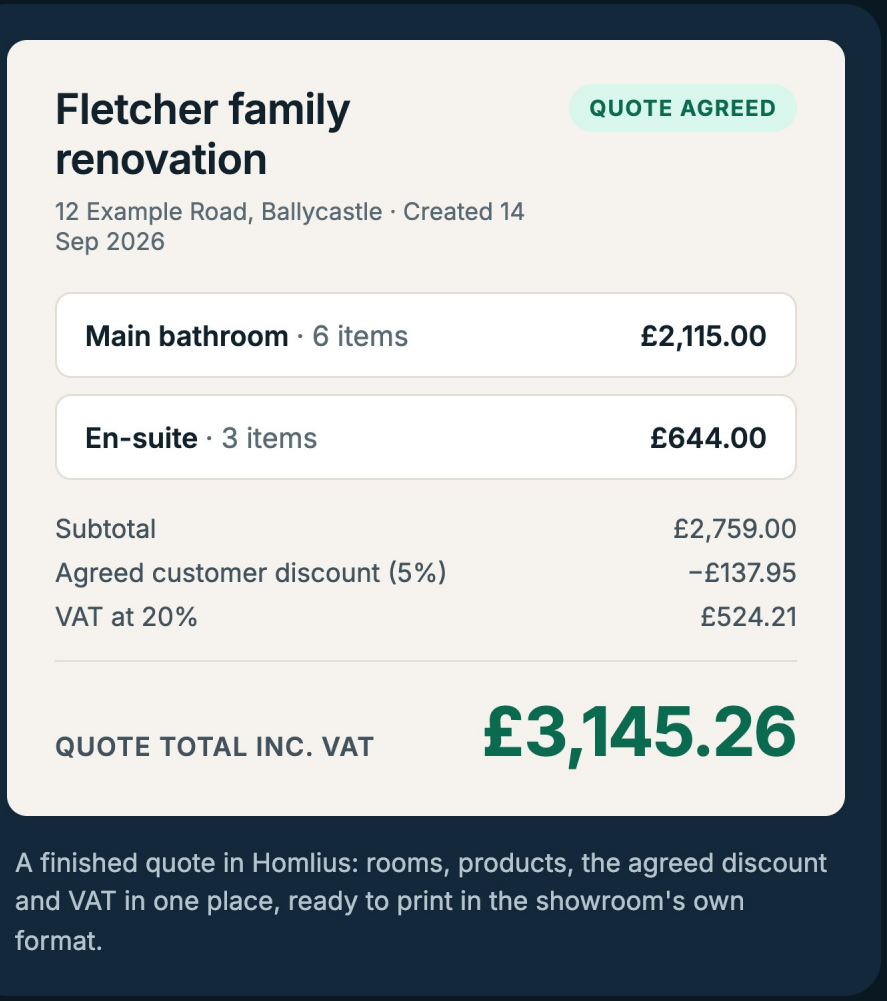
Mind Technica

CASE STUDY · BALLYCASTLE HOMECARE

From showroom to quotation.

How we built Homlius, a bespoke system that gives a bathroom showroom one place to find prices, build quotes and keep every job on track.



A finished quote in Homlius: rooms, products, the agreed discount and VAT in one place, ready to print in the showroom's own format.

CLIENT
Ballycastle Homecare

SECTOR
Bathroom and kitchen retail

SCOPE
Stage one: pricing, quoting, handovers

DELIVERED IN
12 weeks

AT A GLANCE

Quoting meant separate price books, then typing it all again for the office.

BEFORE

- Prices looked up in separate supplier price books
- Showroom choices written down, then retyped by the office
- Job history spread across notes, emails and people's heads

WITH HOMLIUS

- One search across every supplier, by name or code
- Quotes built room by room with the customer, then printed
- Each job's notes, quotes and status kept together

> A bathroom quote used to take us three hours. Now it's about 25 minutes, often before the customer leaves the showroom.
>
> **Conor McHenry**
> Owner, Ballycastle Homecare

138,418

supplier products searchable in one place

17

suppliers' price lists imported and checked

3 hrs → 25 min

to prepare a bathroom quote, by the team's own estimate

01 / FIND IT WHILE THE CUSTOMER IS THERE

One search instead of a stack of price books.

Price list

Search supplier products and selling prices

138,418 products · **17** suppliers

vanity

All suppliers

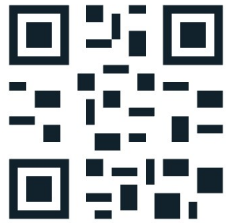
PRODUCT / CODE	SUPPLIER	SELLING PRICE
600mm vanity unit, oak VAN-600	Northgate Bathrooms	**£475.00**
600mm vanity unit, gloss white VAN-600W	Northgate Bathrooms	**£455.00**
800mm vanity unit, oak VAN-800	Northgate Bathrooms	**£560.00**
500mm cloakroom vanity, grey CLK-500	Lough Ceramics	**£245.00**

Every supplier, one search

Find any product by name or code, with finish and selling price side by side.

Price files, not retyping

Supplier price lists are imported and checked before use, not keyed in by hand.



600mm vanity unit
VAN-600 · Oak
£475.00

Scan it on the showroom floor

QR labels print on an ordinary A4 printer. Scan one with a phone and the product goes straight into the quote.

Oak bathroom display

Saved showroom display · 3 products

600mm vanity unit, oak	**£475.00**
Wall-hung WC, soft-close seat	**£289.00**
Heated towel rail, chrome	**£165.00**

£929.00

Add display to quote

Built around their showroom. The team saves its own displays and favourite combinations, then adds them to a quote in one step.

02 / CLEARER QUOTES, LESS MANUAL WORK

Build the quote room by room, with the customer.

Fletcher family renovation QUOTE 1

Ref Q1 · Created 14 Sep 2026 · Client: Jamie Fletcher

QUOTE AGREED

Main bathroom — 6 items · **£2,115.00**

PRODUCT	CODE	QTY	PRICE	LINE
600mm vanity unit, oak	VAN-600	1	£475.00	**£475.00**
Wall-hung WC, soft-close seat	WC-210	1	£289.00	**£289.00**
1700mm shower bath with screen	BTH-170	1	£540.00	**£540.00**
Thermostatic bar shower, chrome	SHW-030	1	£198.00	**£198.00**
Heated towel rail, chrome	TR-512	1	£165.00	**£165.00**
Wall tile 300×600, matt white	TIL-36W	14 m²	£32.00	**£448.00**

En-suite — 3 items · **£644.00**

Subtotal	Discount 5%	Ex VAT	VAT 20%	Total inc. VAT
£2,759.00	**−£137.95**	**£2,621.05**	**£524.21**	**£3,145.26**

01

Pricing stays consistent

Agreed customer discounts and staff discount limits keep every quote within the business's pricing rules. Totals and VAT update as the customer decides.

02

Options stay clear

Save alternative quotes for the same job and mark the one the customer chooses, so nobody works from the wrong version.

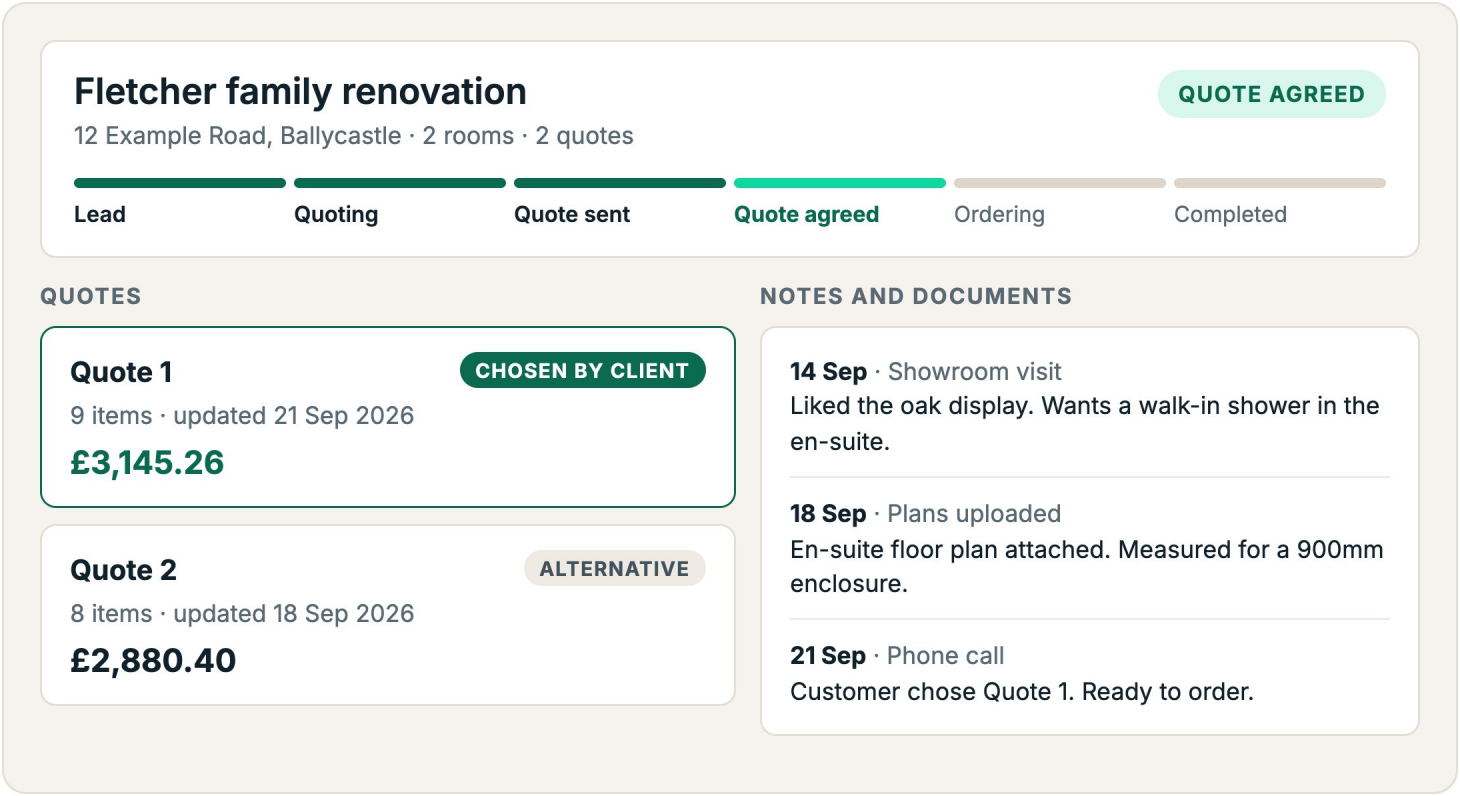
03

Ready to send

Print, download or email the quote in Ballycastle Homecare's own format, without retyping the product list.

03 / EASIER HANDOVERS BETWEEN COLLEAGUES

The next person picks up where you left off.



01

Less chasing for details

Contact details, plans, notes and quotes sit with the job, so nobody has to ask a colleague for the background.

02

A clear next step

Every job shows whether it is being quoted, agreed, or moving through ordering and completion.

03

A view for management

A summary screen shows jobs at each stage, quotes sent and agreed quote value at a glance.

HOW WE WORKED

Their business. Their way of working.

Homlius is fully bespoke, not an off-the-shelf product with their logo on it. The software adapts to the business, not the other way round.

1. **Time with the team**
   Three sessions in the showroom and office, seeing where manual work got in the way.
2. **Built around the business**
   Shaped around their suppliers, showroom displays, customer terms and room-by-room quotation paperwork.
3. **Stage one delivered**
   Ready in 12 weeks from first visit, with the team using it on real customer quotes.

WHAT COMES NEXT

PLANNED, NOT YET DELIVERED

Connecting the whole business, from first call to final invoice.

Calls into draft quotes
Requirements from a customer phone call become a first draft quote for staff to check.

Kitchen plans into products
Read a kitchen plan and suggest a first product list to review and quote.

Enquiries and follow-up
Website enquiries, call notes and messages on the customer record, with follow-up views.

Suppliers and accounts
Supplier-maintained price lists, invoice reading, Sage 50 links and payment matching.

Each stage is scoped with the client around its priorities, with timing agreed as the project develops.

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COULD THIS WORK FOR YOU?

Let's look at how your team quotes today.

Every project starts the same way: time with your team, seeing where prices, quotes and follow-ups slow things down. A first call is the easiest place to start.

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BOOK A CALL
mindtechnica.com/book

WEBSITE
mindtechnica.com

Book a call

Bespoke software
Built around how your business already works.

Practical AI
Taking the admin out of quotes and follow-ups.

AWS cloud
Hosted, secured and looked after for you.

Interface views are based on Homlius and use example customer and product records. Future stages are planned and not yet delivered.