

## LS Retail NAV

A Proven End-to-End Retail Solution

### *Is Your Business Suffering?*

- The complexity of connecting disparate systems?
- POS breakdowns in peak times?
- Poor sales promotion management?
- Purchases based on gut feeling?
- Outdated sales information?
- Systems that do not communicate?

### Introducing LS Retail NAV

LS Retail is an end-to-end retail solution, powered by Microsoft Dynamics NAV.

This integrated solution delivers the breadth and depth of functionality demanded by the busiest retailer without the need to build, manage and maintain multiple applications and interfaces. Its unique use of a single application to cover everything from the POS terminals, store systems, and all the functions that you would expect to find at head office sets LS Retail apart from other solutions in the market.

### Improving Data Integrity

The setup can range from a single store with one POS to a complex, multistore environment that integrates with your overall business operation. LS Retail is built on Microsoft Dynamics NAV; therefore, the POS, back office and head office all use the same application. This makes it possible to track individual transactions from the POS to the General Ledger, which maximizes your business value.

This also means that users have access to other parts of the Microsoft Dynamics NAV application, such as Finance, Customer Relationship Management (CRM), Warehousing and Service. Because of the integration between LS Retail and Microsoft Dynamics NAV, users need only become familiar with one interface and the same logic applies to usage at all levels.

A single platform model like this has many advantages. Users only have to learn to use one system. Administrators only have to manage one system. Complex system integration issues are a thing of the past.

### Retail for You

- *Comprehensive Business Intelligence*  
Companies today want to increase productivity and performance while addressing the full range of information requirements throughout their operation. LS Retail provides comprehensive business intelligence functionality that allows companies to use any data asset, transform it into useful information, and deliver it in a practical format.
- *Scalable in Size and Business*  
LS Retail is a vital tool for the management team at the head office, to control and maintain data common to all stores. This includes, for example, item, customer and vendor management as well as the management of special offers and loyalty programs.
- *Single Application Architecture*  
LS Retail's single application architecture means that most functions are available at store level, head office level, or both. This flexibility means that companies can configure the application according to their demands and build on their competitive advantage without needing expensive custom-made solutions.

Information from the store is communicated automatically back to the head office where it is gathered together in a centralized statement for reconciliation before posting to the General Ledger.

- *Improving Merchandising Decisions*  
LS Retail includes merchandising and replenishment functionality to support retail managers in the efficient management of their operation, and they have fast access to advanced multi-dimensional analysis, filtering and drill-down facilities.

## LS POS

- *Optimal Resilience - No Breakdowns*  
LS POS works online, or offline for optimal resilience with the online benefits in place at all times. LS POS is an integral part of LS Retail. Like the rest of LS Retail, the POS is based on Microsoft Dynamics NAV. Therefore, you do not need to leave the Microsoft Dynamics NAV environment to start the POS - you simply access it like any other part of LS Retail.  
LS POS complements perfectly the other modules of the LS Retail suite and the Microsoft Dynamics NAV Business application.
- *Fewer Mistakes - Increased Efficiency*  
LS POS can be used with both keyboard and touch screen equipment, and offers features that make sales transactions easy to set up, manage and process for any retail business. LS POS sets new standards for speed, ease-of-use and error-free processing of retail sales. The system has integrated real-time accounting and powerful inventory control.
- *POS for Multi-tier Retail*  
LS POS is available in different versions: For the general retail segment, hospitality and handheld devices to operate in mixed store environments.  
LS POS is the Point of Sale/Service part of LS Retail. LS POS is a fast, dependable and powerful POS application with a graphic user interface.

## LS Retail InStore Management

LS Retail includes powerful back office functionality both in the store and at the head office. It gives the store manager total control of activities within the store and manages the replication of data between the POS terminals, back office and head office.

In Store Systems functions are also replicated at the Head Office allowing decisions to be executed without delay. These include:

- Price Management functions such as; multiple sales and tender types, discounting against product or item groups, Multibuy, Mix and Match, Buy One - Get One Free and individual or group level Customer Item discounts.
- Inventory Management that includes transfers, adjustments and write offs, discrepancy management and stock takes via the till or handheld computer
- Cash Management
- Barcode Label Printing
- Staff Management including a full suite of functions to manage allocations, timetabling and time and attendance capture
- Remote Purchasing allows stores to manage their own purchases as an alternative to centralized purchasing functions

## Empower Retailers

LS InStore Management changes the way stores operate. It allows the control of operations through radio frequency (RF) technology, which was developed as a result of years of close collaboration with leading retailers.

LS InStore Management supports a complex retail framework for variant collection. This functionality allows the user to create a unit that includes a number of variants (collection) and use this unit in all stock transactions, purchasing and selling to reference, to the collection of variants behind it.

#### *Effectively streamline inventory control*

If you would like to time your inventory flow so you always have fresh merchandise and a healthy turnover rate, the InStore system provides your company with the tools to effectively streamline inventory control.

The LS InStore Management system uses worksheets to specify the work processes by configuration. The user-friendly worksheet layouts all have a similar look to simplify organising the many different processes. Worksheets automatically fill out transactions, which minimizes time-consuming manual data entries by the user, and guarantees that all entries are correct.

### LS Replenishment

- *Right Product - Right Place - Right time*  
As one of the main building blocks that underpins LS Retail, the allocation and replenishment features of this comprehensive merchandising solution will help you get the right product to the right place at the right time.
- *Open to Buy*  
The Open-to-Buy module allows the retailer to control the capital invested in products during the sales cycle. It allows the retailer to plan purchases and make sure that they match the demand for each period, and at the same time make sure that the money invested in stock is within set limits.
- *Excellence in Customer Service*  
Powerful inventory planning and management features help you deliver customer services excellence without committing valuable cash space and logistics resources to unnecessarily high stock levels.  
LS Retail offers class-leading levels of flexibility and control so that no matter how you structure your business, LS Retail leverages the extensive built-in inventory management features of Microsoft Dynamics NAV, powering the solution to the greatest advantage.
- *Fast performance and high ROI*  
Whether it is something as simple as stores ordering individually from a distribution centre or supplier, inter-branch transfers or more complex profiled allocation and replenishment models, LS Retail's merchandising delivers fast performance and high ROI.  
LS Retail includes merchandising and replenishment functionality to support retail managers in the efficient management of their retail business. Size, colour and style data (where applicable) on individual items, product groups or item categories is used to create Stock profiles. This is combined in a simple matrix with store, store groups and store type profiles to calculate the optimum stock replenishment.  
Each profile also includes a description of where the items should be delivered from and then a stock transfer request is passed to the distribution centre, or data is passed to the purchase order processing modules for ordering from a supplier.  
The buyer uses a replenishment worksheet which calculates the demand based upon a number of selectable criteria and date ranges.  
Purchase Order Processing  
The Microsoft Dynamics NAV Purchasing module provides retailers with everything they would expect from one of the world's leading business applications including requisition management, returns management and drop shipping functionality essential to any retailer dealing with direct delivery of big-ticket items.
- *Better Control*

The InStore Management system allows you to perform cycle counts, merchandise out of stock and physical inventory, thereby getting better control over price offers, discounts and so on.

- *Eliminate Paperwork*  
LS InStore Management automates the store - virtually eliminates paper, saves time and money, increases accuracy and productivity, and the time and work of the personnel can be organized in a more effective way.
- *More Efficient Store*  
LS InStore Management will help you keep your stock on the shelves, your associates on the sales floor and your business competitive. This increases customer satisfaction as your store becomes more efficient and responsive. You also get better control over the return on your investment and can minimize stock.  
Price Management lets you perform markdowns, markups, missed markdowns and re-ticketing, including the immediate printing of new merchandise tickets.

### Comprehensive Analysis

- *Reduce Shrinkage*  
LS Retail provides reliable, real-time insight into critical aspects of your business, such as: Comparison of stores; breakdown of sales according to time-periods; single employee or staff comparisons; POS terminal comparison or simply POS terminals - with drill-downs over different periods. User-defined alerts ensure that the management can act quickly and effectively, when required.
- *Instant Business Overview*  
LS Retail offers a number of options when it comes to viewing and analyzing sales data. The sales history window gives you an overview over long term sales data. This window is based on posted sales data - usually referred to as Value Entries. Here you can view how your stores have been performing for the past periods. You can easily view different periods by clicking the buttons at the bottom of the window. You can also view sales for predefined periods, such as over Christmas and on national holidays.

### Fast Exchange of Data

LS Retail has an integrated communications module that allows you to easily send data between head office, store and POS. The communications module consists of three parts, the LS Data Director, Transaction Server and the LS Retail Scheduler.

The **LS Data Director** takes care of high-speed data exchange between different Microsoft Dynamics NAV databases, and other databases that are not based on Microsoft Dynamics NAV. The Data Director was specifically designed to increase the speed of replication over Wide Area Networks (WAN). It uses shorter time to send data and requires less bandwidth than previous generations.

These features are especially important to users who have databases in different areas or regions, as they save communication costs.

Built for Performance

### Peak Versatility

The Data Director is versatile. In addition to being able to communicate with all versions of Microsoft Dynamics NAV/AX, it can also communicate with Microsoft SQL Server 2000 and 2005, Microsoft Access and so on.

### Full Integration

The Data Director is managed within the familiar Microsoft Dynamics NAV/AX environment. It is fully integrated with Microsoft Dynamics NAV/AX and LS Retail.

## Scheduling

LS Retail has a built-in scheduling mechanism that can be used to run batch jobs. The scheduling mechanism is also used to schedule transfers of data between head office and store or from store to POS terminals. These transfers can be done either with Replicator or via the LS Data Director.

The LS Retail Scheduler is a flexible tool that can operate according to a number of parameters. Jobs can be scheduled to run on certain dates and times or with regular intervals.

## Live Information

The Transaction Server is used to allow the POS to make online enquiries to a central database while running in standalone mode. This gives the POS a high level of resilience while maintaining access to data in a central database.

## Is Your Store Performing?

### *Many Different Views*

You can view the performance of individual stores or groups of stores. Likewise, you can view the performance of individual item categories and product groups.

The Top List card allows the viewing of top selling items, customers and transactions. As in the Sales History, it can be viewed based on different periods. It is also possible to sort the results based on amount, quantity, discount amount or profit.

### How Is Your Store Performing?

The Hourly Sales Distribution report gives you the possibility of viewing how your stores are performing within different periods of the day, with the option of viewing sales distribution based on POS, total income, number of customers, number of items, average amount or average basket size.

These are just a few of the analysis options available in LS Retail. It also has a number of report options that can be used for printout and offline analysis.

## The LS Retail Experience

- Reduce total cost of ownership
- Ready for a change in your business and customer behavior
- Increase efficiency
- Dynamic systems initiative
- Allow business transparency
- Make up-to-the minute decisions
- Fewer mistakes
- Optimize your purchase
- Improve your merchandising
- Increase stability, resilience and speed