



MERLIN ERP

EXTENDED PROFILE

OVERVIEW

Merlin ERP is a modular, distribution-focused ERP built for wholesalers, distributors, merchants and retailers. If your operation runs a trade counter, manages complex product catalogues, sells to accounts on negotiated terms, or makes multi-drop deliveries, the system has specific functionality for each of those scenarios.

- Builders' merchants and building supplies, including plumbing, timber, fixtures and related trades.
- Industrial and electrical supply, including barcoding support and gap-selling tools for broad product ranges
- Food and food service distribution
- Engineering and manufacturing distributors

HISTORY AND ACQUISITION

Originally founded in 1976 and headquartered in Chesterfield, England, Merlin Business Software was [acquired by Aptean](#) in October 2022. It continues to operate from its UK base, with the same team and product.

The system covers the full order-to-delivery cycle including quoting, sales order processing, stock management, purchasing, invoicing and financials.

CORE CAPABILITIES

- Sales order processing handles order entry through to despatch. The system flags alternative products and suggests gap-selling opportunities at the point of order.
- The stock management module tracks inventory in real time. Purchase order processing links directly to stock levels and triggers replenishment automatically, reducing the manual checking that typically falls to buyers or warehouse managers.
- The CRM module manages account relationships, tracks interactions, and supports proactive account management. It's integrated with sales and order data rather than operating as a separate system, so sales teams can see account history and outstanding orders in context.
- Merlin Analytics provides business intelligence across distribution, wholesale, manufacturing, and merchant operations. Reports can be configured to surface role-specific data.
- For businesses with a physical trade counter, Merlin includes purpose-built counter sales functionality, including the aforementioned barcoding as standard.
- The system supports tiered pricing structures and customer-specific trade agreements arrangements.
- Merlin also includes a full management accounting suite: Sales Ledger, Purchase Ledger, and Nominal Ledger. It handles transaction posting, reconciliation and reporting without requiring a separate accounting package.

SOFTWARE SPECIFICATION

OVERVIEW	
PRODUCT NAME	Merlin ERP
BUSINESS SECTORS	
DISTRIBUTION	✓
GOVERNMENT & NPO	✗
MANUFACTURING	✓
RETAIL	✓
SERVICES	✗
INDUSTRY	
AEROSPACE & DEFENSE	✗
AUTOMOTIVE	✗
CHEMICAL	✗
CONSTRUCTION	✓
COSMETICS	✗
ELECTRONICS	✓
ENERGY/POWER/UTILITIES	✗
ENGINEERING	✓
FASHION	✗
FINANCIAL SERVICES	✗
FOOD & BEVERAGE	✓
LOCAL GOVERNMENT	✗

MEDIA	×
MEDICAL & HEALTHCARE	×
METALWORKING	×
OILFIELD	×
PACKAGING	×
PAINT & ADHESIVES	×
PHARMACEUTICAL	×
PLASTICS & RUBBER	×
PRINT & DESIGN	×
RENTAL	×
TELECOMMUNICATIONS	×
WOODWORKING	×
CANNABIS	×
EDUCATION	×
NONPROFIT	×
ERP SOFTWARE FEATURES	
BILLING	✓
BUSINESS INTELLIGENCE/ANALYTICS	✓
COSTING	×
CRM	✓
CUSTOMER SERVICE	×
PRODUCT DESIGN	×
FINANCIALS & ACCOUNTING	✓
HR	×
INVENTORY MANAGEMENT	✓

ORDER MANAGEMENT	✓
PLANNING & SCHEDULING	✗
PROJECT MANAGEMENT	✗
PURCHASING	✓
QUALITY CONTROL	✗
SALES	✓
SHIPPING & DISTRIBUTION	✓
SUPPLY CHAIN MANAGEMENT	✓
WAREHOUSE MANAGEMENT	✓
ASSET MANAGEMENT	✗
DOCUMENT MANAGEMENT	✗
CUSTOMER SUITABILITY	
ENTERPRISE (1000+ EMPLOYEES)	✗
MEDIUM SIZE (251-1000 EMPLOYEES)	✓
SMALL BUSINESS (1-250 EMPLOYEES)	✓
ADDITIONAL PRODUCT INFO	
MULTI LANGUAGE	✗
MULTI CURRENCY	✗
CUSTOMIZABLE	✓
SYSTEM HOSTING	
CLOUD	✓
INSTALLED ON PREMISE	✓
SUPPORT LOCATIONS	
AFRICA	✗
ANTARCTICA	✗

ASIA	X
AUSTRALIA	X
EUROPE	✓
NORTH AMERICA	X
SOUTH AMERICA	X
FURTHER INFORMATION	

SOFTWARE SCREENSHOTS

Suggested Purchase Orders

Create Sup Note Add Part Print Orders Purch. Stock Depot Move Statistics History Disc. Sales Weekly Top 10

Account	Name	Value	Part	Description	Quantity	Price	Disc 1	Average 4 month	Average 12	UOCI	UCI	On Hand	
MARKET	Market Produce	1288	MBH	Demo Product for show only.		315.00	120.0000	0.00	424.00	141.33	each	1	5000.00
MBH	MBH Supplies Lt.	38070	MBH001	Bosch 18V Li-Ion Cordless Combi Drill	6.00	45.0000	0.00	0.25	0.00	EACH	1	499.00	

General Depots

Name	MBH Supplies Limited	Suppl	Part No.	MBH	All Depots?	<input type="checkbox"/>	Legend	On Hand	5000.00
Tel			Description	Demo Product for show only.				Allocated	437.00
Fax								On Order	625.00
Min. Order Value	0.00							Free	5224.00
Max. Order Value	0.00							Cost	120.0000
Carriage Paid	0.00	Min Stock	5500.00	Reorder	5500.00	UOI	1	MTD	240.00
Carriage Charge	0.00	Max Stock	5600.00	EOQ	5.00			Month 1	112.00
Current Value	38070.00	STG		Pack Qty	567.00			Month 2	1253.00
OS Order Value	489080.40			Lead Time	12			Month 3	1.00
Rate	1.0000000000	Overdue		Date Created	13/07/2020			Month 4	330.00
Due Date	05/06/2025							Yearly	1696.00

Include Usage
Auto Note

