



NP Retail

The strongest POS solution based on the best financial management system.



Be prepared for true omnichannel



Work smarter, not harder

With the Point of Sales solution, NP Retail, retailers only have to work in one system whether their work relates to financial management, accounting, order handling, sales, stock management or statistics. Everything is carried out in Microsoft Dynamics NAV.

Ready for the future

Retailers get a complete system with unlimited opportunities for adding more brick-and-mortar stores, companies or web stores in harmony with their growth.

With their first solution retailers lay the groundwork for future growth and cost savings.

Whenever, wherever

Retailers always have access to their business data in NP Retail and Dynamics NAV no matter if they are in the store, at home or in a holiday cottage – as long as they have internet access. This gives the freedom to work from the exact location they desire.

Constant development

NaviPartner's development center continuously carries out new projects to ensure that our solutions are at the forefront with the requirements and expectations of the market. In other words, we can offer retailers some of the best tools available to run a healthy and modern business.

Go omnichannel

Omnichannel retailers can choose to expand their PoS solution with an e-commerce solution. NP Retail is integrated into Dynamics NAV with the result that the retailer only has to work in one system and can provide customers with a seamless shopping experience.

Extensive experience

With more than 20 years of experience in developing IT solutions for the retailing industry, NaviPartner has acquired unique skills in delivering complete retail solutions.

On the following pages, you can read more about the features in NP Retail and the benefits they give retailers.

Sell more with strong sales tools and make good purchases



Make good deals

- **Overview of purchases.** Order new items and follow their journey from the vendor to the sales floor.
- **Have the right items.** Mark the number of items that must be in stock to be sure to always have bestsellers in stock.
- **Keep track of orders, shipments and suppliers.** Make everyday tasks easier by using a master checkout to combine purchases, transfers and orders.
- **Get advantageous prices from suppliers.** Combine purchase orders and get better prices from suppliers
- **Less time spent on handling purchase orders.** Add items from several suppliers in purchase orders.
- **Inventory Control.** See orders that are created, ordered, shipped and received.
- **Meet customer inquiries.** Add special orders directly to purchase orders.



POS hardware packages

- **Hardware as a standard package.** Get a package with touch PC, barcode scanner, payment terminal, receipt printer, barcode printer and cash drawer.
- **Tailor the POS hardware.** We also offer a range of other hardware for a tailored hardware package.



Sales tools

- **Automatic campaigns.** Set up planned campaigns to run automatically with a preset period and a discounted amount or a certain percentage discount.
- **Discounts.** Add discounts based on volume, product category, customer type, pricing rules and more.
- **VAT and taxes.** Easily adjust VAT and taxes using the store's address or for each product.
- **Multiple payment options.** Receive payment by cash, debit cards, foreign exchange, gift cards, loyalty cards or contactless payments.



POS system for all devices

- **A solution for the entire business.** Make customer search, create repair orders and get daily sales reports everywhere on the sales floor.
- **Instant knowledge of products.** See product cards with photo and check availability without leaving the customer.
- **Payment without wire or paper.** Receive payment via mobile terminal or smart phone and email the invoice or print it.
- **Customized user-interface.** POS runs in a webbrowser with responsive design for PC, tablet and smartphone. User interface can be adapted.



NaviPartner has been able to make a complicated system very simple and straightforward. Right from the start, I could see how their system could profit our business and optimize our activities. In addition to that, I trust their staff. They have all the competencies needed, and we are always on the same page

Henrik F. Jensen, IT Manager, Erik Sørensen Wine

Get closer to the customers



Analyze and target

- **Knowing instead of believing.** Shop owners can learn everything there is to know about his or her business. How many items sold, total sales in a given period, average turnover in an hour, net earnings per hour and so on.
- **Lead and inspire sales staff through knowledge.** Store owners can follow employee development, progress in terms of sales and analyze into details data about each person's sales statistics. See where an extra mile is needed, so that store owners and employees can achieve their goals.



Advanced reports

- **Analyze the store's sales performance.** Built-in dashboards give views of sales statistics for any time period. Quickly see changes over time in terms of sales, revenues, net earnings and much more. Business' development and progress are always available
- **Share information simply and easily.** Transfer graphs and charts from dashboards and share them easily with employees
- **Control of demand.** Have a clear idea of which bestsellers are expected to be sold out and handle the demand

through available statistics. By means of the statistics panels see which products are bestsellers, which stores sell the best and see earnings to costs

- **Clear overview of the business.** Get a clear overview of all stores or zoom in on a specific area or one specific store.

"We chose NP Retail, because it is integrated with Microsoft Dynamics NAV and meets all our requirements, when it comes to retail. At the same time, we run the solution on a cloud platform and it provides us with a feeling of safety that we know we will never miss a sale due to system crashes."

*Frank Kipper Jensen,
Head of IT, Sport24*



Omnichannel

- **Omnichannel is alpha and omega.** Retail customers expect they can use all kinds of devices when they shop or do research in a store's product range. Offline and online channels are mixed and are united as never seen before.
- **Give customers a complete omnichannel experience.** We have a strong focus on omnichannel, which is clearly seen in our products. With a solution from NaviPartner retailers can give their customers a complete omnichannel experience.



Superb customer service

- **Reach the customers.** Make customer profiles with contact information, product preferences and see customer purchase history. Segment customers and use the available information to target offers to the segments.
- **Promote bestsellers.** Create custom buttons on POS for bestsellers and make payment quicker and more efficient.
- **Be welcoming.** Make special offers, offer installment and give customers the opportunity to use their preferred payment method. It saves time and gives customers a flexible experience

that makes them return.

- **Receive gift certificates.** Build customer loyalty and make payment easier by selling and redeeming gift cards in all stores and web store.

Get a 360 degree overview and save resources on data entry



Inventory Management

- **Save time on product variations.** Make product variations such as size, color and material in an easy setup.
- **Automatic replenishment.** Set a level for replenishment of products, so the manager is asked to replenish when the level set for reordering is reached.
- **Always updated inventory.** All inventory management processes can be performed using handheld scanners for bar codes. Sales staff has updated access to stock availability via POS.
- **Follow each product.** Track a product's serial number as it moves through the system, right from when it is received as a purchase order to it is sold on an invoice, booked as a repair order or transferred to a virtual storage.



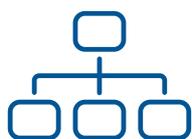
Financial Management

- **State of the art Financial Management.** Dynamics NAV is optimized for all routines associated with accounts, budgets and postings.
- **Overview with Business Intelligence.** See if the business reaches the set goals and where profitability can be improved.
- **Always access.** As the solution is in the cloud, users can always see updated data, whenever, wherever.
- **Automated financial transactions.** Forget about having to manually import and export data – the process takes place automatically.



Automatic bookkeeping

- **POS integrated with ERP.** Retailers avoid duplication of data and save time, as all transactions are posted automatically according to retailers' preferences.
- **Save resources on bookkeeping.** All transactions are automatically posted in Dynamics NAV, so resources for entering data in an ERP system are saved.
- **Everything is stored in one database.** To connect the POS system with the ERP means that all sales data such as revenue and VAT are recorded automatically.



Powerful chain store solution

- **Overview of all stores.** Easily keep track of many different stores as sales data is posted for each store, no matter how many stores there are.
- **Reporting from different locations.** Managing data is done with a user-friendly dashboard that gives a clear overview. Data is collected across locations, to be analyzed and organized per store with regards to sales,



- average selling price and/or number of customers.
- **Gain an overview of the entire business.** Track trends, see previous year's revenue and compare goals with results to gain a full overview of how the

- business is performing.
- **Always access to the most important data.** The solution is a cloud-based service, so the retailer has access to his or her business data anytime, anywhere.

Ready for growth and for the future



Chain stores

- **See what is in stock in each store.** Keep track of stock levels in all stores and get an updated access to detailed inventory and status information.
- **Send, track and receive inventory transfers between stores.** With labels that apply throughout the retail chain, goods can be transferred between stores without having to be relabelled.
- **Gift cards can be redeemed in all stores – also online.** Issue gift cards both in physical locations and on web store. Gift cards can be cashed both in the online and the brick-and-mortar stores.
- **Easy return of goods.** Allow customers to an easy return of items in all stores without having to use a lot of time and energy on tracking the initial sale.



Fully scalable solution

- **Flexible solution.** For a busy period or for a pop-up store add more users to the system and remove them again when they are not needed anymore.
- **Ready for future growth.** Add more stores or a web store to the solution, if the business is to be expanded.



Go beyond national borders

- **Supports international retail chains.** Be prepared for international growth – the solution can handle virtually all languages and currencies.
- **International payment solution.** NP Retail integrates with 70 different payment terminals.



Expand online

- **Define the store brand with modifiable templates for an omnichannel experience.** Create the essence of the store in an online universe where colors, fonts, content, language, and how the payment process is to take place can be determined by retailer.
- **Reach the customers where they are.** With an omnichannel solution you get



the most effective way of reaching out to potential customers, whether they choose to just look around or buy in the physical store or in the online store.

- **Give customers the same experience**

online as offline. Preserve and maintain a consistent brand across all channels whether it's online or in the physical store.

Take advantage of opportunities



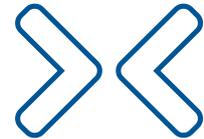
Be prepared for omnichannel with NP Retail

- **Assign an online identity.** Nowadays a retailer needs more than just a store's physical presence as an asset. What about all those consumers who never come across the physical store? With a web store retailers have the opportunity to target them all – even after closing time.
- **Integrate sales channels.** When the store's ERP system interacts with the web store and vice versa, the retailer will save many hours when only working in one system. If a product is not available in the store, the customer can order it right to his/her door via the web store. If the customer wants to buy online and pick it up in the brick-and-mortar store, it is no problem as long as the POS system and the web store are connected and integrated.
- **Integrate the systems.** If the web store does not communicate with the brick-and-mortar store, the whole business is much more vulnerable to human errors. There is a much greater likelihood of doing double work and the retailer will find it harder to get an overview of customers, inventory and sales data. When on the contrary, the web store is integrated with the brick-and-mortar store, the retailer will quickly find that he or she saves precious time that can be used to create further growth.



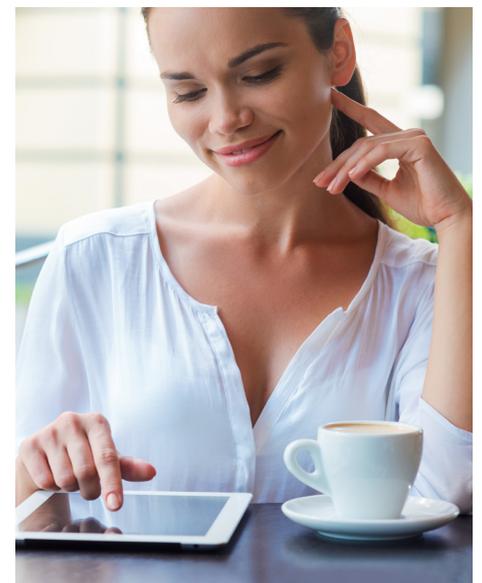
Benefits of offering an omnichannel experience

- **Save time and effort.** A centrally managed storage system helps the retailer to keep track of inventory across all sales channels. Items are added and removed automatically, so there is no risk of selling the same item twice or selling goods that are not in stock.
- **More loyal customers.** Increased competition in retail means that retailers have to be extra flexible and accommodating to potential customers. It is good customer service to offer customers the opportunity to have contact with the business as well online as offline. Give customers the opportunity to use the channels they want when they want to do so.
- **Make decisions based on facts.** The retailer gets access to clear and summarized reports that give a comprehensive insight into all business activities online as well as offline. It saves time and enables the retailer to make decisions that are supported by accurate information.
- **Authentic customer relationships.** Since the retailer has access to customer data such as purchase history and online behavior, he or she has the best conditions to contact customers with relevant offers that are consistent with their previous purchases and preferences. This makes for a better bottom line, while customers will feel that when they are contacted, the offers are relevant.



Omnichannel vs. Multichannel

- **Omnichannel.** Omnichannel is about having a streamlined integration of all sales channels. It is an approach that allows retailers to effectively manage all aspects of their business, building a strong and consistent brand and increase customer loyalty. Customers expect that they can use all devices across platforms, and therefore the potential for omnichannel is large.
- **Multichannel.** Multichannel retailing is all about selling on different platforms. This approach has no similarities with integration of online, mobile and in-store financial and service systems. Like the multichannel retailing is far from offering a consistent shopping experience for customers, unlike what omnichannel is.



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About NaviPartner

NaviPartner develops Dynamics NAV solutions for point of sales, e-commerce and ticketing in physical stores and web stores. Our solutions run in many countries around the world. We have more than 20 years of experience of delivering IT solutions for the retailing industry and more than 90 employees.

Try for free for 30 days

Get your free trial of our POS and e-commerce solution on www.navipartner.com/get-trial/

