

MFP paper s.r.o. is a wholesale vendor and producer of postcards, greeting cards, wrapping papers, colouring books and calendars. It also specialises in the delivery and distribution of a range of paper, gift and school supplies and products. As the company's business activities expanded, MFP paper acquired a number of retail stores with their own point-of-sale system. This system needed to be replaced to both improve its user-friendliness and to integrate it with the VARIO central ERP system.

What needed to be done:

- Replace the unsatisfactory POS solution that stands in the way of omnichannel creation
- Introduce a uniform POS solution in all shops which is integrated with the VARIO central ERP system used primarily for wholesale
- While implementing the POS system, also prepare a solution for a loyalty system that is open to future growth and development
- Enable creating a complaint record directly in the shop
- Prepare the POS solution for integrating with the e-shop and handling reservations in-shop
- Prepare an interface with the VARIO central ERP system with the aim of interconnecting logistics with the shop
- Procure new checkout terminal hardware and connect new payment terminal

SOLUTION



To meet all the requirements, the chosen POS solution was **POS NG** with **NG Central** for central configuration and monitoring of checkout terminals within the retail network, and **ERP Connector with API** for the ability to integrate with the VARIO central system. The loyalty system was built on the **air&me** platform. The system will serve as a source of information about customers for the e-shop.

POS NG is directly integrated with ERP VARIO – an interface with API was created to import master records and export sale and financial documents. The **air&me** platform is also directly integrated onto VARIO – the goal of the integration is to use information about the customer and their customer benefits during sale directly at checkout, and then subsequently also on the e-shop, consolidate them in one place and provide information back to the VARIO system.

THE STORY OF THE IMPLEMENTATION



The project was realised in collaboration with the project team of MFP paper and with BJ SW, a partner of VARIO that provides ERP support. Functional specifications were created during joint workshops between NG Retail and MFP paper.

In addition, the companies partnered with A3 Soft, who supplied the hardware for POS terminals and payment solutions. Thanks in part to smooth cooperation between the teams, the project was implemented on schedule. Implementation and integration of **POS NG** to the central system was not only prepared to serve fully to retail customers, it is also giving the possibility to wholesale customers or schools to have a delivery note issued at checkout and subsequently have an invoice issued in the central system. **POS NG** tracks authorisation for issuing delivery notes to customers.

**SIGNIFICANTLY
IMPROVED USER-
FRIENDLINESS OF
POS TERMINALS**

**GREATLY
SIMPLIFIED
PERSONNEL
TRAINING**

**NOTICEABLY
FASTER
CUSTOMER
CHECKOUT**



RESULT

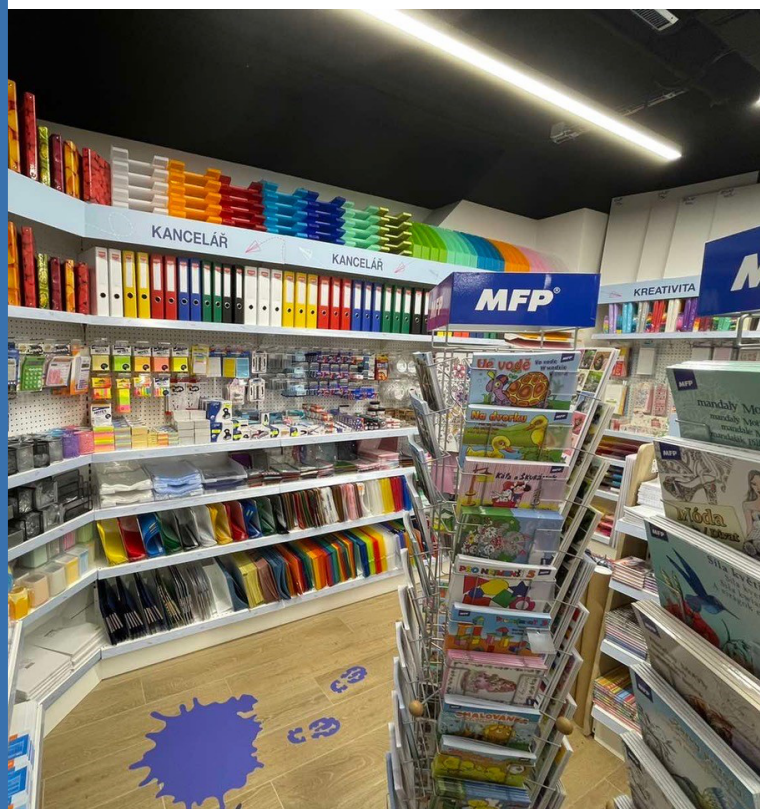
The **POS NG** terminal has been very well received by the staff thanks to its simplicity, intuitiveness and overall user-friendliness. Integration with the central system provides quick in-shop access to information about goods, while central administration gains clear and immediate overview of sales and financial movements.

MFP®

*"The new **POS NG** system met all our expectations, particularly in terms of user comfort, clarity and simplicity of sale. The terminal is easy to understand and training staff in its use takes very little time. Thanks to the use of modern technologies and central management of the shop network, we have all the necessary information immediately on hand and working with the customer in the shop has become much simpler, as has the process of recording complaints. The **POS NG** solution and the **air&me** platform give us the room we need to further develop and grow both the system and the retail network,"* says **Jarmila Štěpánková, executive manager of MFP papírnictví s.r.o.**

MAIN BENEFITS

- Integration with the VARIO central ERP system and online access to information about goods, sales and financial movements
- Modern next generation POS terminal ready for further growth and expansion of the shop network
- User-friendliness, simplicity and intuitiveness of use
- Record of complaints and returns directly at the POS terminal
- Central oversight over the retail network, central management of shops
- POS terminals/shops are quick to install and implement
- Quick and safe replication of data
- Sales reporting, statistics



INTUITIVE AND
USER-FRIENDLY
POS TERMINAL



DIRECT
CONNECTION TO THE
CENTRAL SYSTEMS



OVERSIGHT OVER
THE ENTIRE SHOP
NETWORK IN REAL TIME



CENTRALISED MANAGEMENT,
CONFIGURATION AND MONITORING
OF THE ENTIRE SHOP NETWORK

NG Retail s.r.o.

is a young company building on a 30-year tradition of supplying specialised software solutions for retail. Thanks to a team of experienced senior consultants, the company aims to bring existing and future clients user-friendly solutions that are tailor-made for their business, help accelerate its running and grow it further so that it is ready for any changes that come hand-in-hand with modern retail. Its latest product is the **POS NG** terminal, which is currently the most modern POS solution of its kind on the market, capable of serving both the non-food sector (fashion, toys, sports, tobacco...) and the fast food sector. www.ngretail.cz

MFP paper s.r.o., MFP papírnictví s.r.o.

MFP paper s.r.o. has been operating on the market since 1997. The company focuses on the production, shipping and distribution of a range of paper, gift and school supplies and products. In particular, it specialises in the production of postcards, greeting cards, wrapping papers, colouring books, calendars and other school and office supplies with a guarantee of high quality.

MFP papírnictví s.r.o. represents a modern approach to a retail stationary shop network. The network currently consists of eight sales units located in Moravia, Czech Republic.

www.mfp.cz

