

Sampson Industrial Supply

Sample opportunity - ERP/WMS cutover and warehouse infrastructure readiness
create a focused co-managed delivery opening.

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SIGNALS Opportunity Brief

Sampson Industrial Supply

Sample opportunity - ERP/WMS cutover and warehouse infrastructure readiness create a focused co-managed delivery opening.

Status	Stage	Action Window	Verified
VALIDATED	Active	14-30 days	11 October 2026
Website	sampsonindustrial.example 	Location	Birmingham, West Midlands
Sector	Industrial distribution	Employees	227 employees
Action Window	14-30 days	Primary contact	Grant Mercer - Head of IT & Business Systems

What is happening

In an October interview, Sampson's new IT head implied warehouse integration issues need more time to resolve, adding pressure to routine IT support and cutover readiness ahead of November's pilot. [1]

Why external support may be relevant

A deployment vacancy calls for external field engineers to work with Sampson's internal IT team, MSP and ERP partner, signalling specialist site work that must be coordinated alongside daily support. [6]

Why this looks active now

The acquired warehouse needs inventory reconciliation and site-readiness work ahead of November's pilot. Current ERP recruitment and partner updates place delivery decisions in the current period. [3][4][7]

Where the commercial opening may be

Specialist support could cover warehouse wireless readiness, handheld provisioning, identity access and on-site cutover tests. Mercer can identify tasks needing supplementary engineering capacity. [6][8]

Important distinction

The incumbent MSP and ERP partner remain involved in delivery. A targeted co-managed assignment depends on confirming which site-readiness duties need dedicated specialist capacity or a clear owner. [6][8]

Commercial authority

Grant Mercer, Sampson's new Head of IT, coordinates systems delivery and technology partners; COO Elena Voss oversees operational continuity. Confirm authority for external specialist work and spend.

Employee count is based on LinkedIn associated members at the validation date, not LinkedIn's company-size band.

Why the timing is relevant

Four developments identify the delivery pressures and potential specialist service scope.

1. Head of IT signals delivery pressure

In an October podcast, Sampson's new Head of IT described differences between warehouse systems, workstreams needing additional time and the challenge of maintaining everyday IT support. He said the November pilot would be selective. [\[1\]\[2\]](#)

Why this matters

Extended integration work and a selective pilot indicate pressure on delivery sequencing and resources. Maintaining routine support while completing site tests creates a specific question about dedicated engineering capacity and cutover ownership.

2. Acquired site changes the delivery scope

Sampson announced a September acquisition adding a fifth distribution facility in Nottinghamshire, with a different warehouse system and stock processes. Regional trade coverage also reported phased consolidation into the wider distribution group. [\[4\]\[5\]](#)

Why this matters

Warehouse integration requires central data reconciliation alongside scanning devices, wireless connectivity and user access on the warehouse floor. These tasks add specialist engineering disciplines and physical site-testing dependencies to rollout.

3. Integration hire establishes timetable

A September ERP & WMS Integration Lead vacancy specifies SKU mapping, interface testing, user acceptance testing and a November pilot. A separate implementation-partner update confirms migration rehearsals and October testing. [\[3\]\[7\]](#)

Why this matters

The vacancy connects unfinished integration tasks with a near-term operating milestone and dependent workstreams. Specialist assistance is relevant wherever testing, deployment or site-readiness tasks lack adequate capacity or clear ownership.

4. Site-readiness remit identifies scope

An October Warehouse Technology Deployment Coordinator vacancy covers wireless surveys, handheld provisioning, identity readiness and external engineers. A project-team LinkedIn update reports active site testing ahead of the November pilot. [\[6\]\[8\]](#)

Why this matters

External engineering coordination indicates specialist tasks across support and ERP configuration. An MSP can establish whether site surveys, device staging and cutover rehearsals require supplementary capacity under existing project leadership.

Contact Details

Operational information for the people most likely to matter in the buying process.

Buyer and stakeholder contacts

Grant Mercer Head of IT & Business Systems	Owns cross-site technology integration and coordination with current delivery partners. Function: IT / Business Systems Buying role: Technical decision owner - to validate MEDDIC: Decision Process / Champion - to validate	gm@sampsonindustrial.example Mobile: +44 7700 900001 Office: +44 1632 960101  LinkedIn profile
Elena Voss Chief Operating Officer	Sponsors continuity and operational readiness across the five distribution locations. Function: Executive Operations Buying role: Executive sponsor - to validate MEDDIC: Economic Buyer - to validate	ev@sampsonindustrial.example Mobile: +44 7700 900002 Office: +44 1632 960102  LinkedIn profile
Maya Benton Director of Distribution Operations	Oversees warehouse readiness, inventory handling and changes to site-level workflows. Function: Distribution Operations Buying role: Operational stakeholder MEDDIC: Decision Criteria / Impact - to validate	mb@sampsonindustrial.example Mobile: +44 7700 900003 Office: +44 1632 960103  LinkedIn profile
Priya Nair Chief Financial Officer	Oversees financial approvals and potential expenditure for specialist project support. Function: Finance / Commercial Buying role: Budget authority - to validate MEDDIC: Economic Buyer / Budget - to validate	pn@sampsonindustrial.example Mobile: +44 7700 900004 Office: +44 1632 960104  LinkedIn profile

All details verified. 11th October 2026.

Seller Direction

Recommended first move

Approach Grant Mercer using his recent interview and the deployment-coordinator remit. Ask which wireless, device and site-test tasks remain unallocated or need dedicated engineering support before the November pilot.

Validate first

Incumbent MSP and ERP partner scope; field-engineering work allocation; pilot readiness; project budget route.

Sources

Decision-relevant evidence supporting this opportunity assessment.

Evidence base: 8 sources reviewed across 6 domains; 8 material sources cited.

Evidence Register

- [1] **IT leadership podcast: Grant Mercer interview**
Midlands IT Leadership | Checked 11 October 2026
Documents remarks on extended integration work, operational continuity and selective pilot scope.

- [2] **Technology leaders discuss warehouse change**
Regional Tech Review | Checked 11 October 2026
Reports Mercer's remarks on sequencing the November pilot around existing support demands.

- [3] **ERP & WMS Integration Lead vacancy**
Sampson Industrial Supply | Checked 11 October 2026
Specifies SKU mapping, interface testing, user acceptance and the November pilot.

- [4] **Nottinghamshire distribution facility acquisition**
Sampson Industrial Supply | Checked 11 October 2026
Announces fifth-site acquisition and warehouse-system consolidation plan.

- [5] **Sampson expands to five distribution sites**
UK Distribution Review | Checked 11 October 2026
Corroborates the acquired warehouse and phased operating-system consolidation.

- [6] **Warehouse Technology Coordinator vacancy**
Sampson Industrial Supply | Checked 11 October 2026
Defines wireless, handheld, identity and external engineering coordination work.

- [7] **Business Central integration progress update**
Meridian ERP Services | Checked 11 October 2026
Confirms active migration rehearsals and the scheduled November ERP/WMS pilot.

- [8] **Site technology readiness project update**
Field Systems Delivery / LinkedIn | Checked 11 October 2026
Describes active site rehearsals, device staging and warehouse network-readiness tests.

SYNTHETIC SAMPLE: Sampson Industrial Supply, its people, events and example sources are constructed to demonstrate SIGNALS. This is not a live verified prospect.