



www.LSRetail.com

LS Central – All the latest



Matthias Matthiasson

Product Director

matti@lsretail.com



LS Retail

We make business easy

www.LSRetail.com

LS Retail

A world-leading provider of unified commerce solutions for retail, hospitality, food service and forecourt businesses of all sizes

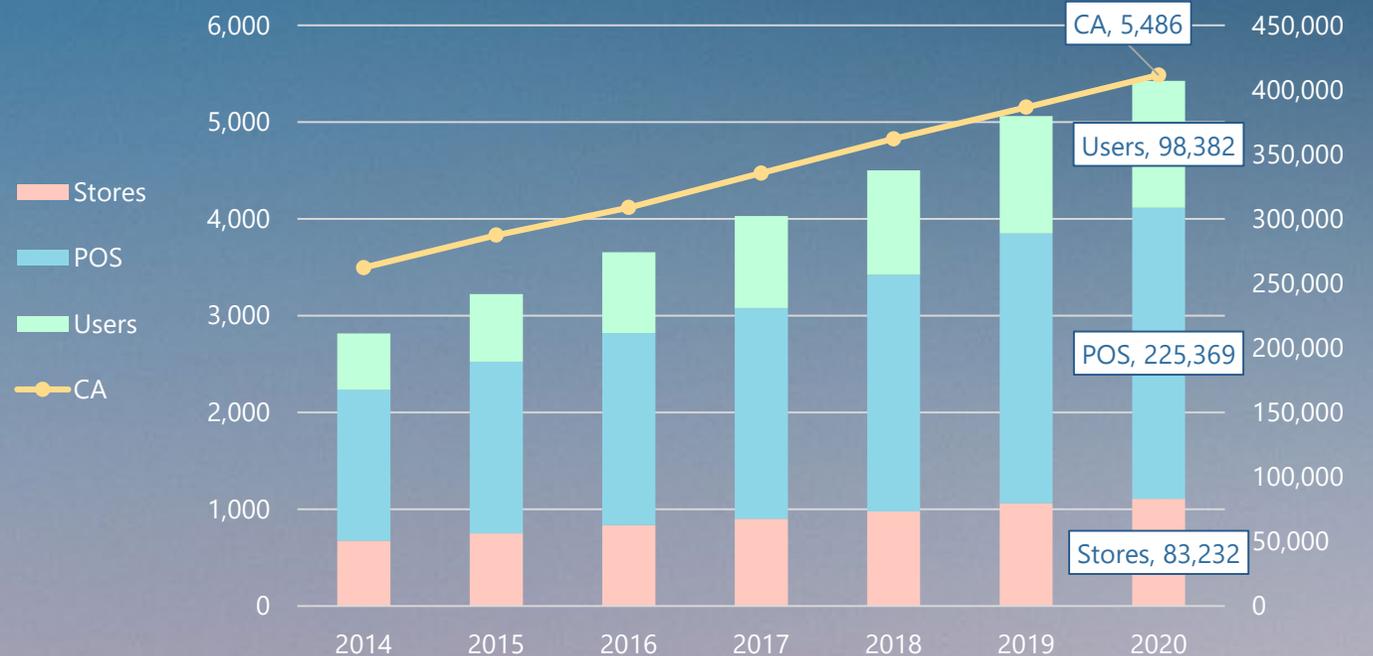
Headquartered in
Kopavogur, Iceland



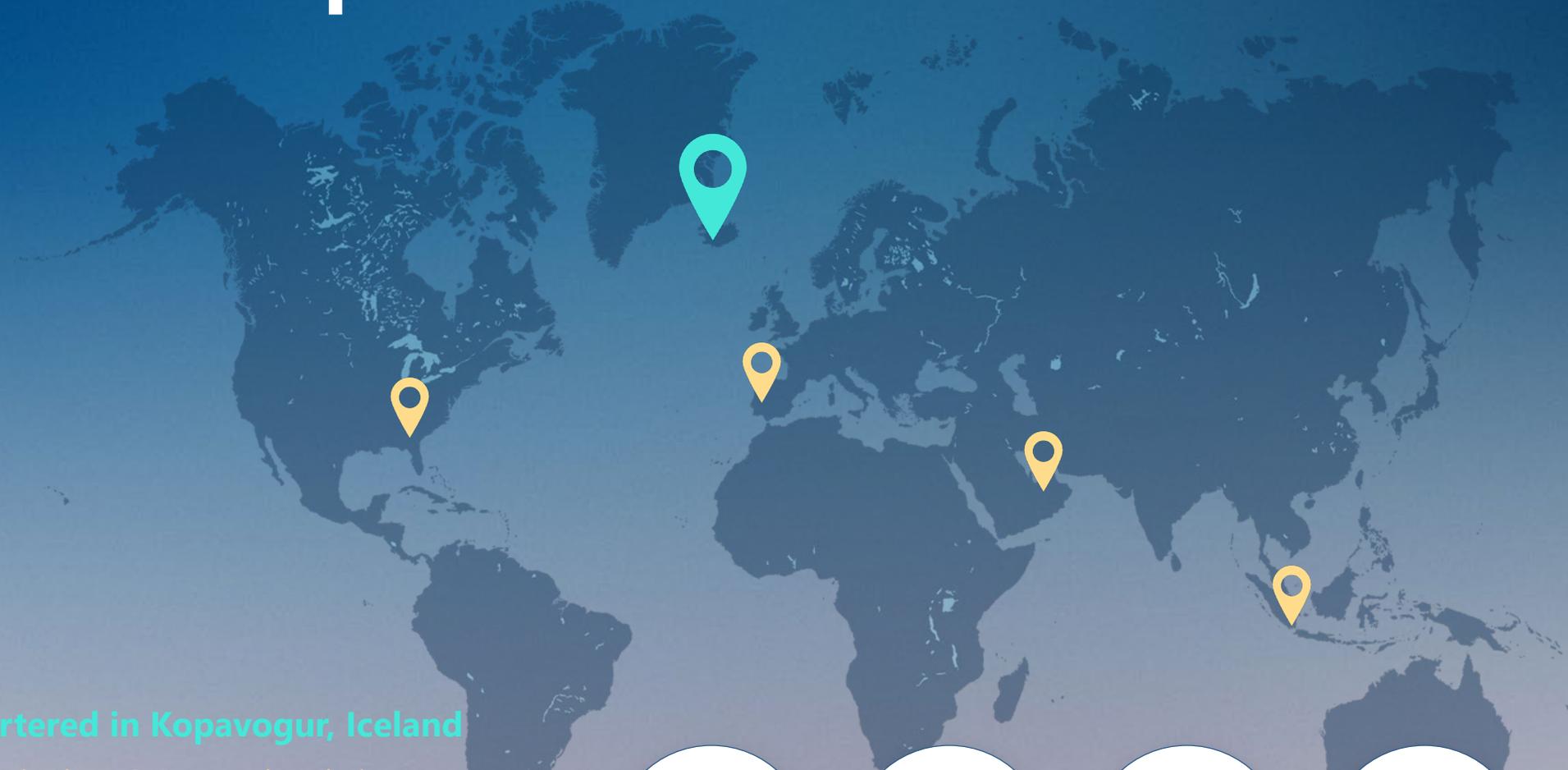
30+ YEARS OF EXPERIENCE

Run as a separate entity since 2007,
although origins can be traced back to 1986

Cumulative sold quantity: Customer Adds (CA), Stores, POS & User



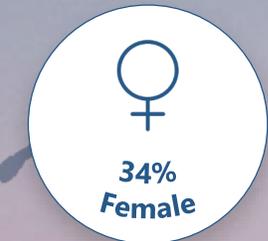
Worldwide presence



Headquartered in Kopavogur, Iceland

Subsidiaries in the US, Portugal, Dubai, Singapore and Malaysia.

Local representation in Australia, Austria, Canada, Czech Republic, Denmark, Germany, Mexico, Norway, Poland, Romania, Slovenia, Spain, Sweden, Ukraine and United Kingdom.





83.000+

retail and hospitality locations

worldwide

Over 5,500 customers
in more than 140 countries



MARKS &
SPENCER



DAVID'S BRIDAL



DONDON:
DONKI



ISETAN



BLUE LAGOON
ICELAND

BESIKTA
BILPROVNING



أسواق
aswaaq.

Customer stories

www.lsretail.com/customers





Global thinking
and local support

Over 380 partners
In more than 80 countries



Customer expectations

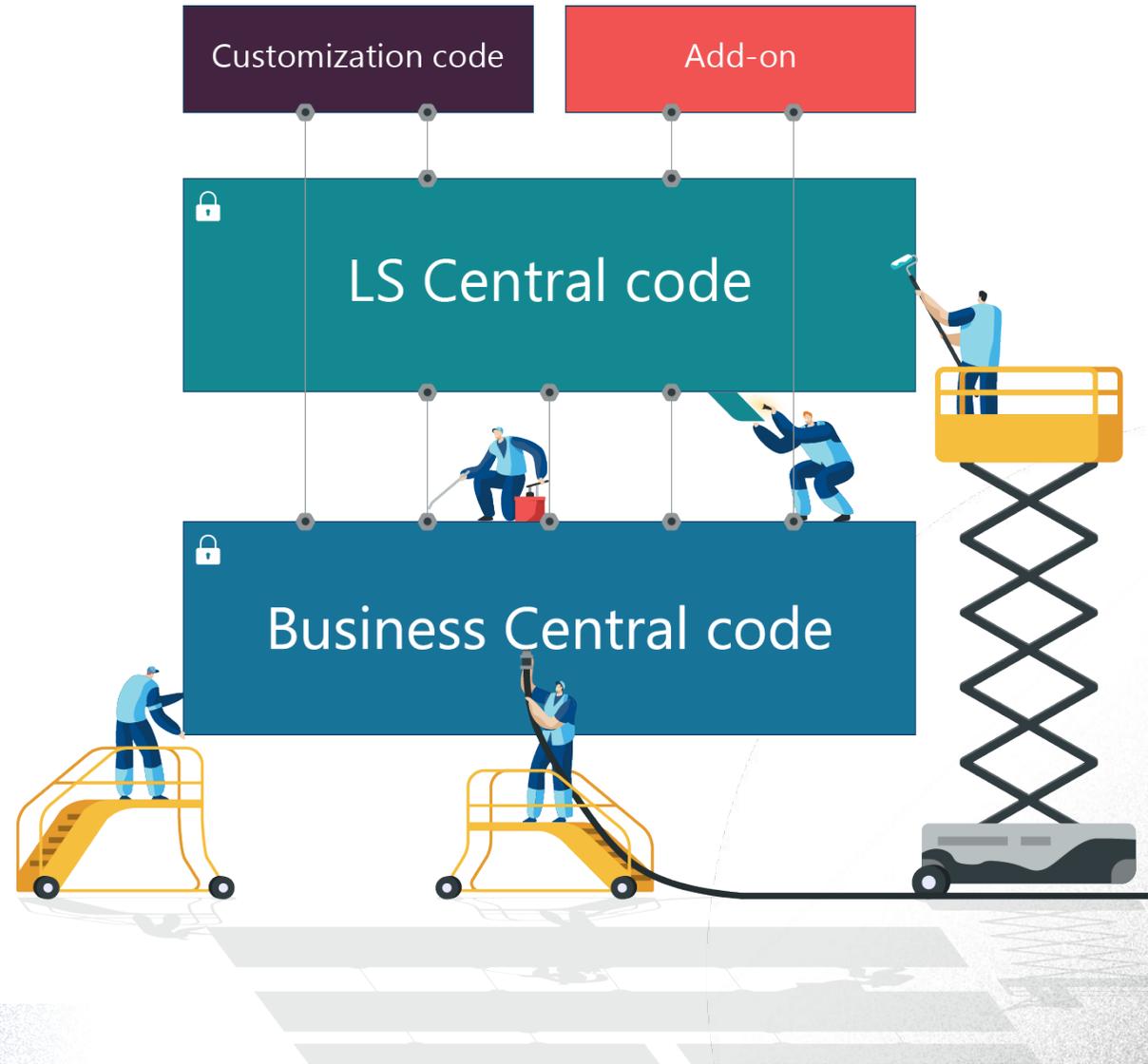
The Evergreen train



Extensibility framework

- New modular development environment
- Built for upgradability
- Makes migration easier, simpler and faster
- Still keeping the ability to extent functionality
- You have the ability to stay current without projects

Coding with Events & Extensions



Localization



LS Retail
localization team

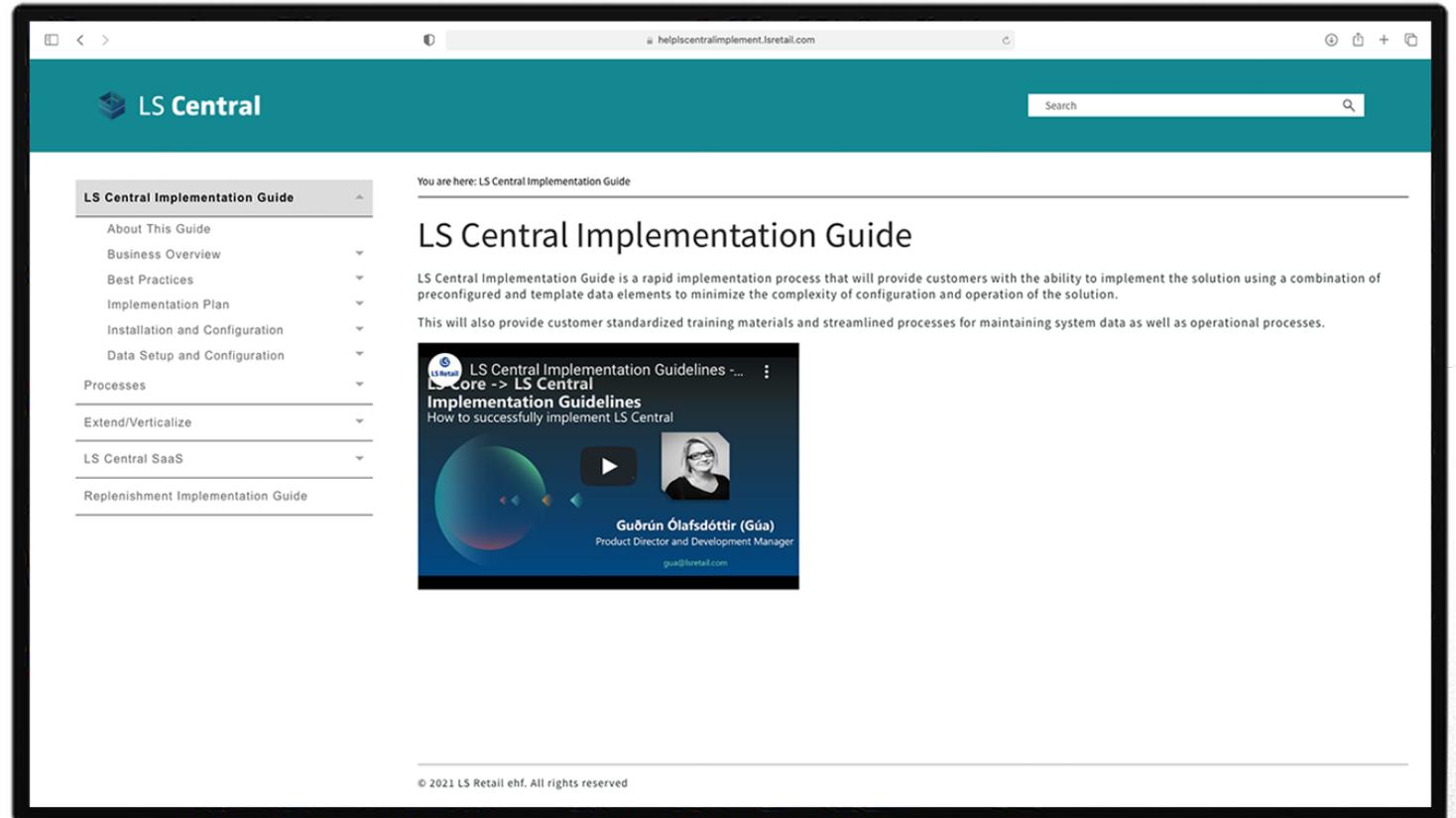
Including localization
requirements in base product

Translation Apps available
for all customers

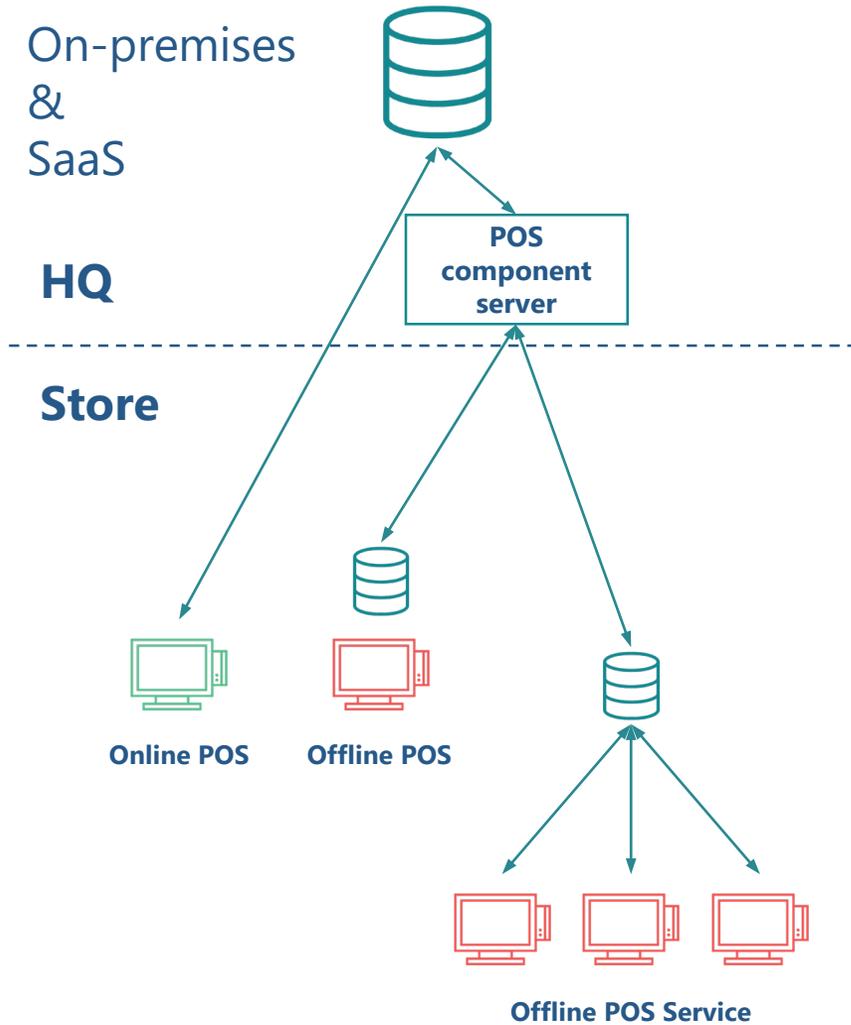
Fiscalization provided by
partners as an App
Works both for on-premise and SaaS

LS Central Implementation guidelines

- Implementation Guide
- Assisted Setup
- Data Packages
- Training Material



- LS Central supports
 - Online POS
 - Offline POS
 - Offline POS Service
- POS component Server
 - Handles communication to offline POS and POS Services
- Same methodology for on-premise and SaaS implementations



POS Component Server

Data Director

Head office



Data Director



Master POS database

Offline POS device



LS Central 16.0



LS Central 16.0



LS Central 16.0

Update Service



Customizations



LS Central



Business Central



SQL Server

LS Retail Update Service



LS Central 15.3



LS Central 16.0

Customers Update Service



LS Central 15.3



LS Central 16.0

Offline POS device



LS Central 16.0



LS Central 16.0



LS Central 16.0



Why retailers are moving to SaaS

**Always on the latest version
– no updates necessary**

**Stop worrying about
servers, data security,
and regulations**

**Support
remote
workers**

**Agility: add new
technology when
and as you want**

**Artificial
Intelligence**

**Business
Intelligence**

Forecasting

**Machine
Learning**

Power Apps





Customer story – Supermarket chain

- Currently, the customer is using Dynamics NAV 2004 with a 3rd party retail solution
- As their POS hardware was up for renewal, they decided to also migrate to new retail solutions with strong retail and POS functionality
- Whilst additionally looking to achieve cost-savings to drive operating margin improvements
- ✓ SaaS solution has significantly lower TCO than existing solution, even taking into account that the client had a large active NAV license
- ✓ SaaS solution enables the customer to always stay on the latest version
- ✓ Centralized retail management of their online store integrations and store operations
- ✓ High scalability – getting additional subscription as and when needed



LS Central

"Firstly, we selected the LS Central SaaS because of the LS Retail brand. Key factors were excellent reputation, positive references, strong retail and POS functionality, and the fact that LS Retail has resources close to the customer in Denmark. Secondly, the SaaS version was selected because of its advantages in terms of lower TCO, and because of the clear strategic advantage in always being on the latest version."

Customer story

- A well-know Japanese electronics retailer was looking for a retail solution that could fulfill their Unified Commerce requirements, for selling online and in their physical stores
 - Lacking a cost-effective solution with global presence and support (using Singapore as the pilot project for a global template)
 - Needed a solution that they had “tried and tested” (Hong Kong and China)
- ✓ Centralized retail management of their online store integrations and store operations
 - ✓ Ability to access local apps (with modifications)
 - ✓ Low upfront investments through the OPEX model
 - ✓ Centralized deployment by their IT team in Singapore, supported by LS Retail partner IBIZ
 - ✓ Fast deployment for multiple countries
 - ✓ High scalability – getting additional subscription as and when needed
 - ✓ Always staying current on the latest version

The project started with an initial requirement for 5 APAC countries, spearheaded by their regional IT team in Singapore. The Covid-19 outbreak expedited Sony’s decision of making this a global project, fulfilling their business requirements for the US and European countries as well.



LS Central

Update



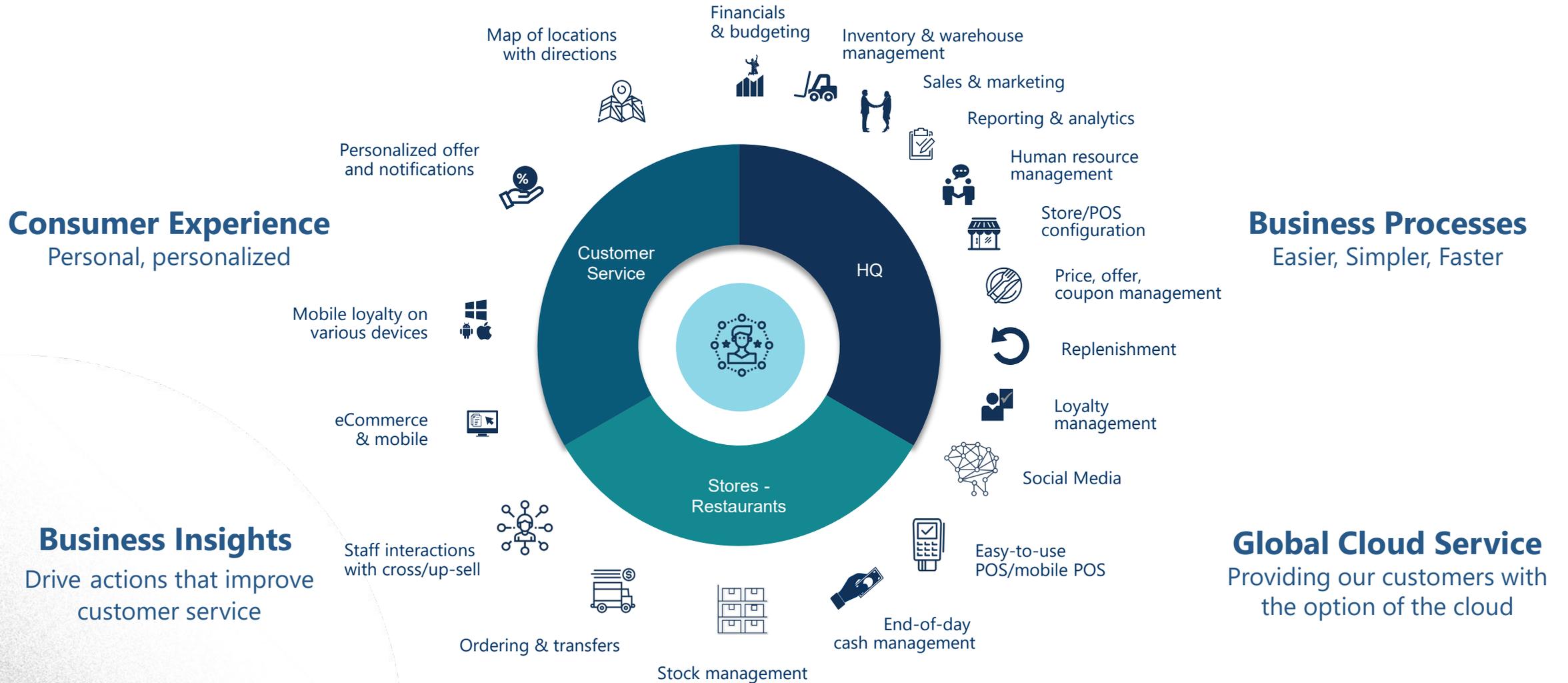
Update

SaaS

on-Premise



Our product strategy is Unified Commerce



Unified solution through multiple verticals



Fashion



Restaurants



Grocery



QSR



Duty free



Pharmacy



Electronics



Forecourt



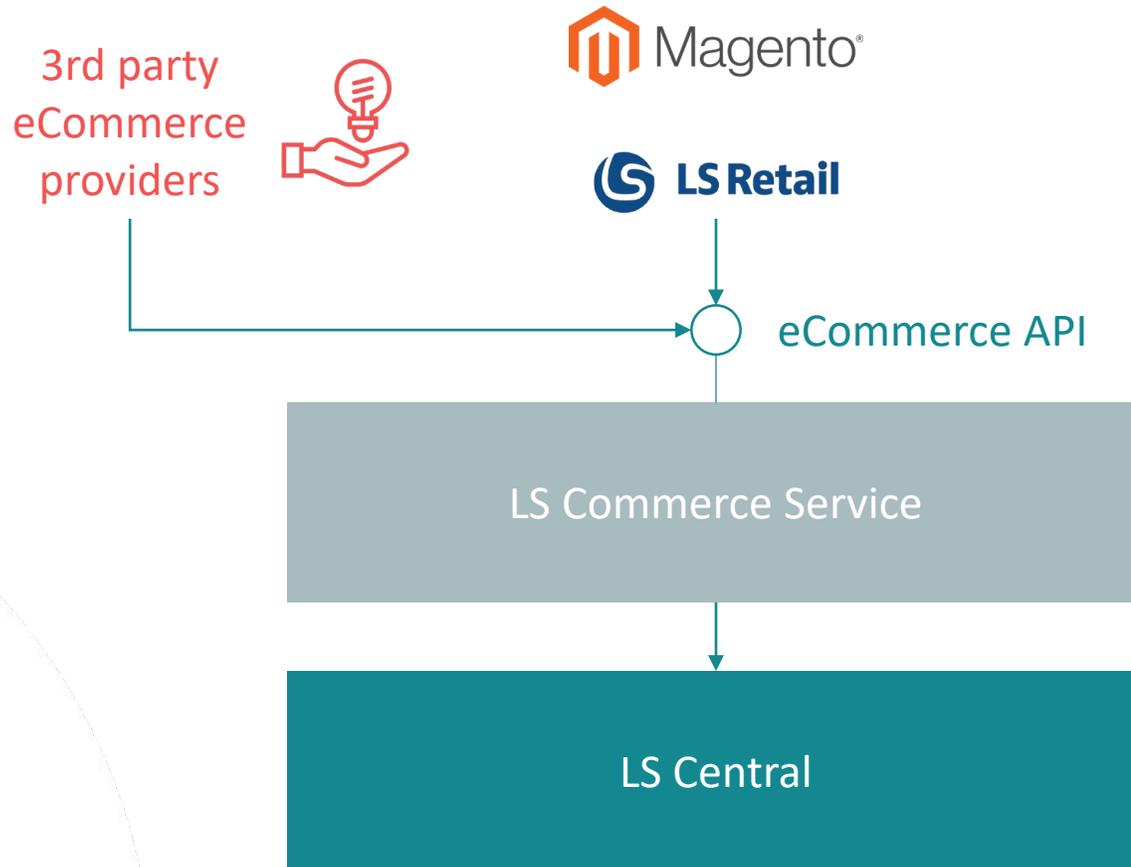
Furniture



Hotels

....and many more

LS eCommerce





LS Pay

LS Pay is an Electronic Fund Transfer (EFT) software solution that offers you complete reliability and EMV and PCI compliance, no matter if you are selling in your store, restaurant or gas station, or on your e-commerce platform

LS Pay seamlessly integrates with LS Retail systems, and gives you the flexibility to choose from a variety of Payment Service Providers (PSP) in all of our main market regions

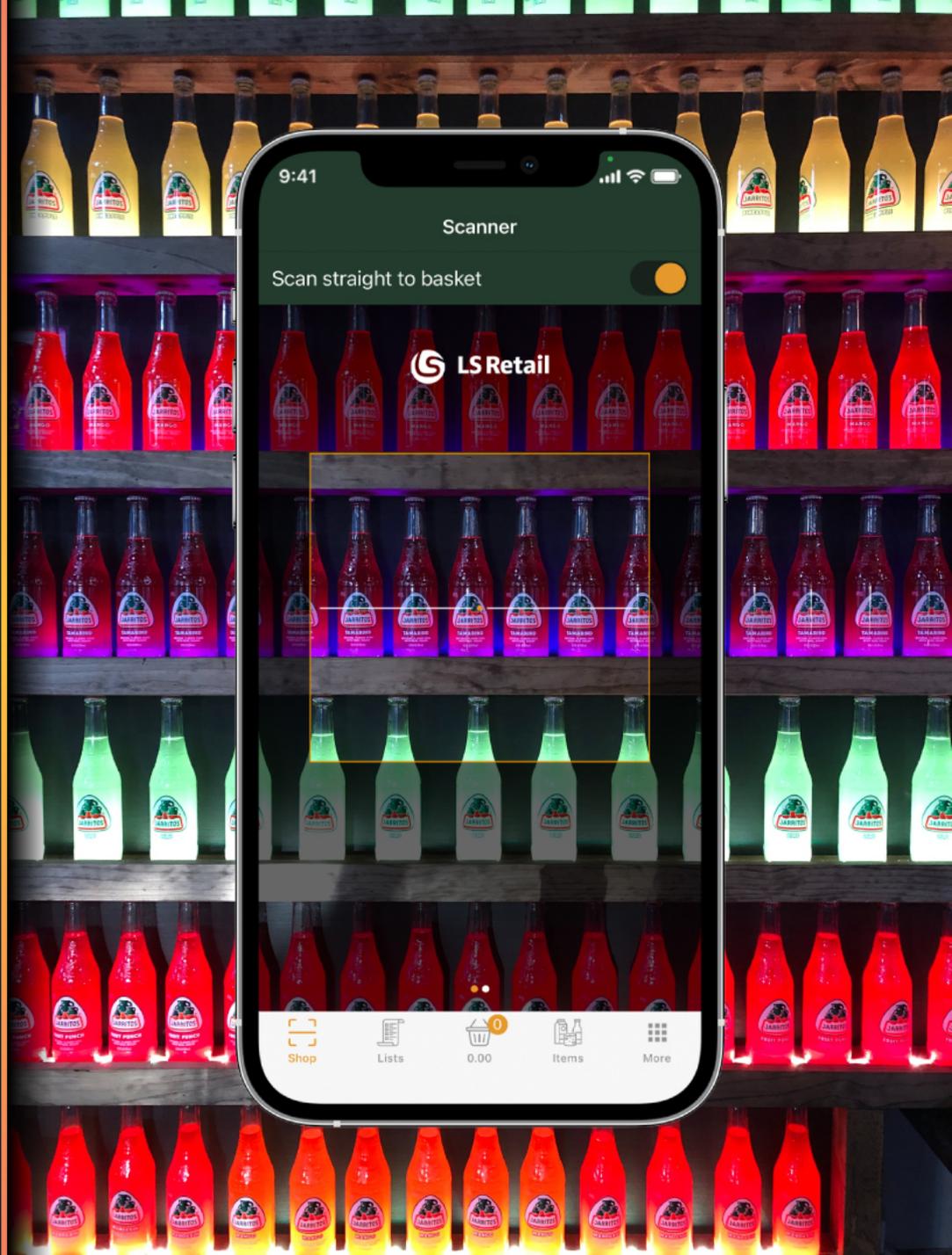


Roadmap:





LS Retail ScanPayGo



Contactless shopping



Contactless shopping



ScanPayGo

- Online ordering
- Item scanning
- Shopping lists

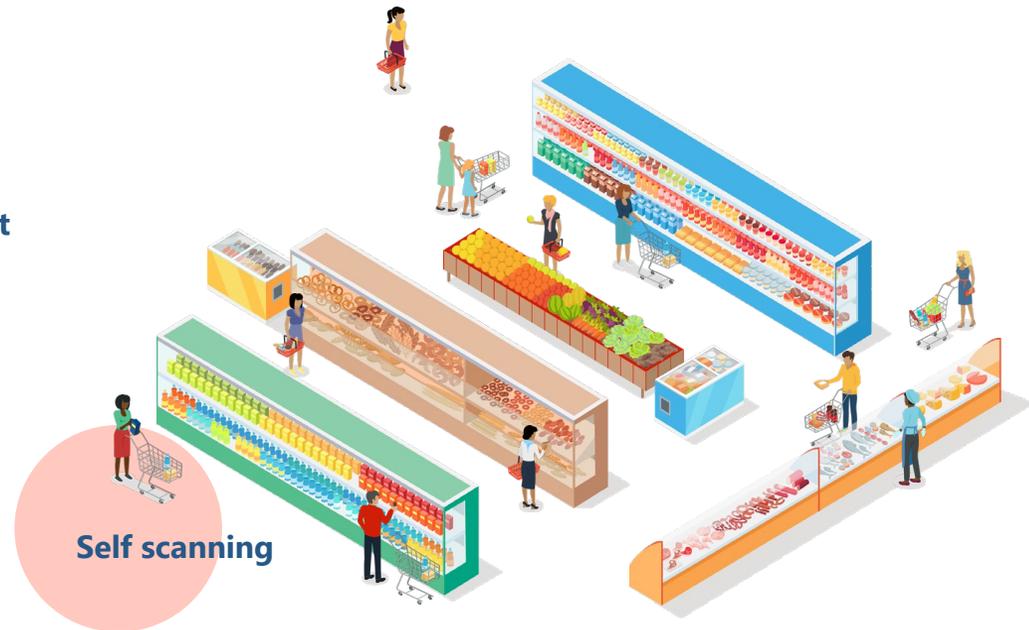


POS Lane



Self-checkout

- S station
- Mobile



Self scanning

Contactless shopping



ScanPayGo

- Online ordering
- Item scanning
- Shopping lists



eCommerce shopping



Customer order picking

Contactless shopping



ScanPayGo

- Online ordering
- Item scanning
- Shopping lists



eCommerce shopping



Home delivery



Collect in-store



Customer order picking

Contactless shopping



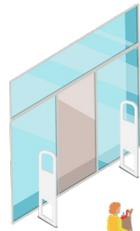
ScanPayGo

- Online ordering
- Item scanning
- Shopping lists



eCommerce shopping

Locker collection



Curbside pick-up



ScanPayGo

Get to know your customer

Personalized offers and communication

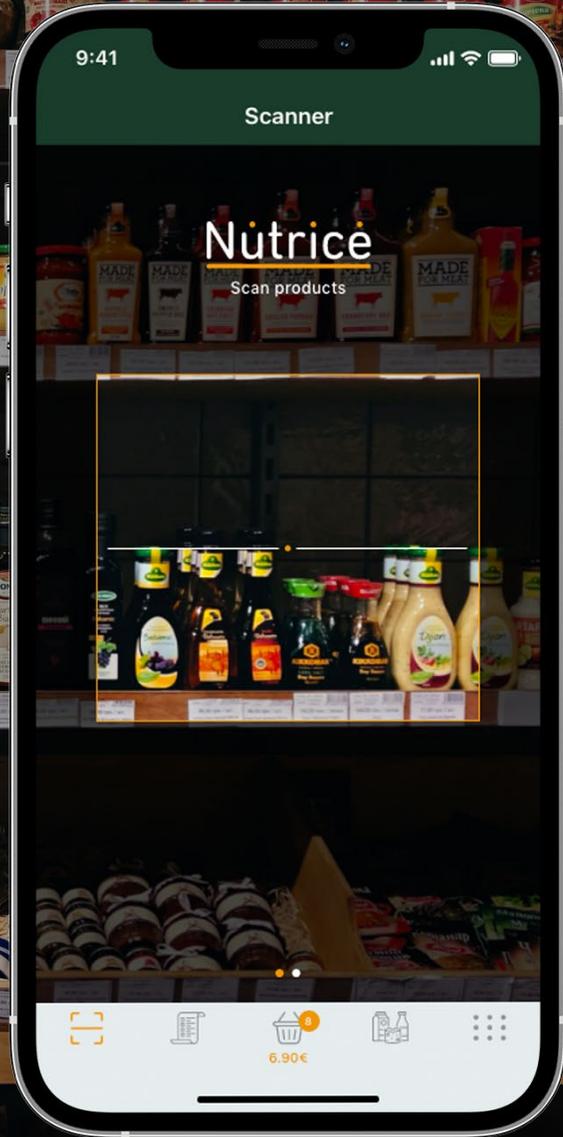
Customer gets to know you

Visibility on item range, their offers and shopping history

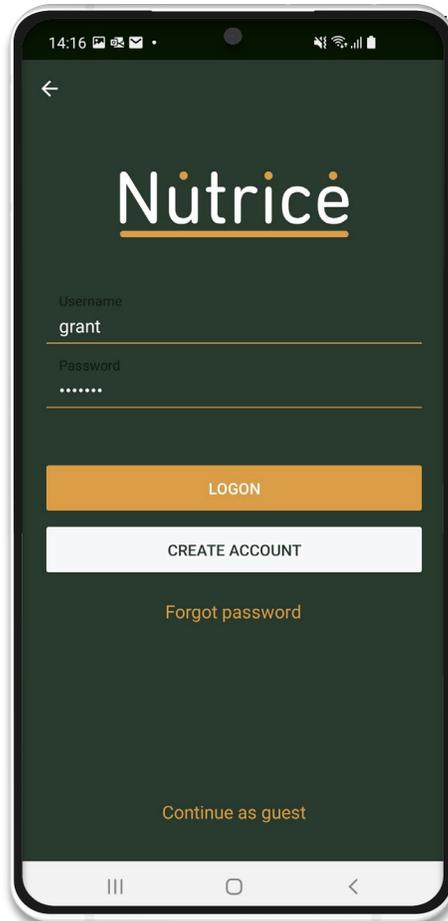
Enhances the shopping experience

Local App for iOS and Android

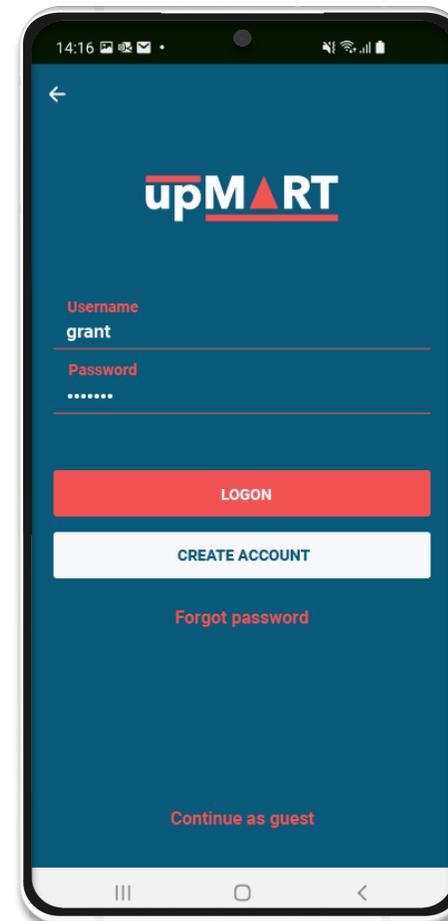
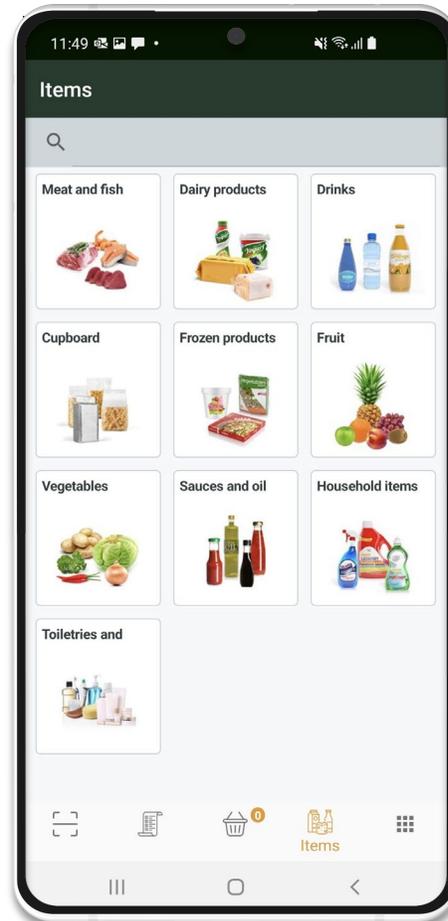
Branded and available in corresponding App Stores



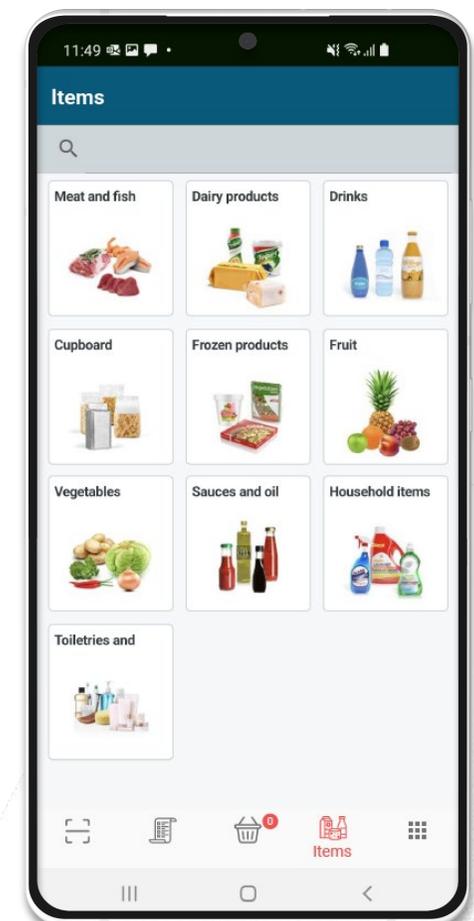
Retailer branding options



Nutrice

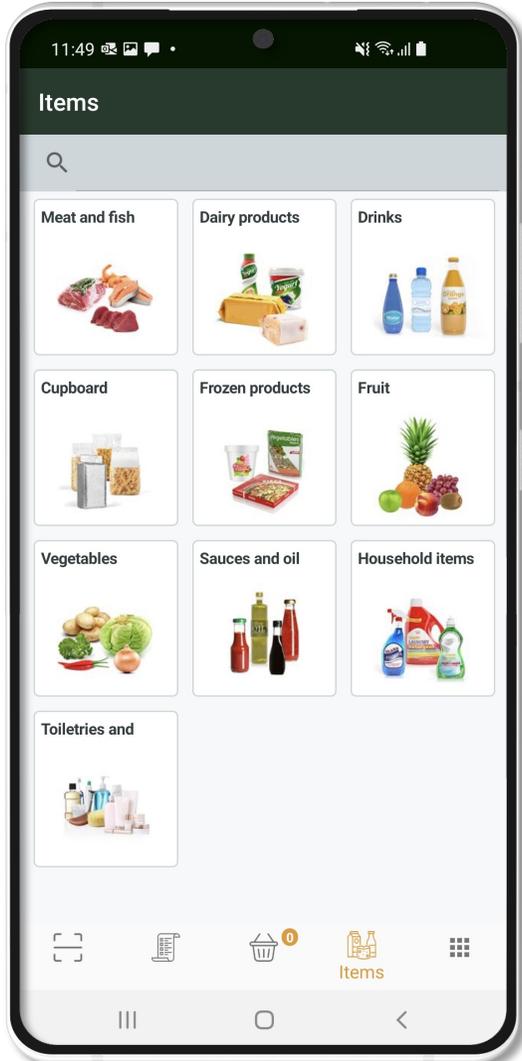


upMART

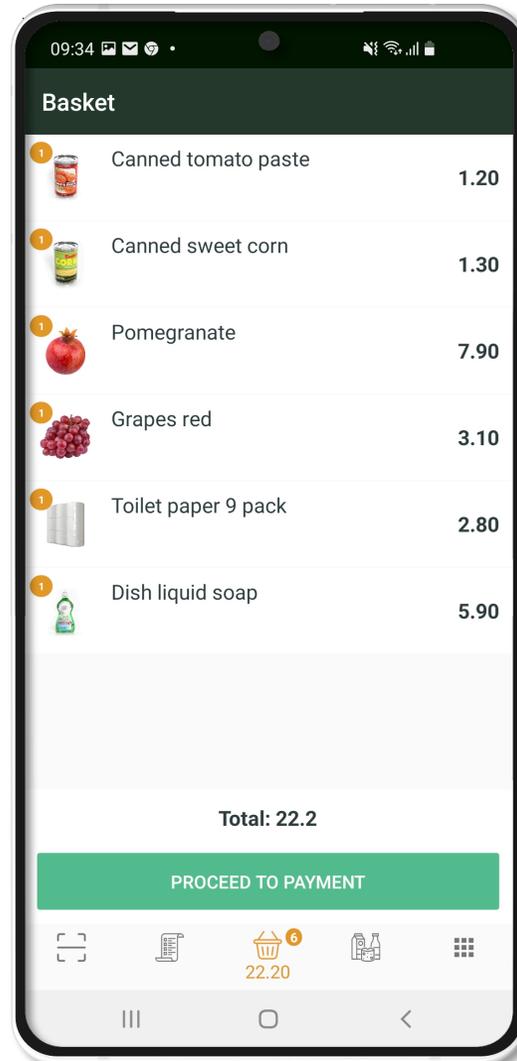


App ordering and payment at home (v. 2)

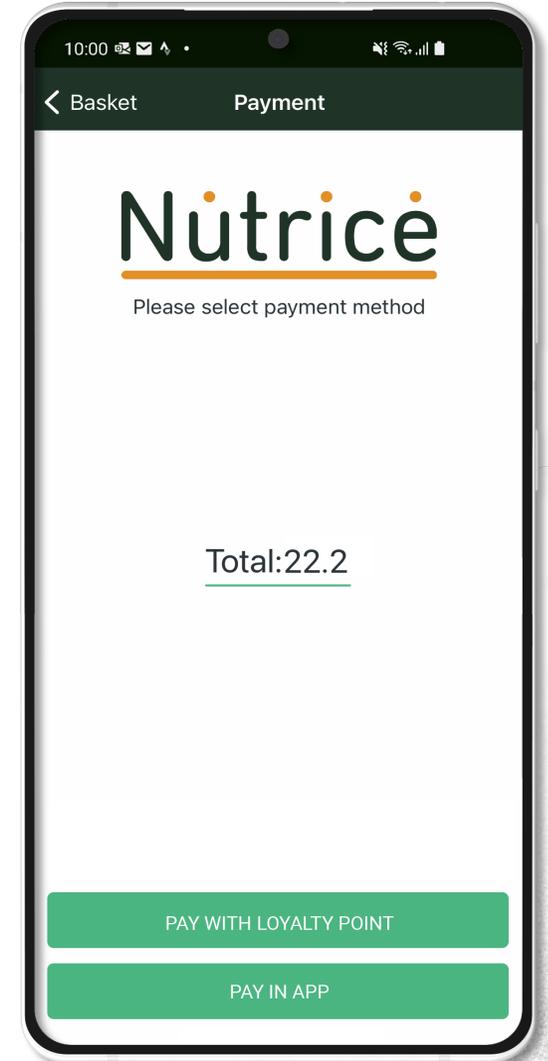
Item search



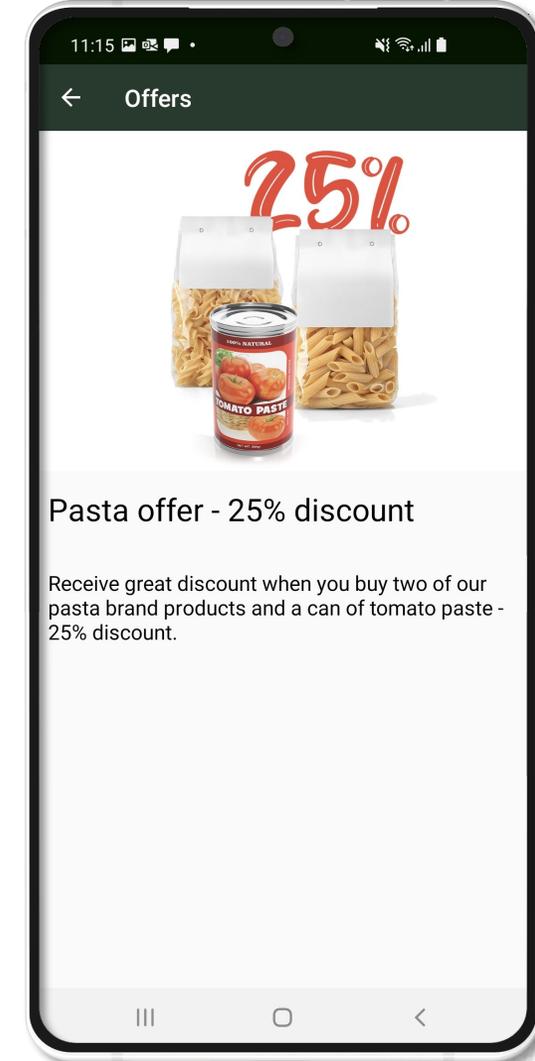
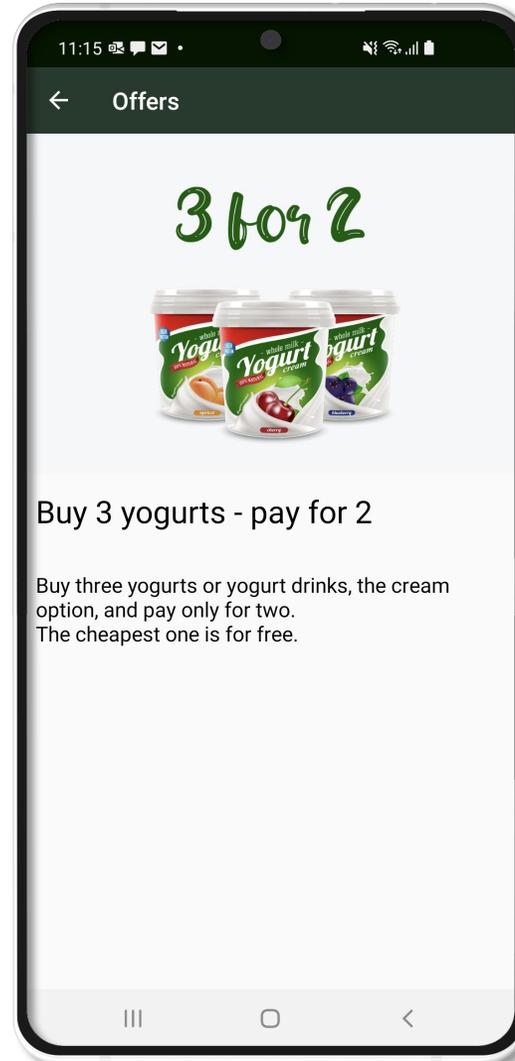
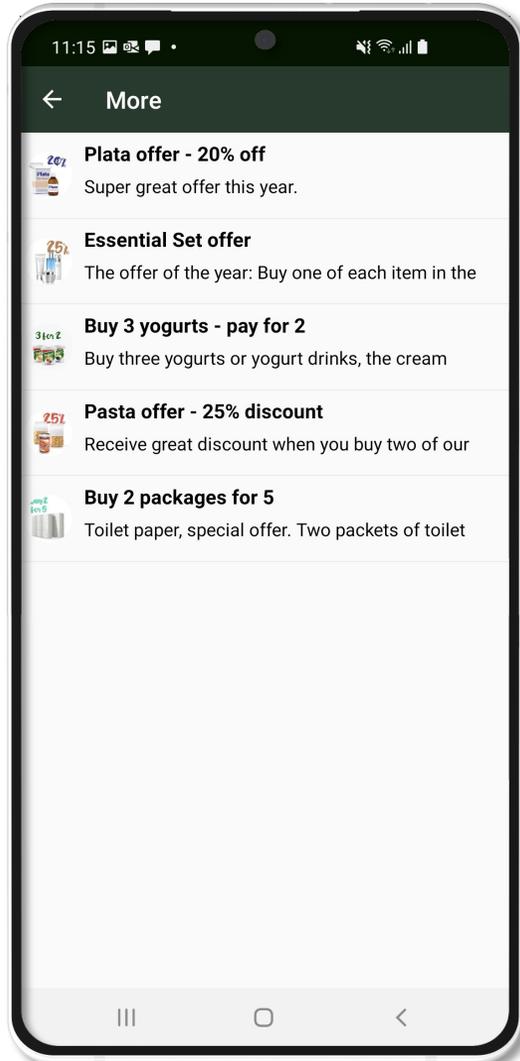
Basket



Pay with card

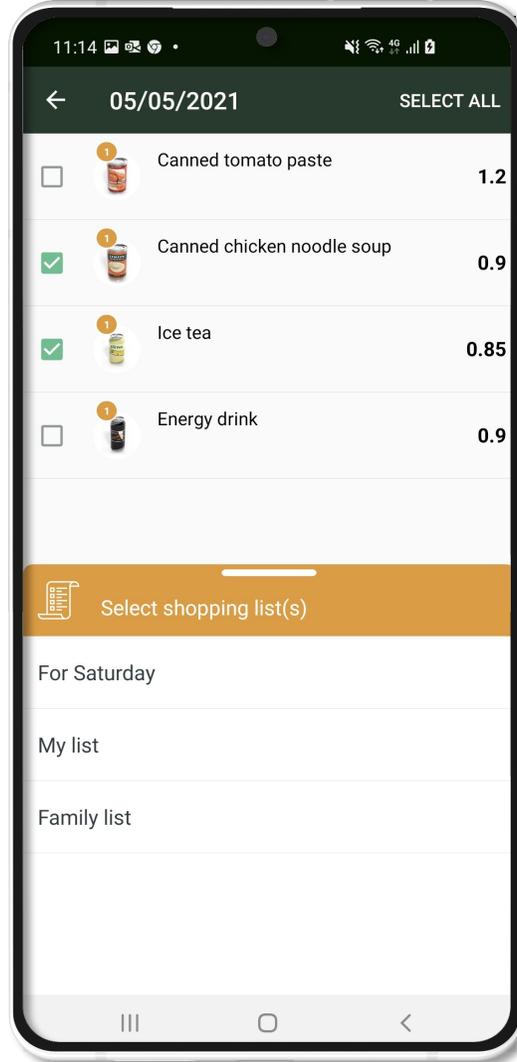
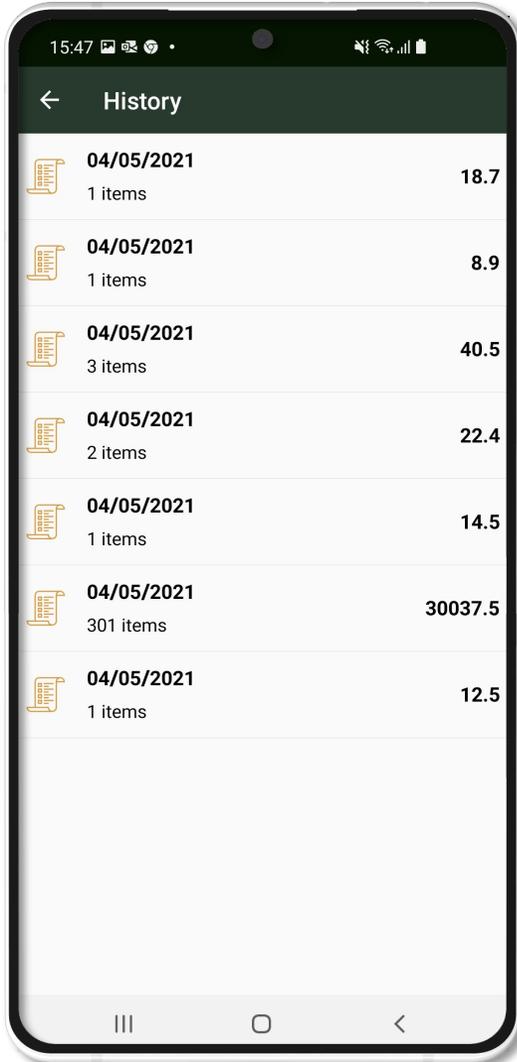


Offers for app users



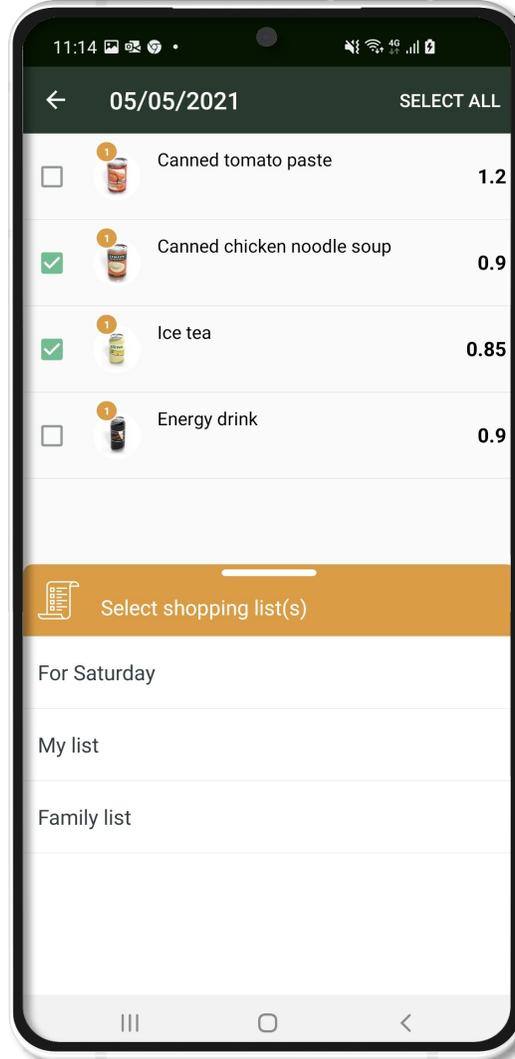
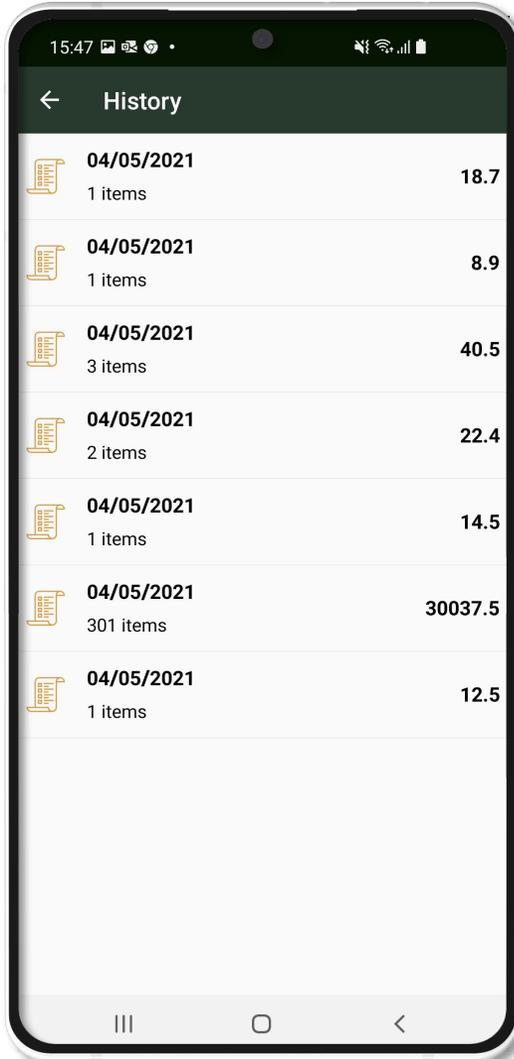
Add items to shopping list

Purchase history



Add items to shopping list

Purchase history

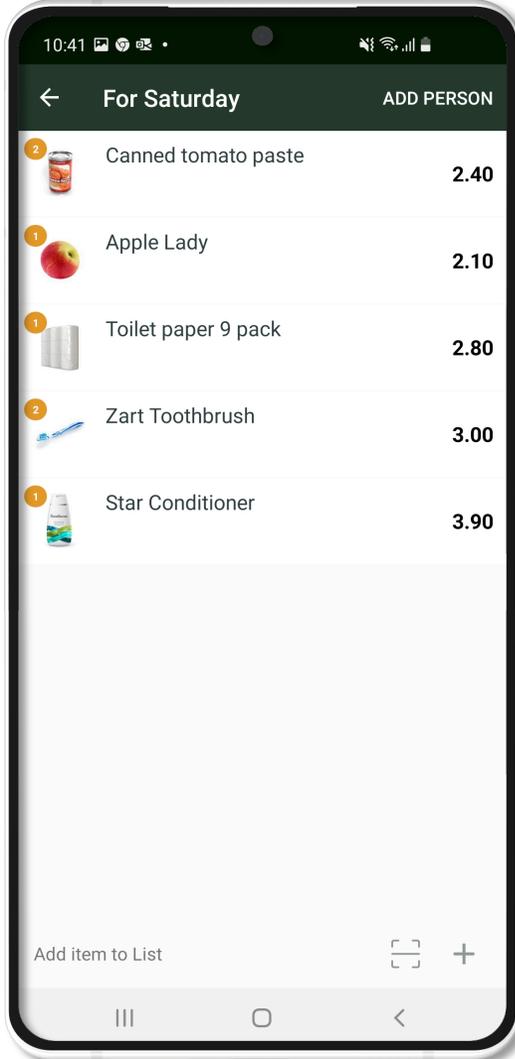


Scanning



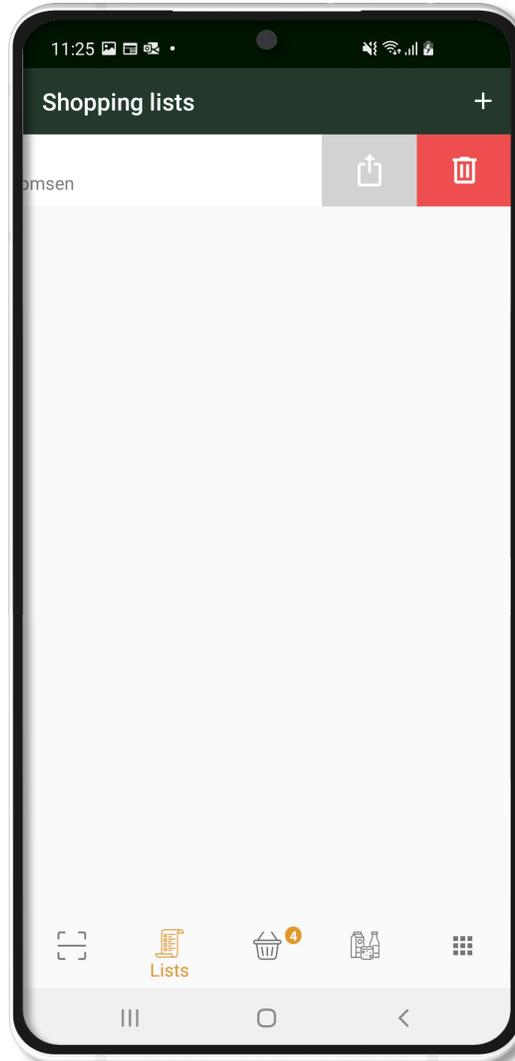
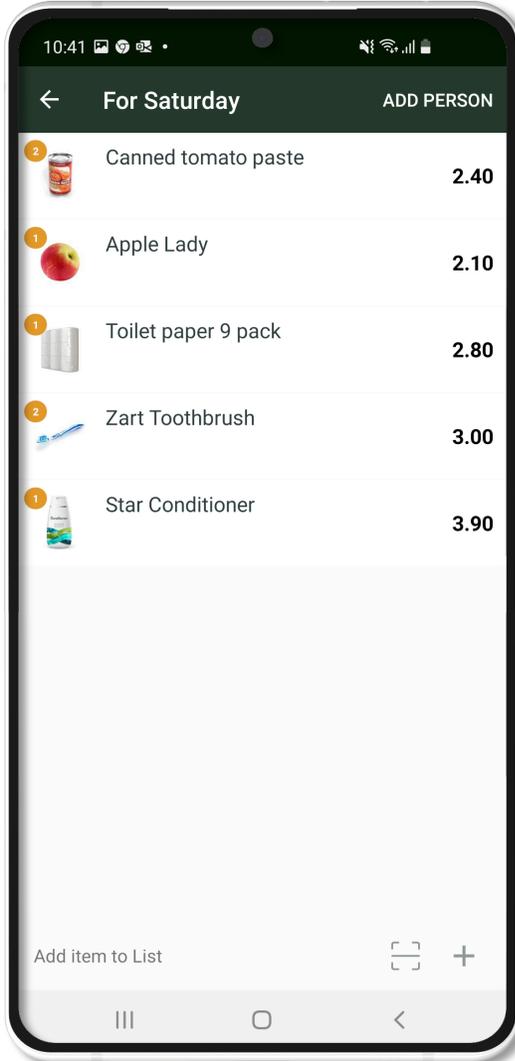
Sharing shopping list

Phone sharing

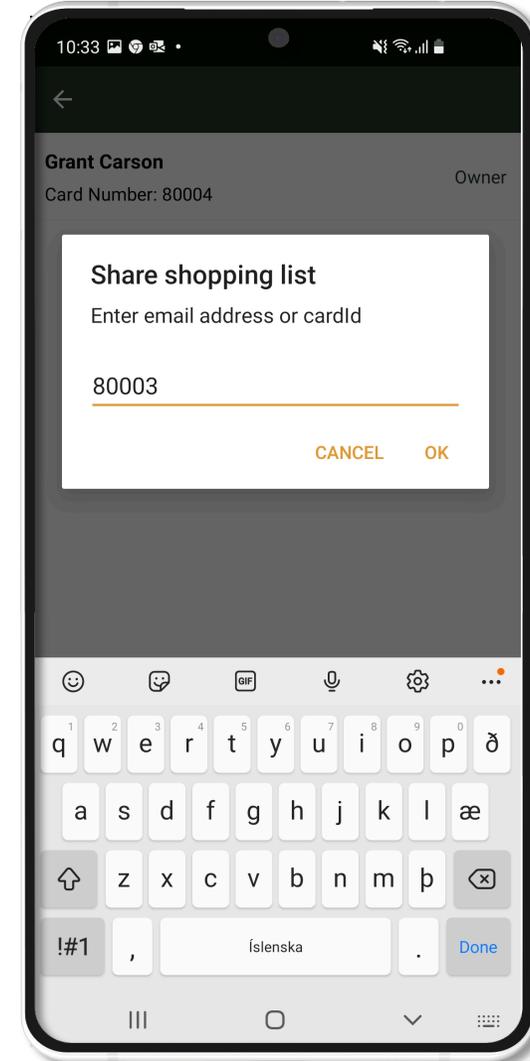


Sharing shopping list

Phone sharing

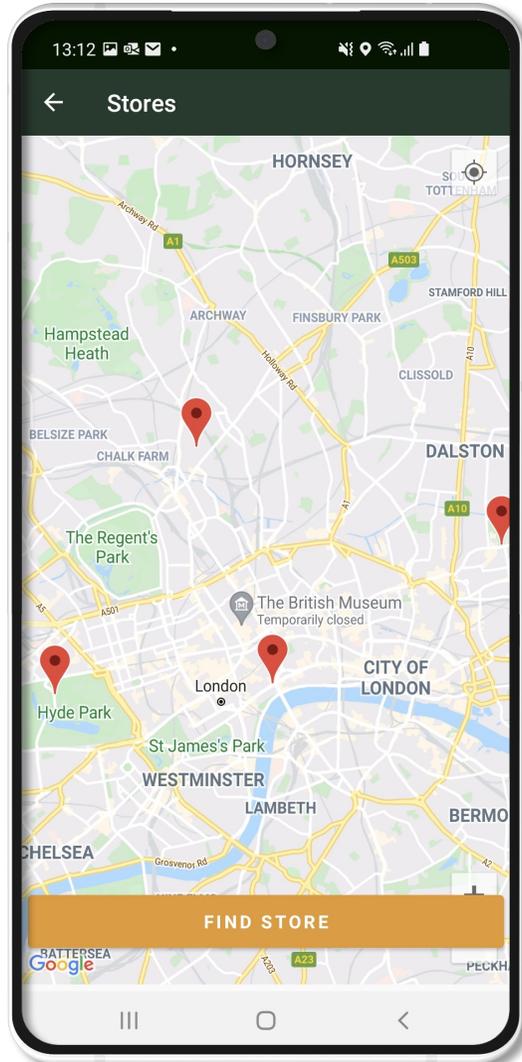


Share in App

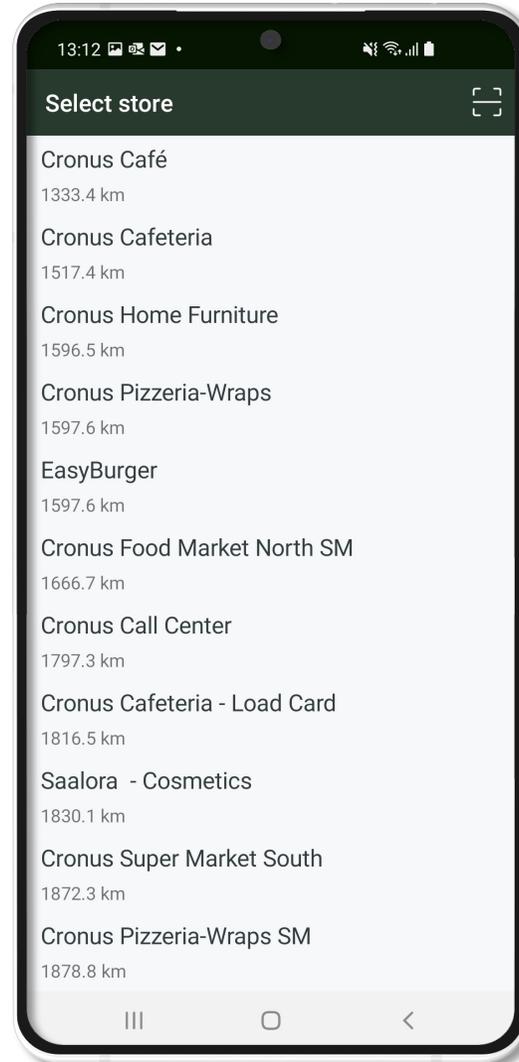


Find stores and locations

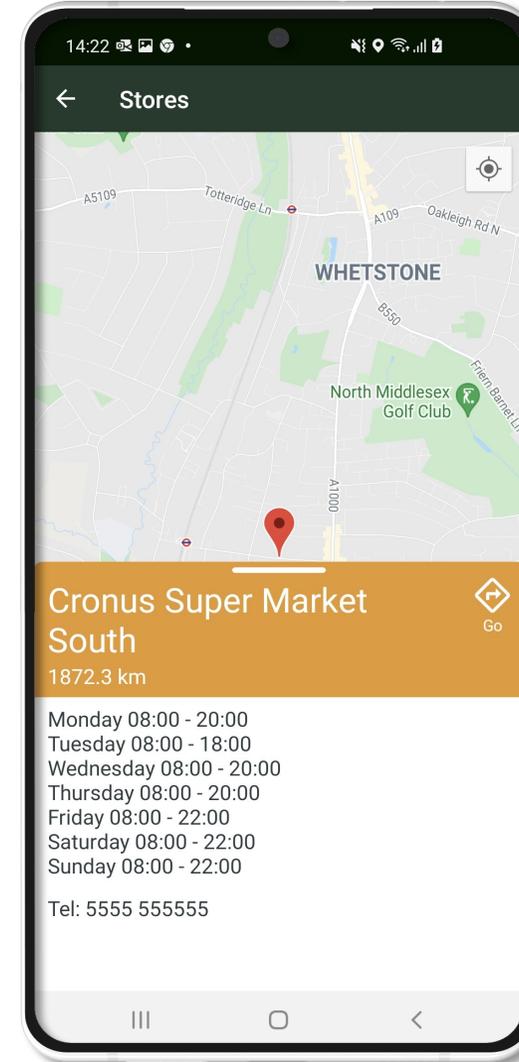
On a map



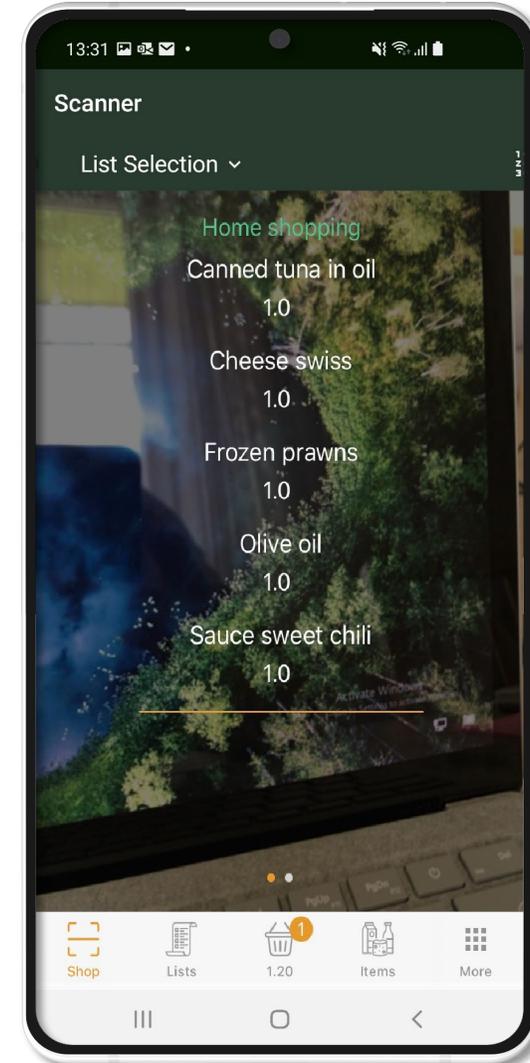
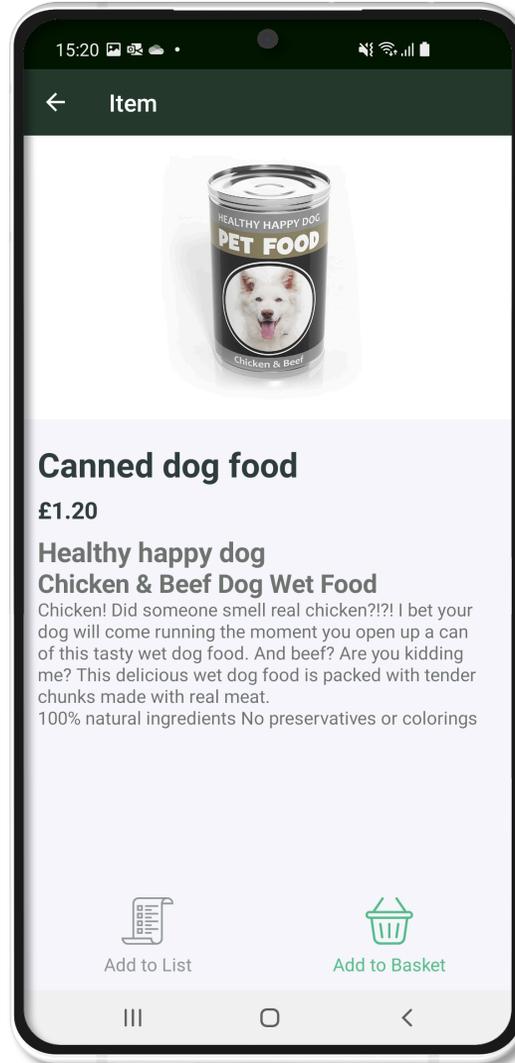
In a list



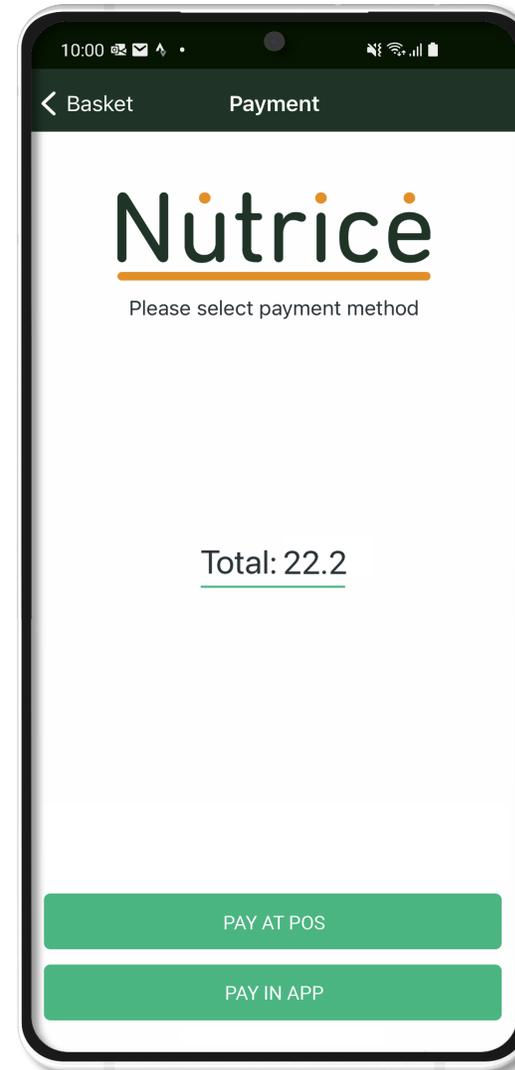
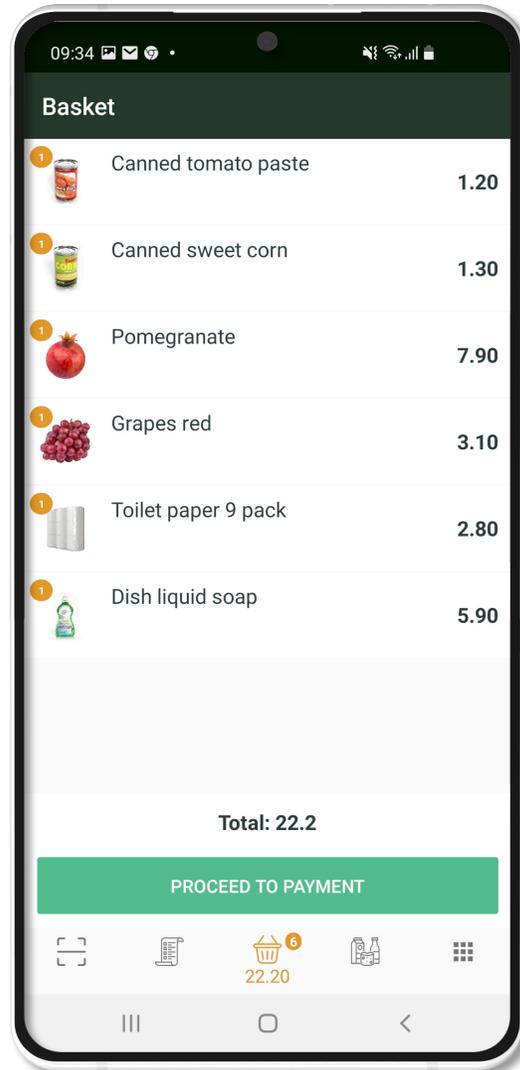
Information & driving assistance



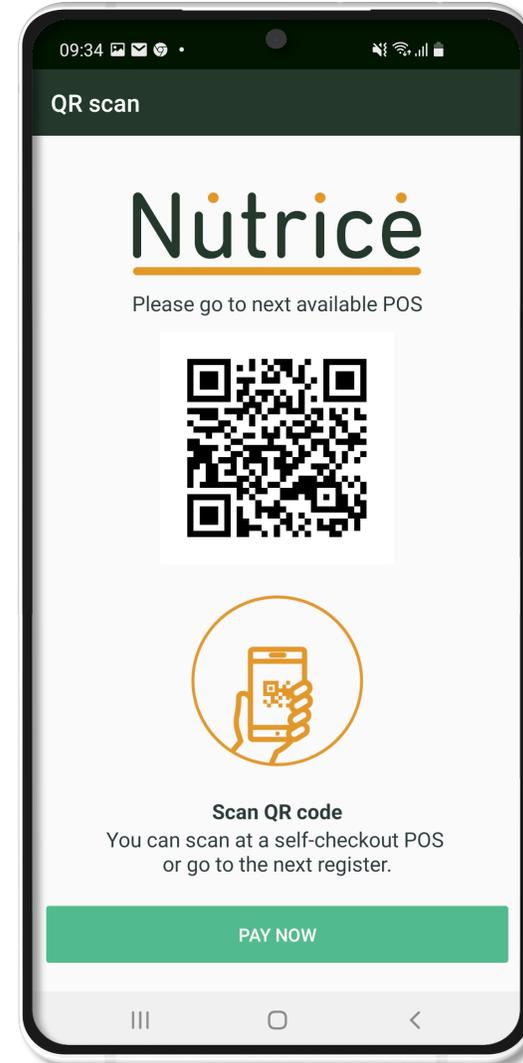
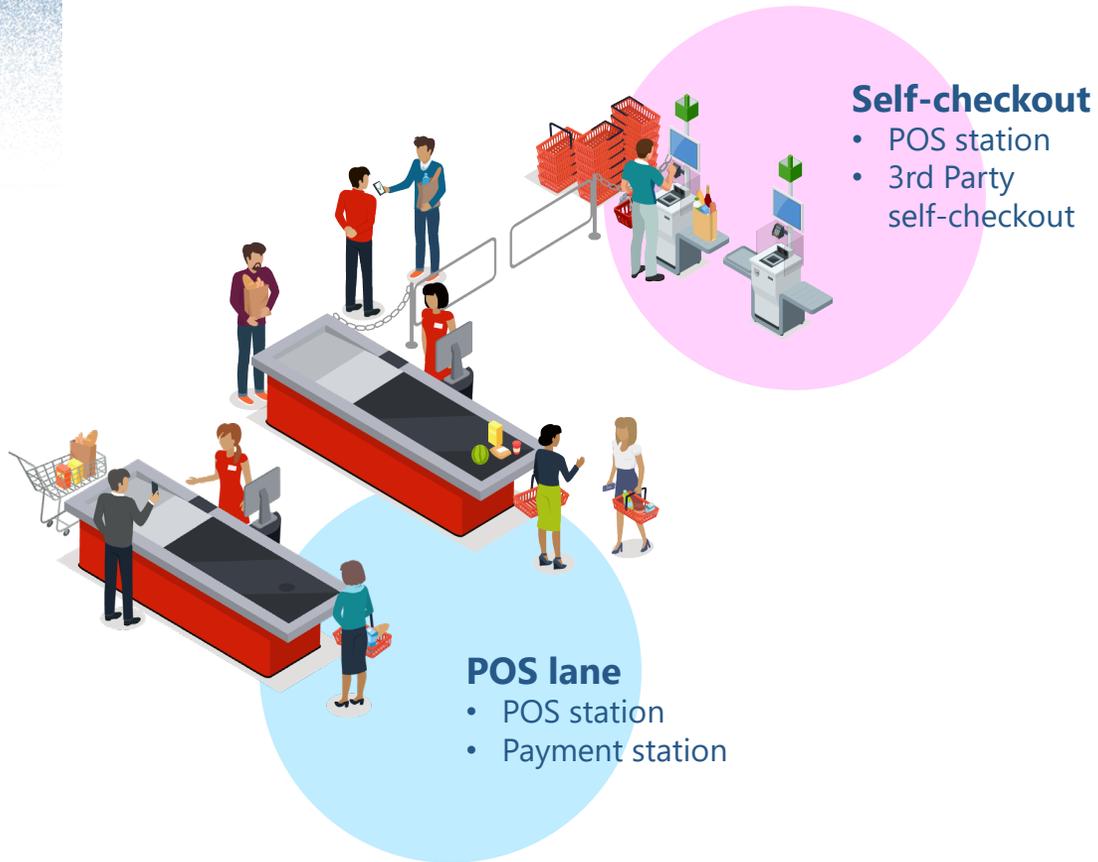
Scan items in store



Basket and payment



@POS or Self-Checkout



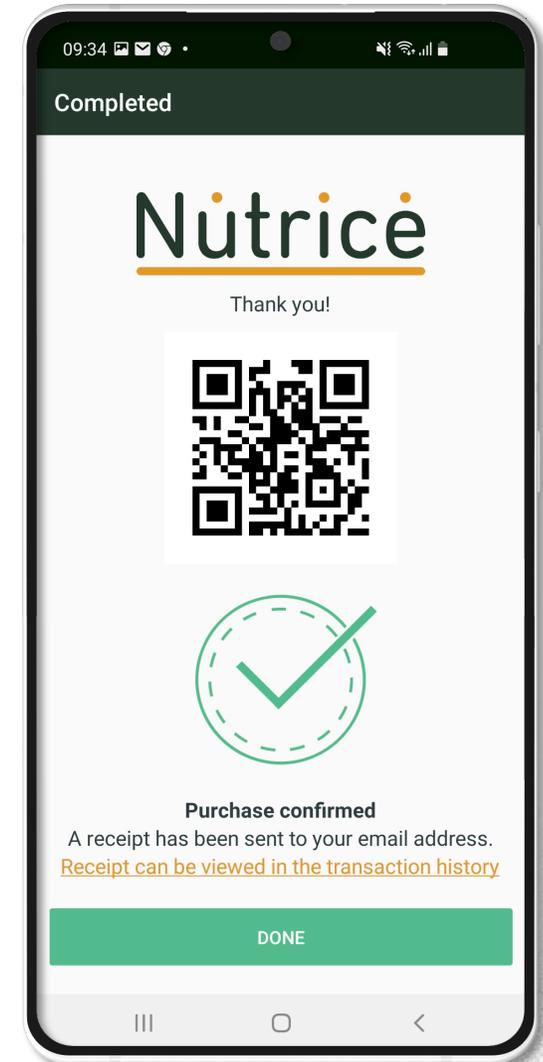
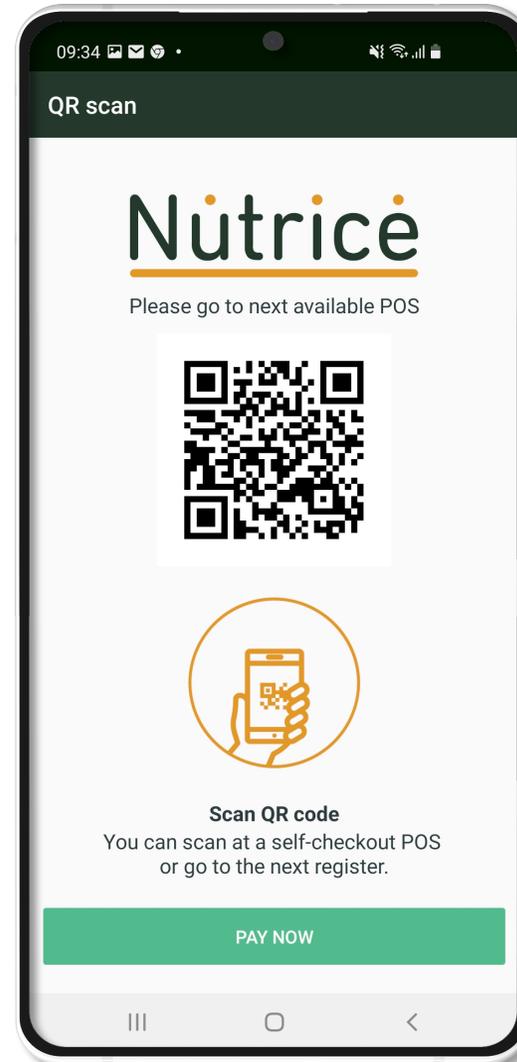
@POS or Self-Checkout

Self-checkout

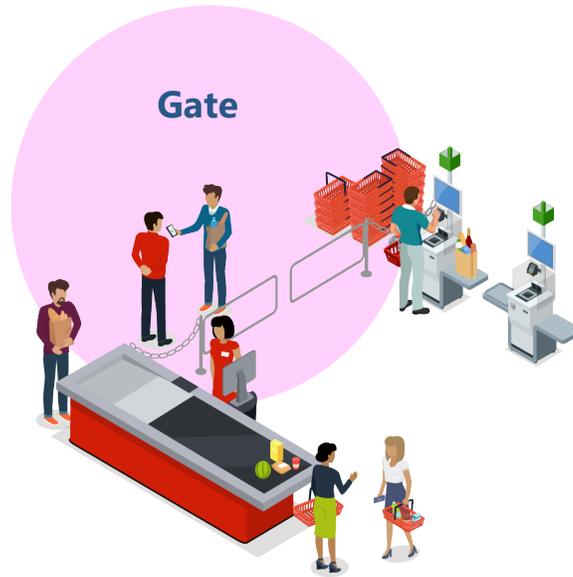
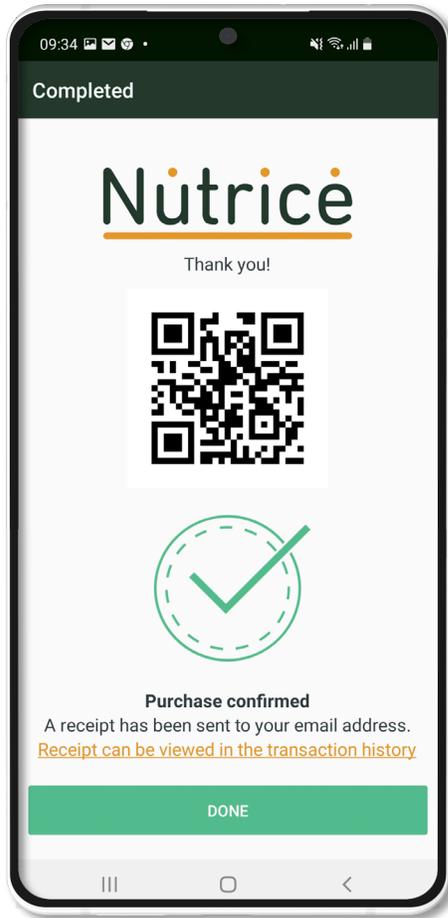
- POS station
- 3rd Party self-checkout

POS lane

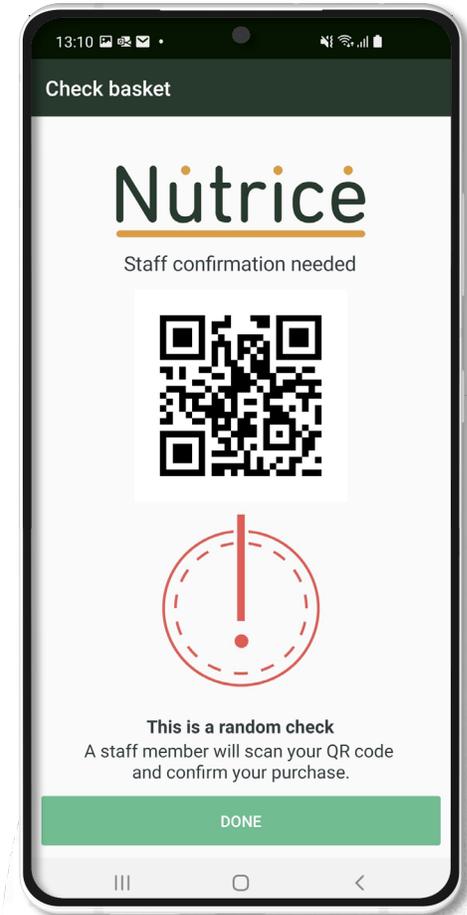
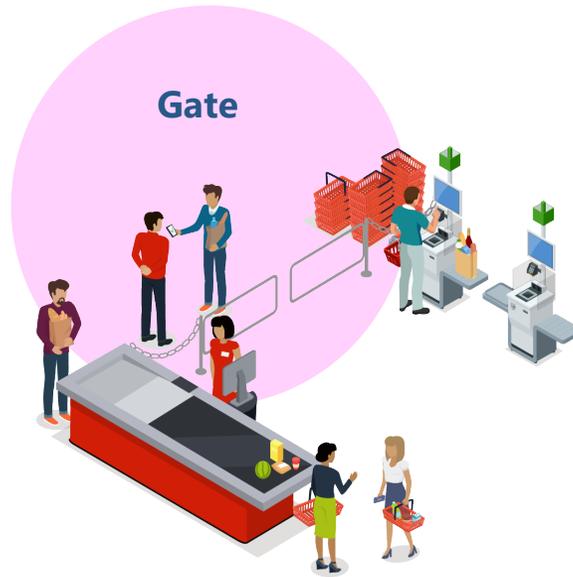
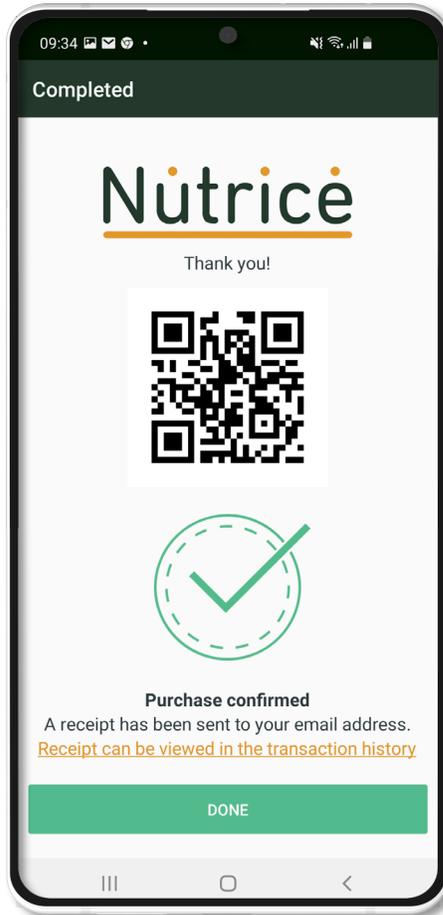
- POS station
- Payment station



Pay through App



Pay through App



Customer order picking

Store sourcing is a challenge for many retailers

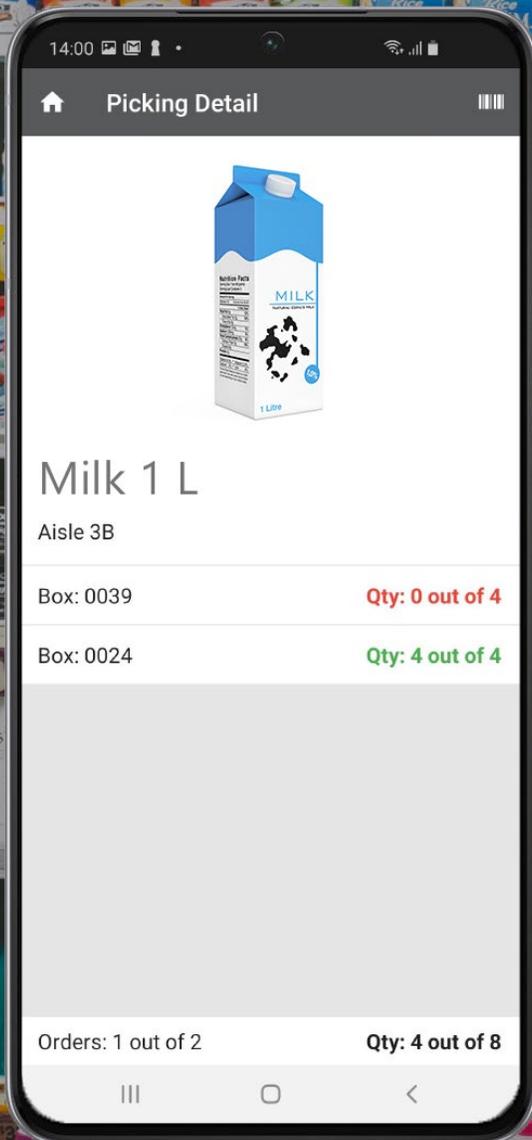
Labor intensive

Mobile Device will

Increase the productivity and focus of your staff

Corrector picking – happier customers and less post process cost

Included in Mobile Inventory App





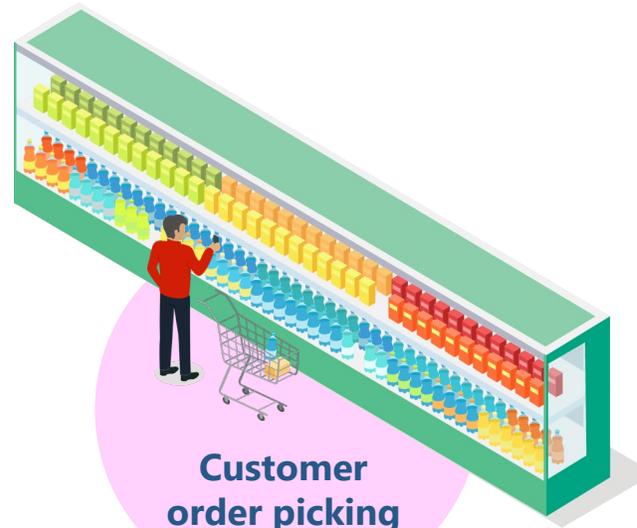
eCommerce shopping



ScanPayGo
• Order @ Home



Create Order @ a POS
• Order @ another store



Customer order picking



Collect @ a store



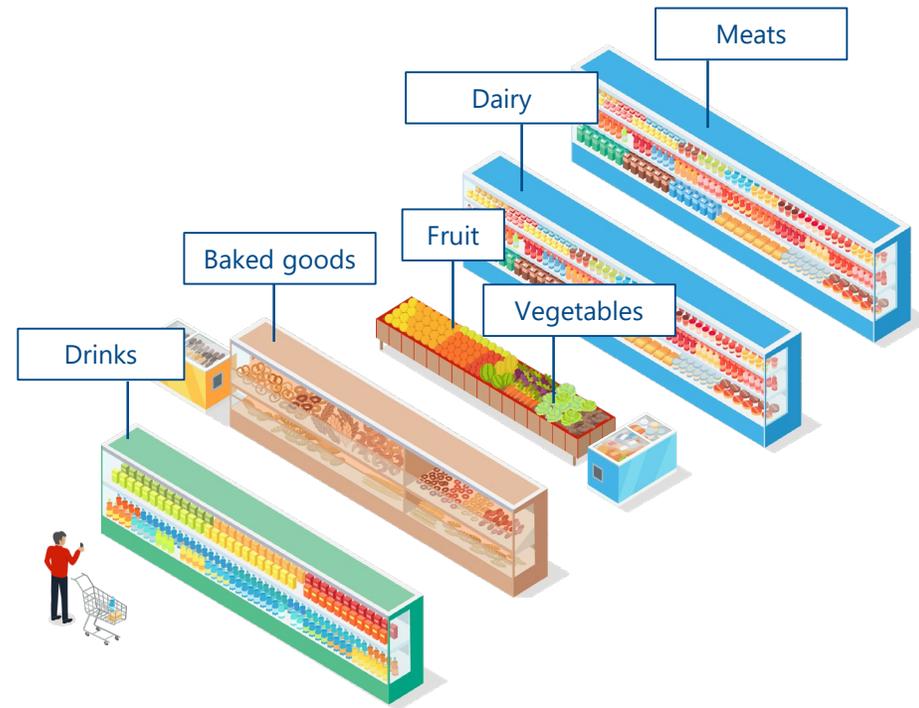
Home delivery

Picking options

Picking order

Product Group or Division

Possible to define sequence of Product Groups



Picking options

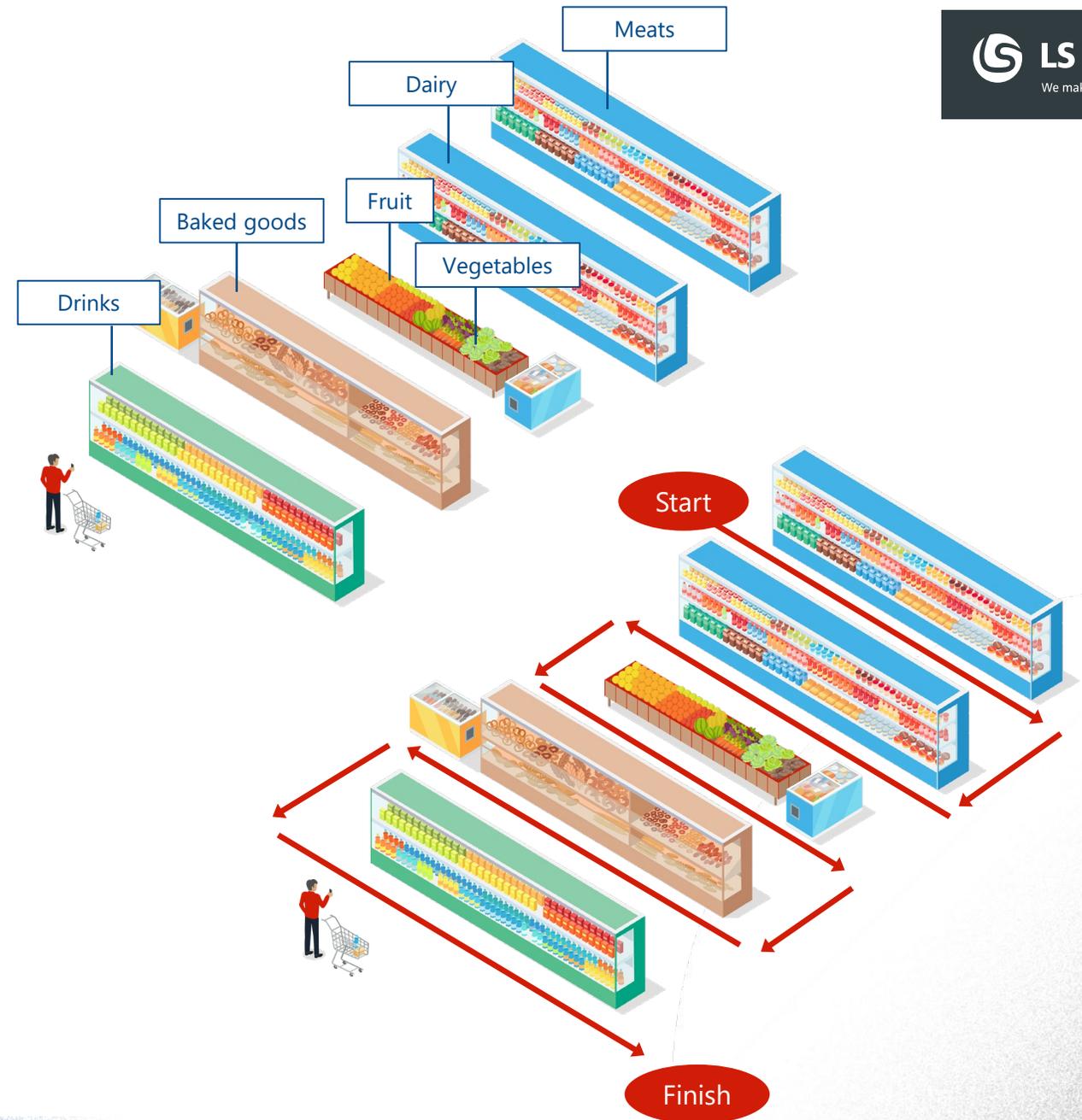
Picking order

Product Group or Division

Possible to define sequence of Product Groups

Store Sections and shelves

Possible to define sequence of Sections



Picking options

Picking order

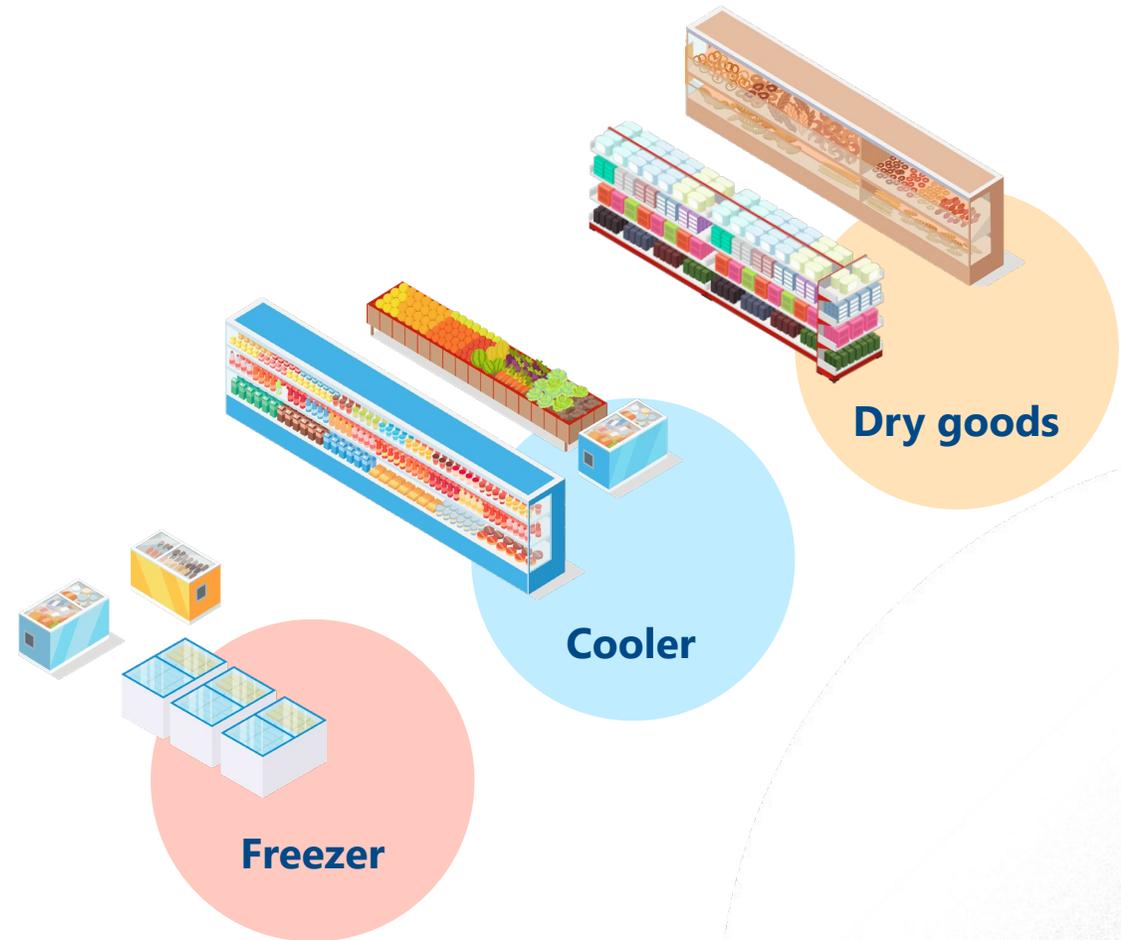
Product Group or Division

Possible to define sequence of Product Groups

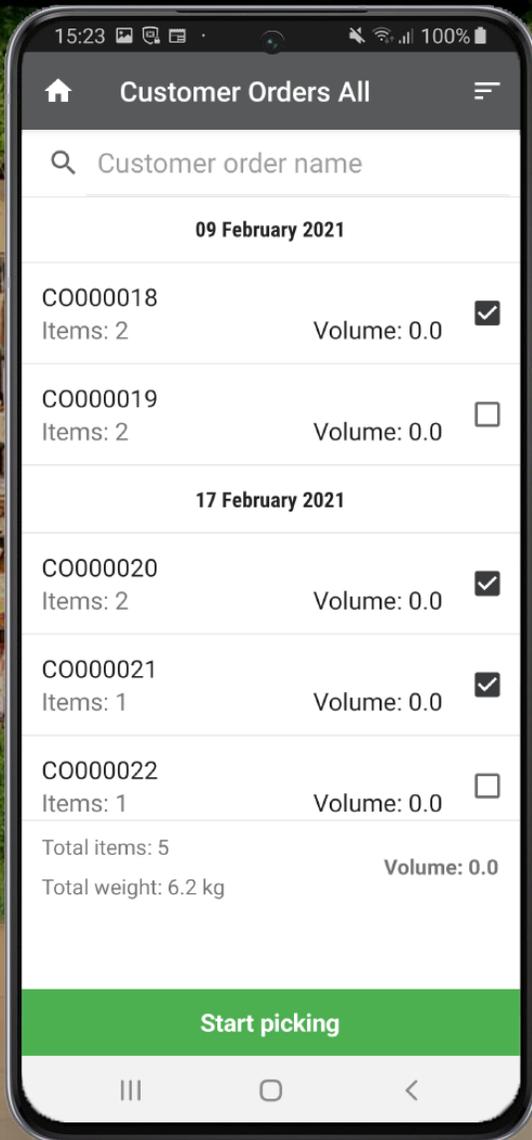
Store Sections and shelves

Possible to define sequence of Sections

Multiple Areas



Picking options



Sequence of orders

Create Date/time
 Delivery Date/time
 Order Value



Select order

One order at a time
 Multiple orders in
 same pick

Picking options

Use boxes

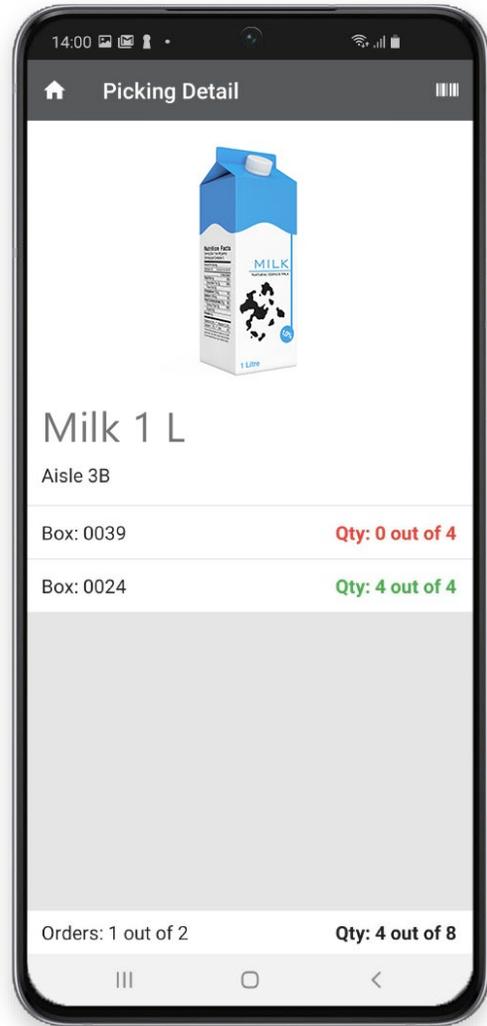
Scan boxes to order

Scan into a box (optional)

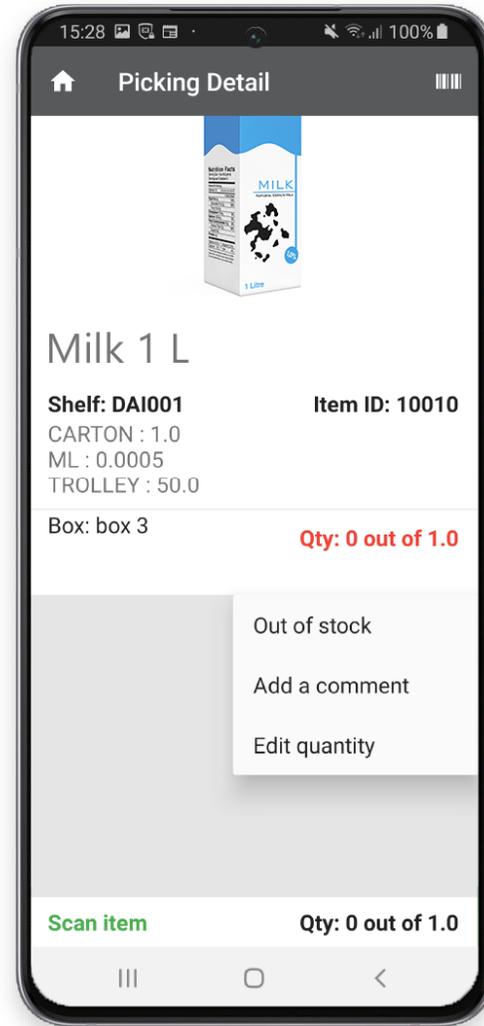
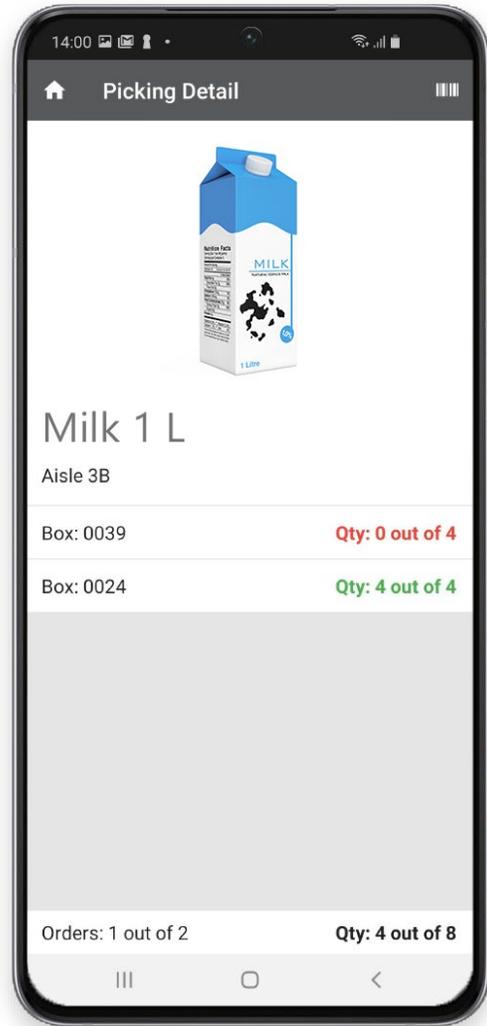
To insure the item was put into correct box/order



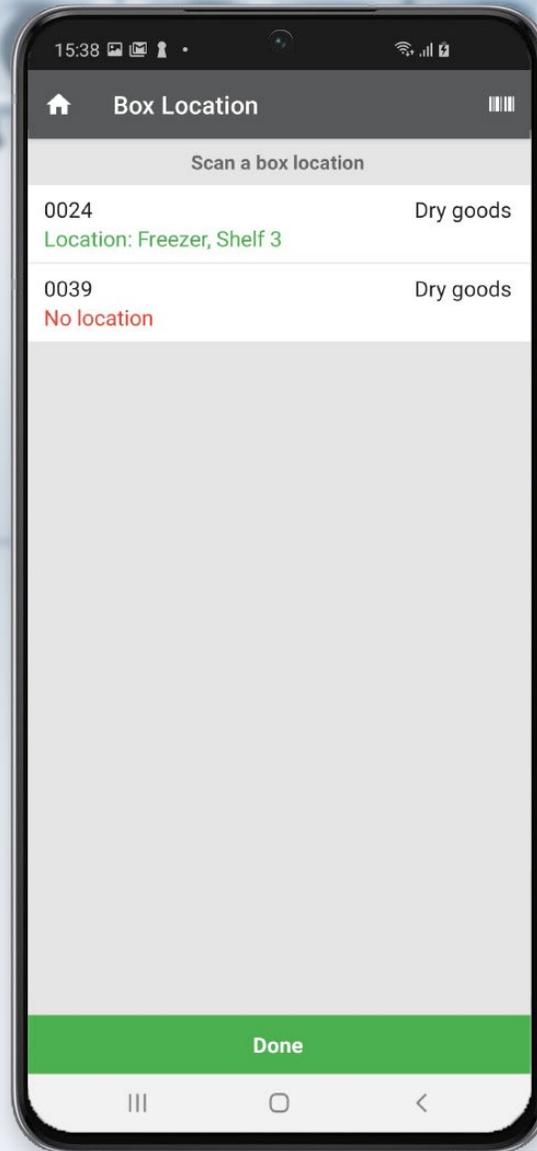
Picking pages



Picking pages



Put away for collection



Collection

Customer arrives at store

Staff looks up the Customer Order at POS

Prints the order locations list

Customer pays the balance

Staff fetches order for customer



LS Central POS - Self Ordering/ Checkout

LS Central POS offers the functionality and flexibility to for self-checkout

Live project of self-checkout on a LS Central POS

Self ordering for restaurants

Utilizing the HTML templating technology to achieve the look and feel needed

Available in coming months



3rd party Self Checkout integration

LS Retail will provide integration to 3rd party self-checkouts

LS Central POS will provide business logic

All Item information, Prices and offers

Basket calculation

Result in standard LS Central transactions

3rd Party Self Checkout

User Interface with process flow

Security system

**Integration will go through
the POS hardware station**

**Integration will follow LS
Central release schedule**



Diebold Nixdorf



Toshiba



NCR



**Don't
miss
the train**



Thank you



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