



Okay chooses for retail solutions Unisoft

Cecil is an established name of women fashion in the Netherlands. Okay is a store with a vast collection of casual clothing for both young and older people. Cecil and Okay are both successful formulas. Jan Strijker, owner of the Okay stores and Cecil tells enthusiastically: “The success of Cecil is defined by 12 changing collections per year. This is unique. The co-lours fit together and are bright. The Okay stores are large (600-800 m2) with small product groups. In the Okay stores the consumer finds the largest choice per product group. We have existed for 6 years now and have 85 employees. Beside 8 Cecil and 6 Okay stores we have 1 Street One Store and 1 Company store. In the Company store we only sell Danish brands. After an enormous growth the number of shops will stabilised in 2004.”

The importance of store solutions

Jan Strijker looks back: “Six years ago we chose for the Unisoft automation. Because Unisoft offered a Windows solution we could overcome all problems in our stores. Until then we used a standard ERP solution working under DOS that could not specifically solve problems in fashion stores. Beside that we had the idea that Unisoft was a good organised company. These expectations have come true fortunately.

Because of the confidence we had won with the Cecil stores, we meanwhile also equipped the Okay stores with the retail solutions of Unisoft.” Store solutions have determined the success of the Okay stores: By the system we have important management information as a result of which we can examine all figures and draw our conclusions for an optimum management. We have insight in our goods, orders, supplies, stock and sales. The Unisoft software enables us to see how our articles

sell in the different stores, and we can exchange them between our branches. Therefore is the correct article at the right place en we can sell most. The margin has increased since we have used the store solutions of Unisoft. Unisoft together with Cecil Germany have made it possible to work with EDI (Electronic Data Interchange) in order to work still more efficient. Unisoft is very advanced in this field. Because of the expertise and the involvement of Unisoft in my company I am a very satisfied client.