



# CentralConnect

LS Central integration to  
3<sup>rd</sup> party head-office platforms

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# The challenge

- Customers have considerable investments in a **3<sup>rd</sup> party head-office platform** which they want to retain
- Many of these solutions are built to handle a very high number of **users in multiple countries**
- They still have a need for a modern retail system – **like LS Central**
- Building an integration between those two takes **time & effort**
- We want to **standardize** this approach and provide an integration framework that can connect LS Central to these head-office platforms **in an easier way**
- The head-office platform will continue to run processes like **finance, warehousing & distribution**
- LS Central will take care of retail & hospitality



# CentralConnect

An LS Central integration to head-office platforms

With the **LS Central** you can manage retail stores, restaurants, pharmacies, hotels and gas stations from front to back with one centralized solution that integrates Point of Sale (POS) to financials, inventory, eCommerce, and more.

**CentralConnect** is a packaged framework which manages the integration of LS Central to 3<sup>rd</sup> party head-office platforms such as Dynamics 365 Finance and Operations, SAP S/4HANA, Aptos One & Oracle

# LS Central retail integrations with CentralConnect

## Head-Office Platform





Microsoft Dynamics 365  
Finance & Operations



ERP platforms that  
understand XML

## Business Central Retail & Hospitality Platform

 **LS Central**

### LS Central as a retail back-office solution

Receives master data from 3<sup>rd</sup> party platform  
Manages configurations, promotions, permissions, inventory,  
etc.

### LS Central as a POS solution

Used as a front-end for retail and  
hospitality



**LS Pay**

Available in **157 countries** and **23 verticals**

# About LS Central

**Built on a solid base**



## LS Central extends head-office platforms

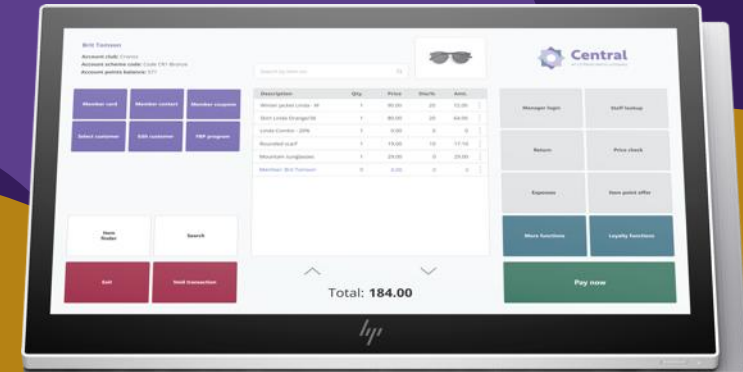
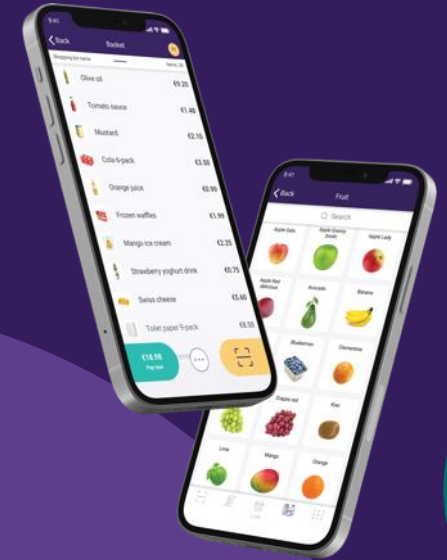
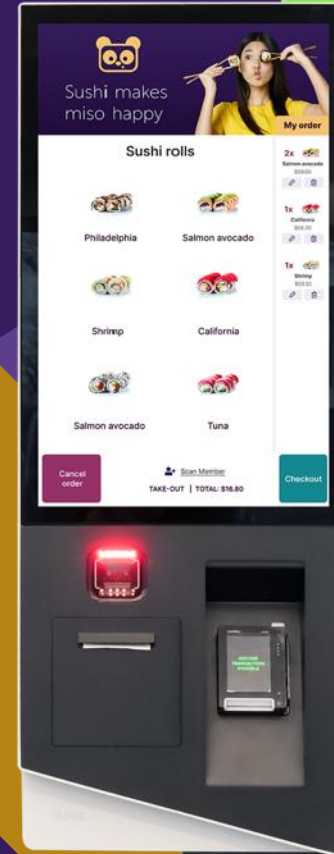
Leveraging the Microsoft Dynamics 365  
investment and ecosystem

More than 40,000  
businesses use  
**Business Central** as  
their ERP

LS Central is  
recognized by  
**Gartner®** as a  
representative vendor  
in the Digital-Business-  
Ready POS  
applications

# LS Retail named **one of the 10 largest** point of sale software suppliers **in the world\***

\*according to RBR's annual "Global POS software" report



# A global POS solution

- The LS Central Point of Sale solution has a **unique market advantage**
- We have a global presence that is **unmatched by competitors**
- This global footprint makes LS Retail the ideal provider for retailers who want to work with the same solution in all the regions and countries where they operate
  - Some competitors have good coverage in **multiple regions** with 1-3 verticals
  - Some competitors have good coverage in **multiple verticals** with 1-3 regions
  - But LS Retail is unique with coverage in **multiple verticals in multiple countries**



# LS Central - a feature-rich POS & retail solution



## HO Platform

### HO

- **Warehouse mgmt.**
- **Supplier mgmt.**
- **Inventory mgmt.**
- **Multi-location/chain mgmt.**
- **Analytics and reports**

### Commercial

- Loyalty program
- Prices, offers and promotions
- Sales analytics
- End-of-day reports
- **Replenishment**
- Staff management
- Sales commission

## Retail functionality

### LS Central

- Point of sale (POS)
- Self-service checkouts
- eCommerce integration to Shopify
- Online orders, click & collect, omni-channel returns
- Store transfers
- Stock mgmt. on mobile
- ScanPayGo
- LS Pay

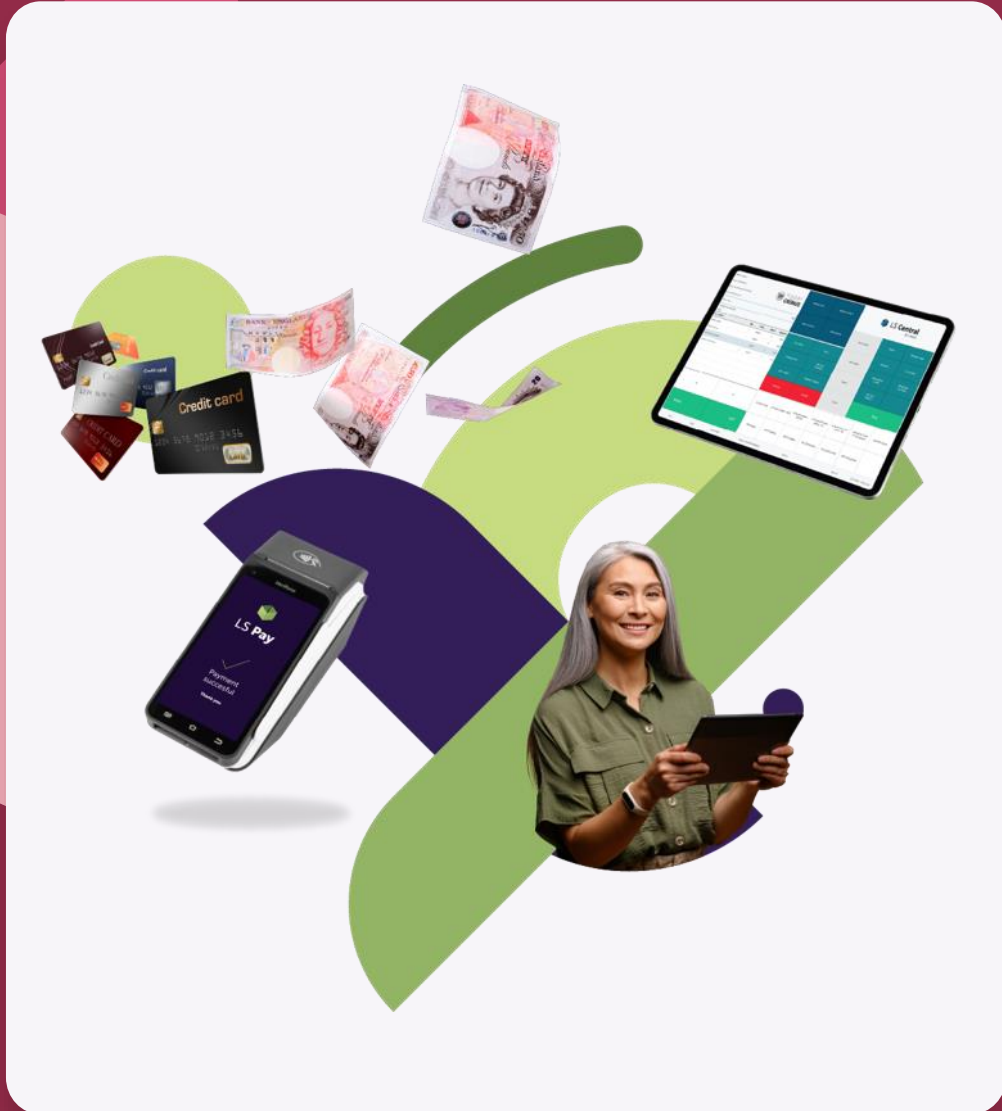
## F&B functionality

- Self-ordering kiosks
- Ingredient and menu mgmt.
- Ingredient costing



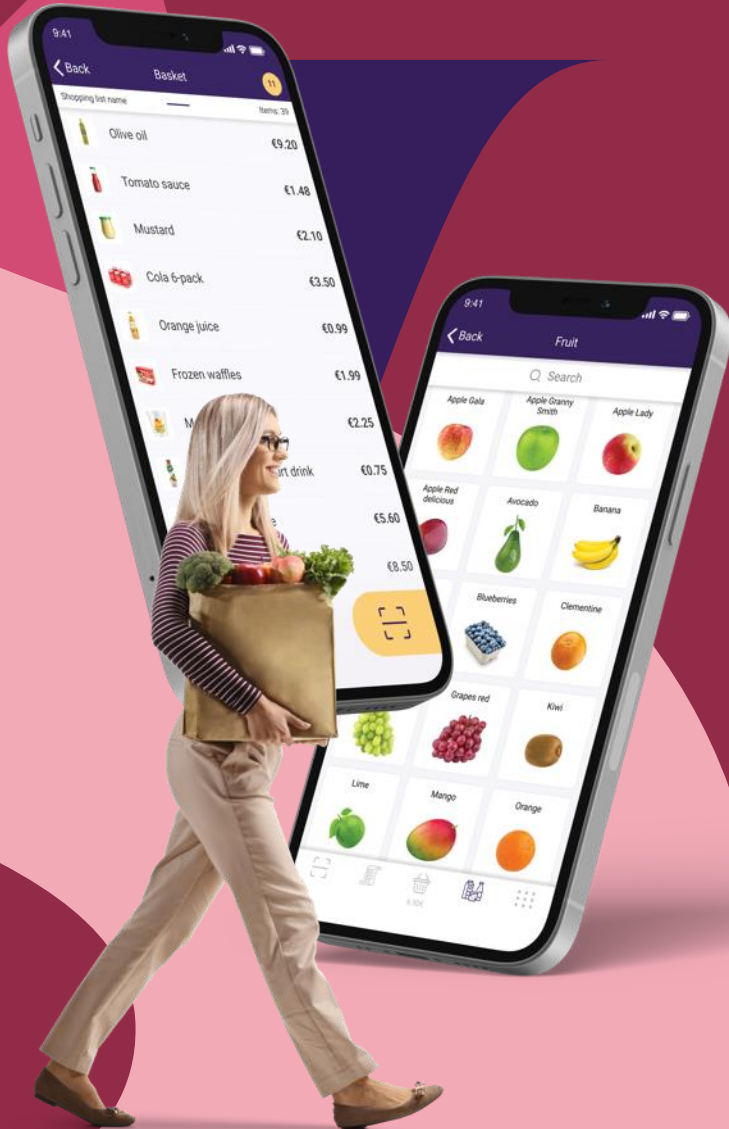
# LS Pay

- EFT integrations to leading Payment Service Providers, in all our main market regions
- Supporting 65 payment integrations in 50+ countries
- Support for all platforms and form factors
  - POS hardware, self checkout, self ordering kiosks, tablets, phones and SoftPay/Tap to Pay
- Alternative payments via respective PSPs
- Back-office payments through LS Pay for Business Central
- Can be integrated to 3<sup>rd</sup> party solutions (kiosks)



# ScanPayGo for LS Central

## A new generation of loyalty app



### Branded by the retailer

- An easy-to-use loyalty app
- Designed for the modern shopper

### Functions

- Scanning on the go
- Integrated payments
- Information about items
- Easy to create shopping lists and share with friends and family
- View offers, promotions and coupons
- Create your basket, pay in app or at a self-service POS

# eCommerce for LS Central



- A unified approach via Adobe Commerce or 3rd party platforms – Retail & Hospitality
- Items, prices, discounts, basket calculation, loyalty, click & collect, transaction repository, returns, etc.
- A simple approach via Shopify
- Various front-end options
- Traditional UI, PWA or headless
- Google Local Inventory

 **Adobe  
Commerce**

  
**shopify**



# CentralConnect | Functionality

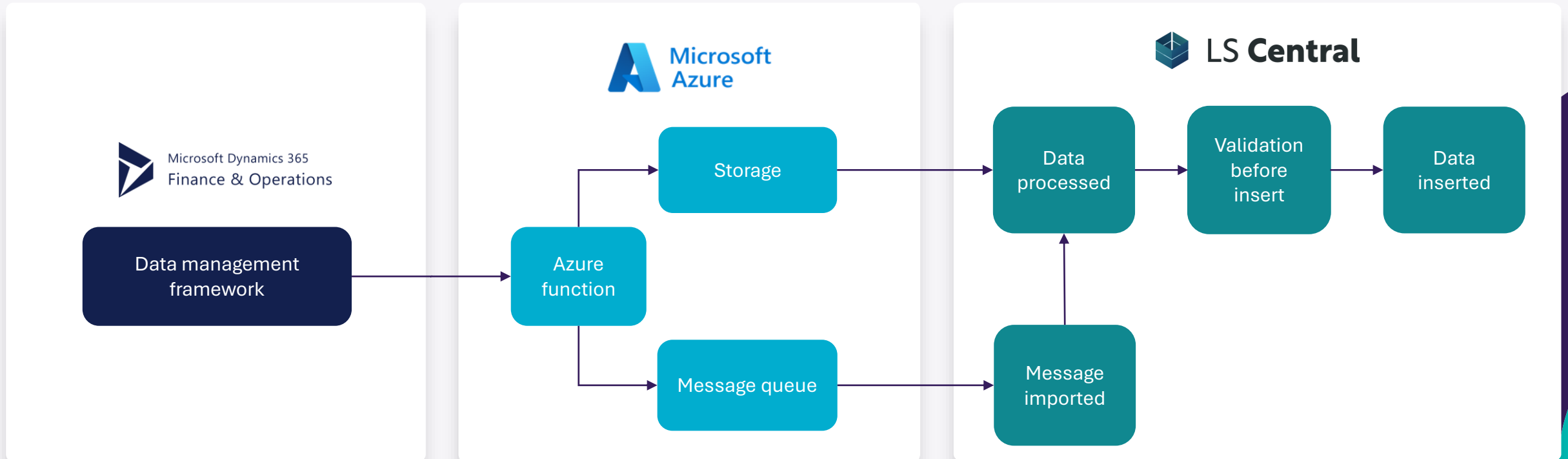
- Uses Azure Storage
  - Azure blob storage for data packages
  - SFTP Connectivity
- Web services for data transfers
- XML file-based transfers
  - Can make other formats available if needed
- Azure environment security
- Integrations logs for traceability
- Built using the Microsoft Dynamics Business Central extensibility framework and can be extended by partners

# Data flow from head-office

Azure storage used for temporary data storage.

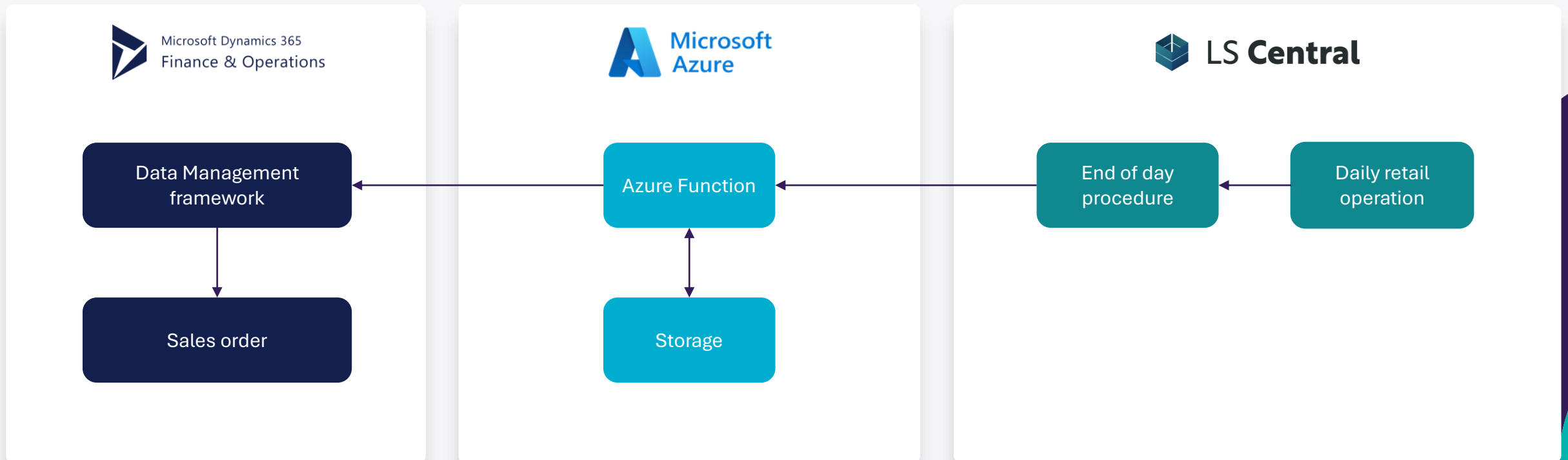
- Azure function triggers data export from F&O
- Data packages inserted into Azure storage
- Message created in message queue
- Data imported into LS Central
- Data validated and inserted into LS Central tables

Even if the data flow in this example is based on Dynamics F&O this can be applied to any ERP platform that can access Azure and work with XML documents



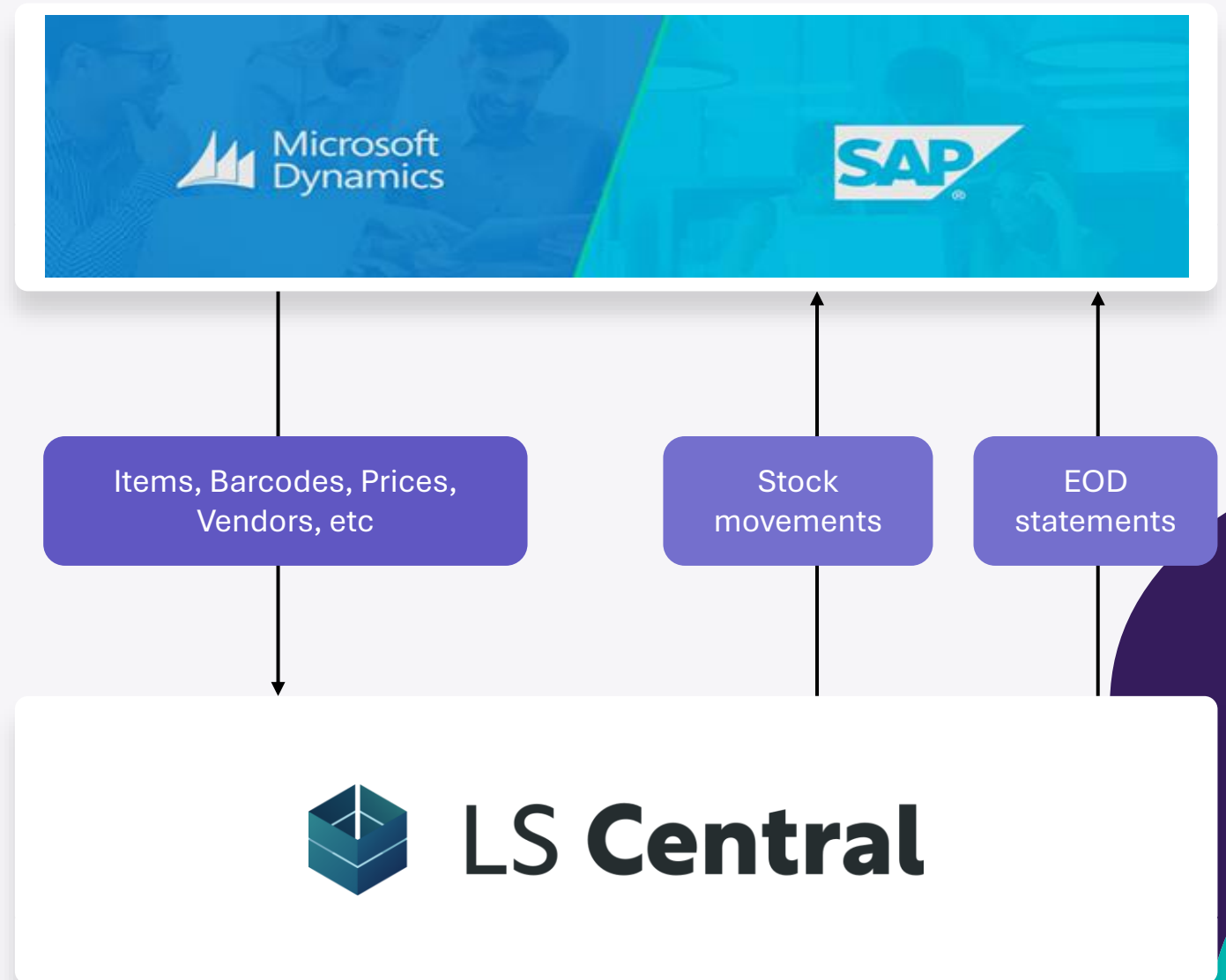
# Example of End of day – Retail sales flow

- Sales data flow from LS Central and into Azure storage
- End of day in LS Central triggers an Azure function
  - Creates F&O data package
  - Stored in Azure storage
  - Trigger import into Data management via web-service
  - Data flow into F&O, Data management validates and inserts sales orders



# Inventory management

- In general we assume that inventory is managed in LS Central
- Inventory changes sent to either SAP or F&O either during the day or at EOD
- LS Central will manage:
  - Receiving
  - Transfers
  - Stock count
  - Positive/Negative adjustm.



# Requirements

- Data needs to be written and read from Azure Storage
- Current format is XML
  - We may support other types such as Json and CSV as well
- For F&O we can trigger the import and export of data using web-services
  - For systems that don't support web-services, this can also be accomplished using scheduled jobs



Demo

# Scenario 1

1. Review the configuration for CentralConnect
  1. Azure Functions, Azure Storage, Azure Application, Azure Service Bus
2. Create a mapping for Vendors from F&O to Central
3. Change a Vendor in F&O
4. Run the data export/import process
5. Review the changes in Business Central

# Scenario 2

1. Change an item in F&O
2. Run the data import/export process to import the changes to Business Central
3. Review the changes in Business Central
4. Sell a transaction on POS using the changed item
5. Run the Statement Post process (end-of-day)
6. Run the data import/export process to import the sales data into F&O
7. Create a sales order and review in F&O

Q&A

IT companies **that are not** LS Retail partners and **are interested** in CentralConnect can **contact Waddah Laham** ([waddah@LSRetail.com](mailto:waddah@LSRetail.com)) to know more about our referral program



# CentralConnect

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to head-office platforms

**SAP S/4HANA**

November, 2024



**Q&A & follow up?**