



LS Retail for Furniture and Home Furnishings



LS RETAIL

Are you meeting the needs of complex customer requirements in the furniture business and maximizing sales?



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LS Retail – Furniture Industry Challenges

The furniture and home furnishings retail market is a huge global market estimated at over \$75 billion annually. The challenges of meeting the needs of consumers in this industry are many. From custom builds, special orders, standard stock management to everyday fast moving household items, specialty furniture and home furnishing retailers must be flexible, adaptable, customer focused and provide competitive differentiation over mass merchandisers featuring low cost, low service offering in the market. It is of strategic, primary importance for leading furniture retailers to provide exceptional, high service levels and have the supporting technology infrastructure to enable both customer and staff satisfaction in maximizing sales.

A growing number of leading retailers in this competitive environment have realized significant business process improvement and differentiation to be gained through LS Retail's furniture solution which seamlessly ties back office functionality and point of sale efficiency into a single organizational system and transparent repository for managing better business results. Continued enhancements in LS Retail 2009 include Special Orders, with particular relevance for furniture retailers. The LS Retail Special Order module provides the flexibility required in today's complex consumer driven market to customize orders based on specific customer requirements and draw inventory, off-site from other stores, warehouse or manufacturer. This flexibility expands product choice, storage and shipping to demanding customers and solidifies retention through superior service. Store employee productivity and satisfaction is also enhanced by providing this embedded robust functionality right at LS Retail Point of Sale (POS).

LS Retail - Furniture Industry Benefits

Furniture and home furnishing retail challenges that LS Retail meets:

- Poor stock management and visibility
- Business expansion and store openings
- POS seamless integration with back office functions
- Outdated legacy and POS systems for handling item and store expansion
- Aging systems out of synch with strategic high service business model
- Product ranges from custom orders to fast moving cash and carry items

And business process improvement with LS Retail is gained through:

- Foundational Microsoft ERP to run financials, sales, purchasing, inventory, distribution and customer management functions.
- Integrated with LS Retail to run POS, store management, inventory, pricing etc.
- Single integrated retail system for furniture retailers based upon Microsoft standard tools guaranteeing rapid adoption, low cost of ownership and enhanced staff productivity.
- Deep retail enhanced functionality for furniture retailers such as in-store management, special orders, open to buy, replenishment, store and item grouping master data management etc.



LS Retail - Furniture Industry – Proven Benefits

As experienced by Furniture and Home Furniture retailers around the globe, benefits realized in furniture retail through LS Retail solutions produce breakthrough operational performance results including:

- Support of rapid growth and store openings easily and efficiently
- Disciplined stock management throughout the organization
- Visibility of store and product performance
- Flexibility in driving product lines based on variable commissions
- Control of right product groupings in the right stores
- Visibility of margins and sales keeps preferred stock moving
- Double digit returns on inventory management
- Increased sales and staff productivity
- Distribution process improvement in managing intake and customer delivery
- Clear merchandising improvement on pricing and promotions
- With LS Retail Special Orders, customers can order customized items based on their own preferences

HIGHLIGHTS:

- Item Configurator
- Special Orders
- Make to Order / Tailor Made
- Pre-Payments
- Catalogue Sales
- Campaign and Offer Management
- Non Stock Items
- Replenishment-Automatic and Allocation
- Drop Shipment from Vendor
- Pickup and Delivery to Customer
- POS Dynamic Interface, Design on the Fly
- Simple Processes at the POS
- Creation of customer on the POS

About LS Retail

LS Retail is the leading provider of end-to-end solutions for the Retail and Hospitality industry based on Microsoft Dynamics technology.

LS Retail is sold and supported by more than 120 certified partners in over 60 countries, which makes it possible to deploy LS Retail on a worldwide scale. This is probably the largest existing channel for a vertical Microsoft Dynamics add-on product. All our partners are certified and have undertaken advanced training on LS Retail NAV.

LS Retail is a 2009 Inner Circle and President's Club for Microsoft Dynamics® member and Microsoft Dynamics ISV Partner of the Year for Western Europe 2009.

LS Retail has been installed by more than 1.500 companies with 27.000 stores operating over 55.000 POS terminals worldwide. Among many satisfied users of our solutions are: adidas, Kiddicare UK, Dobbies Garden Centres, Dreams, Rivoli Group, aswaaq, Popular Bookstores, Pizza Hut, IKEA, SPAR Belgium, HDS, ABRL Group, Disney Artist Shops, Uninor, Gallo Retail, Inc., Bodycare International, APC Japan, Baltika Group, Cili Pizza, Elie Saab, Wind Italy and many more.

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For further information on LS Retail solutions and certified LS Retail partners, please visit www.LSRetail.com

