fully integrated ecommerce solution, mobile apps or accounting solutions.

Contact: David Malcolm
+44 7557 424660
david@agility-software.com
www.agility-software.com



Core Tech

What we do: Provide a niche, agritech software solution for the dairy, grain and enterprise hardware retail sectors.

What we do for you:

- A full analysis of your business to give us in-depth insight into how our solutions can be tailored to give your business a strategic advantage.
- Our software consultants have an exceptional track record for delivering flawless solutions to organisations of varying size and complexity.

Contact: Geraldine Quinlan Burke
025 41400
geraldine.quinlan@coretechnology.ie
www.coretechnology.ie



Intact Software

What we do: Develop, implement & support leading ERP & business management software solutions for the hardware & builders merchant industry.

What we do for you:

- Award winning business software/ecommerce/mobile solutions designed specifically for merchants (For 3-2,000+ users)
- Implemented & supported by a local team of industry & technology experts
- Multiple deployment options managed by our skilled ICT team.

Contact: Mark Gurney
042 933 1742
mark.gurney@intactsoftware.com
www.intactsoftware.com



.IE

What we do: The national registry for .ie domain names – the trusted online identity preferred by businesses in Ireland.

What we do for you:

- Operate & maintain the .ie database providing a trusted pathway to the Internet
- Advocate for digital adoption
- Produce fact-based research charting the attitudes to digital of SMEs & consumers
- Provide practical resources for SMEs.

Contact: Alan Finneran
01 236 5400
afinneran@weare.ie
www.weare.ie



Kerridge Commercial Systems

What we do: Specialist ERP, Business & Retail Management Software.

What we do for you:

- Deliver high performance, integrated cloud-based solutions
- Provide fully integrated software with modules that support improved stock control, warehouse management, sales orders, accounting, delivery management & more
- Invest in R&D providing you with the right solutions for your market.

Contact: Elaine Snuggs
087 1405 483
elaine.snuggs@kerridgecs.com
www.kerridgecs.com



Magico

What we do: As an award-winning ecommerce agency, we help leading Hardware and Construction Retailers get online and grow fast.

What we do for you:

- Offer a turnkey solution for ambitious retailers, with our ecommerce platform, AB Commerce, encompassing best-in-class eCommerce functionality to get you successfully trading online as quickly as possible.
- Integrations with prominent trade & B2B EPOS/ERP system
- Our dedicated customer success team have a wealth of experience with the Hardware and Construction industry and understand how it works.

Contact: Orla Cooney
065 6864580
ocooney@magico.com
www.magico.com



Monsoon Consulting

What we do: Deliver best in class B2B and B2C eCommerce solutions for our clients to help them grow & maximise their online business.

What we do for you:

- Consultancy & Business Planning
- Creative, UX & UI Design
- Website Build & System Integrations.

Contact: Bharat Sharma
01 4750066
bharat.sharma@monsoonconsulting.com
www.monsoonconsulting.com

ENERGY MANAGEMENT



DCS Group

What we do: Electrical, Energy & Sustainability Infrastructure Solutions with a focus on Business-to-Business operations.

What we do for you:

- **Energy:** Help you reduce your energy costs and generate revenue opportunities through strategic management of your energy assets
- **Electrical Infrastructure:** Provide high quality cost effective and safety focused Electrical & Energy infrastructure.
- **Asset Compliance:** Mitigate any risks associated with Statutory & Sustainability Reporting.

Contact: Caroline Sugrue

066 7181836

carolinesugrue@dcsgroup.eu

www.dcsgroup.eu

FIELD SALES AND MARKETING



CPM Ireland

What we do: Grow brands and drive sales for our clients by providing integrated sales solutions that increase sales and profitability.

What we do for you:

- Our unique sales approach LIQUID combines a mix of Physical, Digital and Verbal resources that helps brands to sell more, drive distribution and create brilliant brand experiences.
- We predict, adapt and respond to sales opportunities using skill, technology and data insights to support our sales solutions.
- We employ data analytics to support our salespeople with the skills to provide actionable insights, such as where to call, when to call or predicting off-sales before they happen.

Contact: Anne Kelly

01 7080300

sales@cpmire.com

www.cpmire.com



an ADVANTAGE ISMOLLAN company

REL Field Marketing

What we do: Build solutions that win where people are engaging with or buying your product or service.

What we do for you:

- Sales & merchandising, auditing, mystery shopping, sampling.
- REL use several deployment options: dedicated teams, on-demand teams, syndicated (shared cost) teams and crowdsourcing.
- REL is part of global Advantage Smollan Group

Contact: Paula Lawlor

01-469 3758

hello@relfm.ie

www.relfm.ie



Sales-i

What we do: Simple, effective sales analytics software

What we do for you:

- Drive sales with data and real-time analytics
- Empower your sales team with mobile application
- Provide full visibility of product sales and customer trends

Contact: Ros McGill

0044 121 4891070

jdownes@sales-i.com

www.sales-i.com

HR SUPPORT



TSA Consultants

What we do: TSA provide expert advice to employers regarding compliance with Employment Law and how to solve difficult HR problems in a fair and compliant manner.

What we do for you: TSA offers key advice and guidance in areas such as:

- HR Consultancy & Support
- Employment Law
- HR Documents
- Conflict Resolution
- Training

Contact: Tommy Smyth

021 4634154

tommy@tsaconsultants.ie

www.tsaconsultants.ie

INSURANCE



O'Leary Insurance Group

What we do: Provide a competitive Hardware Insurance Product.

What we do for you:

- Secure competitive quotes & place policies for businesses struggling with increased premiums and possible inadequate covers
- Provide access to a panel of insurers for businesses of all shapes & sizes from small enterprises to large
- Place all other forms of insurance e.g. motor fleet, engineering, management liability, cyber insurance.

Contact: David Lombard

021 4730005

dlombard@oli.ie

www.olearyinsurances.ie

LOGISTICS



Woodland Group

What we do: Provide innovative logistics, ecommerce & supply chain management services on a global scale.

What we do for you:

Tailored services & support including:

- Customs consultancy
- Supply chain management - free no commitment health check
- Global transportation & freight forwarding.

Contact: Lee McMullan

01 8111500

lee.mcmullen@woodlandgroup.com

www.woodlandgroup.com

MATERIALS HANDLING



Combilift

What we do: We are a global manufacturer of multi-directional forklifts and an acknowledged leader in long load handling solutions.

What we do for you:

Tailored services and support including:

- A revolutionary free site optimisation survey to help you reduce storage costs and increase throughput efficiency.
- Provide a detailed follow-up report with the next steps.
- Provide a unique level of customisation and adaptability, catering effectively to your company's storage needs

Contact: Anthony Rooney

047 80500

anthony.rooney@combilift.com

www.combilift.com



Henley Forklift Group Ltd

What we do: Nationwide supplier of materials handling equipment with a mobile service network of over 40 engineers.

What we do for you:

Tailored services and support including:

- Our nationwide network of mobile service engineers provide a 4-hour response time to our customers
- 97% spare parts availability ensuring any issues are resolved first time, every time
- Offer both casual hire and long term rental contracts.

Contact: Mark Kenny

01 620 9200

sales@henley.ie

www.henley.ie

PAYMENT SERVICES



AIB Merchant Services

What we do: Use the best technology & work with the world's largest processor of electronic transactions to provide the right payments systems for every type of business.

What we do for you:

- Meaningful reporting with unique Main Street Insights Tool
- HAI member-exclusive transaction rates
- Dedicated & fully serviced Merchant helpdesk.

Contact: Owen Ball

087 7715973

owen.ball@aibms.com

www.aibms.com



Bank of Ireland Payment Acceptance (BOIPA)

What we do: Deliver a competitive and innovative solution that eliminates prohibitive, complex structures associated with non-cash payments.

What we do for you:

- Transparent and reasonable pricing, without complexity or hidden fees
- Next-day settlement, irrespective of who you bank with
- With our range of pricing models there's no need to turn down low value card deals

Contact: Rory Brennan

1800 806 298

Rory.Brennan@boipa.com

www.boipa.com

PRINT MANAGEMENT



W&G Baird

What we do: One of Ireland's largest Commercial Printers capable of litho, large print & digital print across all sectors.

What we do for you:

- Manage your printing project from start to finish with dedicated customer service representatives covering small digital runs such as business cards to large brochures & catalogues.
- Walk you through the printing process & aim to save you money & deliver to your expectations.

Contact: Sam Sharpe
+44 (0) 75 8311 9846
sam.sharpe@wgbaird.com
www.wgbaird.com

RECYCLING SOLUTIONS



European Recycling Platform

What we do: We provide WEEE & Waste Battery compliance to Producers & Retailers.

What we do for you:

- If you have Producer Obligations we provide high-quality compliance & simplify the complexities of compliance & reporting
- If you have Retailer Obligations we provide a free of charge WEEE & Battery collection service at your Retail outlets.

Contact: Martin Tobin
01 6624040
martin.tobin@erp-recycling.org
www.erp-recycling.ie

SECURITY SYSTEMS



MYNET

What we do: Provide a full end-to-end security service from design, installation, monitoring and maintenance of industry-leading detection & security technology.

What we do for you:

- We protect property, create safe workplaces, and ensure business continuity.
- Our Early Intervention specialists will immediately intervene using on-site public address systems to stop the damage before it is done, all remotely from our 24/7 Monitoring Centre.
- Provide a suite of professional security services include installation and monitoring of Intruder Alarms, Fire Alarms, CCTV, Access control and more all delivered by a professional team nationwide.

Contact: Jack Raeburn
062 69112
jack@mynet.ie
www.mynet.ie

SHOPFITTERS/RACKING SYSTEMS



Johnston Shopfitters

What we do: Complete Turn-Key Fit-Out services.

What we do for you:

- Maximise the functionality and aesthetics of your store, ensuring the best shopping experience for your customers.
- Design, Manufacture, Installation & Project Management services of Bespoke/Standard Retail Fixtures, Fittings, Graphics & Signage.
- In-house manufacturing facilities and wide range of shelving, display equipment for your day-to-day retail needs.

Contact: Shane Brennan
01 4190419
sales@johnston-shopfitters.com
www.johnston-shopfitters.com



OHRA Racking Solutions

What we do: Storage solutions for builders merchants and DIY stores

What we do for you:

Tailored services and support including:

- Bespoke storage solutions to fit your warehouse and meet your product storage requirements
- Cantilever, pallet, vertical racking and rack-clad building
- Consultation, planning, production, installation and aftersales services.

Contact: Seamus Coyle
+44 28 82 24 78 58
coyle@ohra.ie
www.ohra.ie



Storefit Shopfitters

What we do: Manufacturers and installers of quality shelving, counters and shop-fitting displays.

What we do for you:

- Nationwide services with manufacturing and distribution centres in Cork and Dublin
- Design, planning and manufacturing service bespoke to your company's needs with in-house design team
- Efficient installation service with minimum disruption to trade

Contact: Eamonn Brien
021 4344544
Eamonn.brien@storefit.com
www.storefit.com

STOCKTAKING



Scanmatix

What we do: Multi-disciplinary stock management, tailored to your needs.

What we do for you:

- **Self-scan (Do-it-yourself):** We address your needs as a retailer, to make a powerful, easy to use system to minimise disruption to your normal day to day tasks.
- **Managed/Service scan:** Our experienced team is consistently working on stocktakes delivering high accuracy counts.
- **Managed/Service scan:** Our experienced team is consistently working on stocktakes delivering high accuracy counts.
- **SaaS Platform:** Includes Bespoke integration, Centrally managed scanners and Custom workflows

Contact: Alex O'Brien
089 2514005
alex@scanmatix.com
www.scanmatix.com

TELECOMMUNICATIONS SALES & INSTALLATIONS



IP Telecom

What we do: IP Telecom is a dedicated, built-for-business phone solution that takes communication and integration to the next level.

What we do for you:

- Cut your overhead
- Simple-to-operate telecom systems with flexibility and system integration.
- Remotely enable your workforce and gain new data advantages

Contact: Sales Team
01 687 7777
sales@iptelecom.ie
www.iptelecom.ie



Novatel Communications Ltd

What we do: Specialise in high performance telecommunications products including Mobile Phone Repeaters, Cellular Antennas/Routers & Wi-Fi.

What we do for you:

- Novatel enhances cellular communications for Mobile Phone Voice Calls and Mobile Data Connectivity, regardless of building type/size, environment, or location.
- Our Cellular Broadband System delivers reliable connectivity right into your business and home, regardless of location.
- Novatel offers support and guidance for DIY installs on all our products.

Contact: Niamh Cullen O'Reilly
022 23440
niamh@novatel.ie
www.novatel.ie

By becoming a Hardware Association Ireland Corporate Partner, you can link your organisation to the pursuit of excellence and quality in the Hardware, Building Materials & DIY sector.

If you are a Business Support provider and are interested in Corporate Partnership with Hardware Association Ireland, then contact us today:

Hardware Association Ireland
Blackchurch Business Park
Naas Road
Rathcoole
Co. Dublin
D24 C796

01 2980969

Info@hardwareassociation.ie
www.hardwareassociation.ie

