

Integrated ERP and WMS platform for wholesale, distribution and logistics companies, connecting sales, stock, warehouses, transport and finance to simplify complex operations.

These customer stories showcase how Racordo helps companies turn complexity into a reliable business backbone.



Cairox grows with Racordo

Scalable operations, configurable workflows
and reliable logistics.

Cairox Belgium, part of the family-owned Airvance Group, supplies heating, ventilation and air conditioning products to professional installers and engineering firms in Belgium and Luxembourg. With two central warehouses and 12 pick-up branches, speed, stock availability and control are essential.

The challenge

As its customer base grew, the legacy DOS-based system could no longer keep up. Cairox needed one ERP and WMS platform for pricing, stock and warehouse flows across multiple sites, with processes its own teams could configure as the branch network expanded, without depending on IT.

Why Racordo

Racordo was chosen for its wholesale expertise, multi-site capabilities and configurable workflows. Order flows, transport handling, price structures and even new pick-up branches are configured by key users. Its open architecture lets Cairox feed Salesforce and Qlik Sense with Racordo data.

What changed

Sales, purchasing, stock, logistics and pricing run on one platform across all sites. Orders from the e-shop, the quotation module and the pick-up branches feed the same warehouse and transport flows, with consistent pricing and discounts.

What Racordo delivered

- 50% of orders via the e-shop, 25% via the quotation module
- Carrier interfaces with track-and-trace
- Centralised pricing and discount logic
- Continuous upgrades since 2003

"Racordo gives us the flexibility to **configure processes and workflows ourselves**, aligned with the needs of our organisation and users. Despite two changes of ownership since 2003, Cairox Belgium has kept Racordo as its platform."

Jan Dhaenens
CEO, CAIROX BELGIUM

CAIROX IN NUMBERS

210
employees

2
central
warehouses

12
pick-up
branches

Racordo
partner since
2003

Want to **simplify** your wholesale operations?

Discover how Racordo can help your organisation improve process control, warehouse performance and business continuity.

Book a demo

www.racordo.com

Discover more stories

