



Departmental Stores Retail

- *Departmental and Discount Stores in the US have combined annual revenue of about USD 475 billion.*
- *The industry includes 10,000 companies that operate 40,000 stores.*
- *The industry is highly concentrated with the 20 largest companies operating 26,000 stores and holding 95% of the market.*

Actual store operations for all such stores remain broadly the same around effective in-store automation and supply chain management. The stores sell all categories of goods ranging from hard goods like furniture, tools and appliances to soft goods like clothing, towels and sheets. Most of the stores also sell electronics, toys, drugs and groceries.

Still, each company specializes in a specific merchandizing strategy deciding what categories of goods to sell and which items to sell in the category to attract a particular customer type.

Such retail companies heavily rely on imports from Far East at extremely competitive prices. Not only is the logistics of delivery critical, it is equally critical to source the right mix of merchandise. Ability to collate, analyze and act on consumer buying patterns, sales trends and changes in buying patterns are imperative to succeed in the large departmental stores industry.

Department stores face stiff competition from various other forms of retail businesses. Entities such as the Home Shopping Network, mail order catalogs, and Internet retailing have the ability to capture sales due to their convenience and ease. Nonstore retailers have greatly increased their sales revenues in recent years due in large to the explosion in "e-retailing."

The industry faces challenges to effectively manage their unique positioning and merchandizing strategy and at the same time provide a wider range of goods to the customer under the same umbrella – more so with the same shopping experience.

Such a balance requires an integrated business management solution that allows flexibility to cater to the diverse demands of Departmental Stores. A system that seamlessly integrates all business processes from the POS at store to the planners at the Head Office lowering the overall cost of operations, simplifying expansion and enabling the Departmental Store Company maintain his unique proposition and positioning.

BENEFITS

Stay connected with your business operations

iVend Retail comes as an end-to-end business solution for Departmental Stores seamlessly integrating point of sale, in store inventory management, logistics, back office store and head office processes.

iVend integrates with SAP Business All-in-One and SAP Business One for head office operations and is an extensive retail management application to manage store and POS operations. The failsafe integration with SAP keeps the head office always connected with the store operations across the complete retail chain.

Inventory control and replenishment

Head office operations get complete visibility of stock across the retail chain and can effectively push stock rather than relying on store requisitions. Additionally the merchandising department can raise purchase orders in time to avoid stock out situations.

Store Managers and POS operators can gain complete visibility of stock across stores or at the main warehouse / distribution centers right from the POS interface.

Promotions that maximize profitability

Manage targeted promotions in multiple formats by easily analyzing detailed customer trends at individual stores and across the retail chain.

Retain customers and manage customer communication

The loyalty management module in iVend allows you to define flexible / attractive campaigns, ensuring customer loyalty.

Get a full range of analytics and service capabilities that help you better understand customer's trends and design promotions that maximize the potential of all your customer relationships by informing customers of available points, their value and their validity.

Grow your average sales ticket

Up sell and alternate item suggestions pop up on the POS interface enabling the POS operator to make additional recommendations to the customers.

Smoothly process routine and complex transactions

Combine multiple transaction types with in single POS transaction. POS operators can process a sale refund and sale transaction in a single transaction rather than a two step process.

Departmental Stores Retail

Head Office / In-Store Management

Feature	Functionality
Inventory Management	<ul style="list-style-type: none"> ▪ Setup Product database for standard, serialized, batch managed, kit, assembly and non-inventory items or download the same from SAP Business One ▪ Define and manage items by attributes, such as Size, Color and Style ▪ Items can be marked as non-refundable ▪ Store and track offline inventory ▪ Create, manage, build and break down kits at individual stores ▪ Create and manage assemblies at individual stores ▪ Define Open Items which can be used with price override ▪ Track items by serial and batch numbers ▪ Support for variants of the product
Customer Management	<ul style="list-style-type: none"> ▪ Setup customer database or synchronize from SAP ▪ View credit limits, balances and customer contact information at the POS ▪ Define multiple billing and shipping addresses for customers ▪ Extend discount on items based on Customer Groups ▪ Analyze customer buying patterns using sales reports at the head office
Pricing and Promotion Management	<ul style="list-style-type: none"> ▪ Store specific pricing ▪ Period and Volume Discounts: ▪ Special Prices for Business Partners ▪ Discount Groups: Define discounts for Business Partners based on: <ul style="list-style-type: none"> ▪ Item Groups ▪ Item Manufacturers ▪ Define promotions to allow discounts for a specific quantity and/or combination of goods ▪ Promotion based on sale totals ▪ Happy hour based promotions ▪ Define discounts based on: <ul style="list-style-type: none"> ▪ Item Groups ▪ Manufacturers ▪ Tax Exclusive / Tax Inclusive Pricing
Loyalty Management	<ul style="list-style-type: none"> ▪ Web based system with customer portal ▪ Setup and manage multiple loyalty schemes which assign points on customer purchases ▪ Define ageing criteria for loyalty points ▪ Redeem loyalty points against new customer purchases ▪ Loyalty points can be redeemed across the network of stores
Gift Cards / Certificates	<ul style="list-style-type: none"> ▪ Setup and manage multiple gift cards ▪ Gift Cards can be sold and redeemed across the network of stores ▪ Re-charge gift cards ▪ Cash back on gift cards ▪ Support for card or paper based gift cards
Up sells and Alternative Items	<ul style="list-style-type: none"> ▪ Assign item substitutes and up sell items ▪ Up sell and alternate item recommendations automatically pop up on the POS
Cash and Till Management	<ul style="list-style-type: none"> ▪ Create and track the cash being disbursed and collected from each POS from the start till end of each day. ▪ Maintain opening balances for each POS ▪ Ensure till counts at various stages. This helps in auditing and reconciling the till amounts ▪ Record Till Count variance and post variances in SAP Business One.
Layaway Management	<ul style="list-style-type: none"> ▪ Create and maintain flexible layaway plans ▪ Define installment count, minimum installment count, maximum installment count, layaway duration, and inventory issue method for layaway plans

Departmental Stores Retail

Head Office / In-Store Management

Feature	Functionality
Stock Transfer	<ul style="list-style-type: none"> ▪ Create Stock Transfers between stores or between stores and head office warehouse / distributions centers
Goods Receipt	<ul style="list-style-type: none"> ▪ Receive stock from unknown source (not based on a purchase order or stock transfer receipt) ▪ Receiving items by scanning items
Inter-Store Transactions	<ul style="list-style-type: none"> ▪ Visibility of stock across the retail chain ▪ Book orders to be fulfilled by other stores ▪ Perform sales refund from any store
Sale Attributes	<ul style="list-style-type: none"> ▪ Collect special information at the POS register, e.g. zip codes for advertising effectiveness
Reporting	<ul style="list-style-type: none"> ▪ Generate reports to show sales breakdowns, identify slow-moving items, and check sales for any day—by store, item, Item Group, Customer, Customer Group or Sales Person ▪ iVend provides multiple reports in the following categories: <ul style="list-style-type: none"> ▪ Sales Reports ▪ Collection Reports ▪ Inventory Reports ▪ Fulfillment Reports ▪ Reports can be previewed on screen, printed, or exported to Office Excel, Office Word, and other applications and formats supported by the Microsoft Windows operating system. ▪ Ability to edit existing reports as per the user format. ▪ New reports can also be added using the custom reporting feature.

POS Operations

Feature	Functionality
Transaction Processing	<ul style="list-style-type: none"> ▪ Touch Screen enabled and ability to define keyboard shortcuts ▪ Following transactions are supported on the iVend POS: <ul style="list-style-type: none"> ▪ Sale ▪ Sale Return ▪ Sale Exchange ▪ Sales Order booking / Order fulfillment ▪ Quotation / Convert quotation to Sales Order or Sale ▪ Layaway booking / Layaway fulfillment ▪ On Account Payment ▪ Capturing Lost Sales ▪ Support for multiple transaction types in a single POS transaction, for example the user can execute a Sale, Sale Return in a single transaction ▪ Print Gift Receipt to be given with gift items ▪ Visibility of inventory of all stores and warehouses at the POS with real time inventory control ▪ Automatic Barcode determination at POS: The system follows a sequence of methods in attempting to resolve a barcode to a product or a card swipe to a customer/security use stopping the search when it successfully matches them ▪ Display customer balance and credit limit on the POS ▪ Automatic price and tax determination at POS ▪ Sale Refund without reference to a sale transaction ▪ Ability to attach reason code to transactions ▪ Ability to add sale level comments at the POS. These comments can be printed on the receipt. ▪ Prompt the user to book a Sales Order when the store is out of inventory

Departmental Stores Retail

POS Operations

Feature	Functionality
Transaction Processing	<ul style="list-style-type: none"> ▪ Customer credit limit check on POS ▪ Ability to suspend transactions and recall the suspended transactions ▪ Ability to void items or the complete POS transaction. ▪ Ability to attach different fulfillment plans to different Sales / Order items. ▪ Build / Break down Kits in real-time on the POS ▪ Manager override for following scenarios: <ul style="list-style-type: none"> ▪ Price Override at the item level can be done beyond the Price Override Limits ▪ Discount override at the item / sale level can be done beyond the Maximum Discount allowed ▪ Manager can unlock the POS once it gets locked on reaching the tiple point ▪ Customer credit limits override ▪ Facility for attaching Sales Person to Sale ▪ Track and redeem customer loyalty points
Payment Processing	<ul style="list-style-type: none"> ▪ Payments on the POS can be made by the following tenders: <ul style="list-style-type: none"> ▪ Cash ▪ Credit Card (Supports both online and offline authorization mode) ▪ Debit Card ▪ Check ▪ Travelers Check ▪ Voucher ▪ On Account – This special tender enables the user to leave the payment amount on account ▪ Gift Card ▪ Loyalty Points ▪ Custom tender – This special tender allows businesses to define their own financial instruments and control their integration with SAP Business One ▪ Support for the following Credit / Debit cards: <ul style="list-style-type: none"> ▪ Master Card ▪ Visa ▪ Amex ▪ Diners Club ▪ Discover ▪ JCB ▪ Others – Payment by cards other than the above ▪ Collect payments by multiple tenders ▪ Tender rounding based on retail setups ▪ Automatically update balance / change amount ▪ Automatically update transactions with the default tender for change ▪ Collect advance payment from customers ▪ Transaction payments can be staggered across multiple transactions ▪ Ability to print payment receipts. This feature allows specifying the count of the payment receipt that is required for e.g. credit card receipts are to be signed in duplicate.
Periodic Activities	<ul style="list-style-type: none"> ▪ Create and track the cash being disbursed and collected from each POS from the start till end of each day. Maintain opening balances for each POS and ensure till counts at various stages. ▪ Perform Cash In/Cash Out for the till at the POS ▪ Facility to book petty expenses at the POS ▪ Detailed Tender Counting for Credit Cards/ Debit Cards/ Voucher/ Check / Travelers Check



Contact us:

USA - New York

Rockefeller Center, 7th Floor
1230 Avenue of the Americas
New York, Ny10020
USA
T: 1 212 745 1365
F: 1 646 349 3441

USA - Chicago

The Merc, West Loop, 22nd Floor
30 South Wacker Drive
Chicago, IL 60606
USA
T: 1 630 359 5956
F: 1 630 303 9706
E: chicago@citixsys.com

Canada - Toronto

8th Floor
2425 Matheson Blvd. East
Mississauga, ON L4W 5K4
Canada
T: 1 905 361 2886
F: 1 905 361 6401
E: toronto@citixsys.com

Asia Pacific - Sydney

Tower 2, Level 20
201 Sussex Street
Sydney NSW 2000
Australia
T: 61 2 9006 1616
F: 61 2 9006 1515
E: sydney@citixsys.com

Asia Pacific - Melbourne

Level 27, 525 Collins Street
Rialto South Tower
Melbourne 3000
Australia
T: 61 3 9935 2916
F: 61 3 9935 2750
E: melbourne@citixsys.com

Asia Pacific - Perth

Level 29, Forrest Centre
221 St Georges Tce
Perth WA 6000
Australia
T: 61 8 9288 0662
F: 61 8 9481 3177
E: perth@citixsys.com

EMEA - London

Lakeside House
1 Furzeground Way, Stockley Park
Uxbridge UB11 1BD
United Kingdom
T: 44 0 208 622 3006
F: 44 0 845 280 8848
E: london@citixsys.com

India - New Delhi

A-24/5, MCIE
Mathura Road
New Delhi 110044
India
T: 91 11 42696666
F: 91 11 42696600

www.ivend.com
www.citixsys.com