



## Scapino chooses for Point-of-Sale solution from Unisoft

Scapino, formerly only discounter in the shoes line, is now the biggest shoes, fashion, sport- and products retailer in the Netherlands. Scapino contains over 200 stores and is market leader in the Netherlands. Scapino is planning to open about 10 stores in Belgium and the Netherlands in 2007. Scapino has recently chosen for the Point-of-Sale software “POSFlow” and the back office application “ConnectFlow” from Unisoft.

### Easy accessible Point-of-Sale decisive

Jan Hummel, IT Manager: “We were looking for an organization which could deliver a standard POS solution and which has the same culture and mentality as Scapino. Unisoft was the organization we had a lot of confidence in: a company which is growing, accessible and with a lot of know-ledge. Store automation and the Point-of-Sale in particularly is essential within Scapino: the data from the Point-of-Sale tells us what has been sold, how often and which products are selling well. The touch screen Point-of-Sale from Unisoft was because of the ease-of-use very accessible and foresees in all functionalities:

- › Point of Sale (Settlement)
- › Point of Service (Returned goods, Customer orders & Complaint processing)
- › Point of Information (Stock & Product information)
- › Point of Customer (Customer control (CRM) & Promotions)

In our choice we have primary let us lead by the SQL database environment of ConnectFlow. This because of the usage by ConnectFlow users in the store environment and the usage of Microsoft Reporting Services. ConnectFlow is put into action at the head office and takes care of all tasks concerning online communication, store management and integration with third-party systems. From the Point-of-Sale via a VPN connection store managers can use ConnectFlow and consult reports. Because of this there is an integration of information which results in having the data in the head office as well as in the stores which enables us to manage the stores. At further employees in the store can send email from the intranet.

The fact that Unisoft has references in the lower segment and that the total investment – maintenance costs in particular – fitted with our expectation, contributed to an decision to choose for Unisoft.”