THE UNIFORM SOLUTION CLOUD

plus
What’s New and Coming

3:00 pm to 4:00 pm
Session III
Outline

- The Uniform Solution Cloud
- What’s New and Coming
  - Recent Features (2016 and 2017)
  - New Features (v6.30 2018)
  - Coming Features (2018–2019)
1996 PAA Presentation on Retail and Technology (Las Vegas)

- Who was there?
- The threats back then?
  - How do you compete against big-box retailers, catalogs, and chain stores?
- Having great technology to run your store is essential
- How was the uniform retail industry doing in 1996?
  - We have all come a long (no email, internet, eCommerce, cell phones were barely in use)
  - Only about 10–20% of retailers used an inventory control system in 1996
  - At the end of 1996
    - 109 locations using The Uniform Solution (up from 43 in 1995)
  - There were signs acceptance was coming

Today

- Competition is more fierce than ever
- Retail is under attack by product delivery services like Amazon and online retailers
- There’s plenty of opportunity in a growing industry, but you have to do your part (i.e. Jasmine’s and Linda Kirkpatrick’s presentation)
- We are continuing to invest in your future…
- For some of you, we are ahead of where you want to be .. But you will be there soon!
The Uniform Solution Cloud

- 25 Years of Innovation
  - DOS 1992 (Autofax, AutoCreate, Multi-Store)
  - Windows 2001 (Edit Everything, EDI, Vstock, ASN)
  - WebStore 2011 (Seamless eCommerce Integration and Group Selling)
  - SQL Server 2014 (Performance)
  - Mobile App 2015 (Extended to the Sales Floor)
  - Cloud 2018 (Secure, Access Anywhere)
The Uniform Solution Cloud

Features

◦ Same User Interface (no training required)
◦ Same Outstanding Speed (unlike many Cloud Applications, since US DOS)
◦ Multi–Store Operations (always up–to–date)
  • Update Anything from any station or location (Users, Inventory, Payments, etc..)
◦ SQL Server “Web Edition”
  • Outstanding Performance
  • No Database size limitations
  • Grows to handle any size multi–store operation
◦ Use Any Desktop PC for POS
◦ Use Any Browser for Remote Access
◦ Automatic Backups
◦ Outstanding WebStore Performance (bandwidth is excellent)
◦ Power outages at your Store leave you right where you left
◦ On–Site Stores can be either “on–line” or “off–line”
The Uniform Solution Cloud

Coming Features

- Anytime Batching
- Coop Sales Reporting (Mobile App)
  - Dashboard Swipe right – your top performers
  - Dashboard Swipe right again – the national top performers
- Employee Checkouts using the WebStore (New and Existing Customers)
  - Phone, Tablet, Notebook, PC
The Uniform Solution Cloud

Requirements

◦ Reliable Internet
◦ Internet Speed
  • 10 mb/s down and 5mb/s Up (speedtest.net)
◦ PC Stations
  • Windows 8 or newer Operating System
  • Fixed IP Address at Store (Great Security)
  • Remote Desktop Technology provides identical UI
  • Works with all printers, scanners, card terminals, and cash drawers
◦ Browser Stations / Tablets
  • UI is identical in the Browser (Edge, Safari, Chrome)
  • Any OS with Browser from Anywhere (min resolution of 1152 x 1864 is ideal)
  • Process credit cards without a terminal
The Uniform Solution Cloud

- Pricing
  - $320/Customer
  - $200/Additional Locations
  - $100/Onsite Stores
  - $40/Additional Users

- Signup Fees
  - $150/Location
  - $50/Onsite
The Uniform Solution Cloud

- Questions
What’s New and Coming

- Recent Key Features (2016 and 2017)
- New Features (v6.30 2018)
- Coming Features (2018–2019)
Key Features 2016

- Your Proficiency (Feature Utilization Analysis)
  - File > My Proficiency
  - Analyzes your data to show what critical items you are not utilizing
Key Features 2016

- Notes, Notes, Notes
  - Unlimited secondary notes
  - Use the F6 Notes button as usual – then add more
  - Sales, PO, Rec, Customer
Key Features 2016

- User Activity Logging
  - Log Tab – Sales, PO, Inventory
  - Setup > Users > Activity log
Key Features 2016

- Sales Table Enhancements
  - Sort by Most Recent or Oldest
  - Limit by Credit Card Number (last 4 with integrated processing)
  - Limit by PO and Original Order Number
  - “All Tab”
Key Features 2016

- Multi-Tender Returns
Rollup Billing
- Setup a single “Billed” account to receive invoices from multiple store accounts
- Activate on Customer Form Billing Tab

Reports
- Account Statements for “All Customers” are only created for the Rollup Account
- Account Statement for a single Rollup Account can be run individually
- A Summary Invoice includes all store accounts
Key Features 2016

- Integrated Payment Processing Additions
  - WebStore – Gift Cards
  - Retail – EMV Credit/Debit Card Processing
    - Full EMV Compliance
    - Signature Capture (no signed receipt to keep and track)
    - Customer Can Choose Credit/Debit

- EMV and WebStore Integrated Processors
  - OpenEdge (X-Charge)
    - www.openedgepayment.com
  - ChargeItPro
    - http://info.chargeitpro.com/TheUniformSolution
Key Features 2017

- All New WebStore
  - Modern Layout and Fonts
  - Scales to any size device (Phone, Tablet, Desktop)
  - Grid view for items
  - Auto-Load Items as you Scroll Down (No more “Next Page” button)
Key Features 2017

- Integrated Texting
  - Sending Texts (Outbound)
    - Send an Individual Text
    - Send Group Texts – Order is Ready, Order has shipped
    - Tagged customers – Send promo to select customers
    - Limited to 500 Free Texts per Year
  - Receiving Text Replies (Inbound)
    - Requires a Twilio account and provides unlimited texting
    - Get texts replies from your customers
    - View texts and replies in Conversation Format
Key Features 2017

- Inventory List
  - Show Styles with Stock, Max/Min, On Order
  - Show Cost and Retail Price Ranges
Our Development Team

7 Full-Time Developers

- Larry Sand (11 years) – WebStore Architect/Research Analyst – Vstock, Image Downloading
- Eddie Sizemore (9 years) – Integration Specialist (ChargeltPro, EdgeExpress), EDI, ASN
- Paul Sink (3 years) – Texting, Catalog Enhancements, Rewards Program, SQL Expert
- Dave Harms (3 years) – Scalable WebStore, New Filtering, WebStore API and SPI Projects
- Mike Hanson (2 years) – Mobile Application and UI Enhancements (Report Export, Tables)
- Bill Appell (1 ½ years) – Cloud Services Manager, Research and Development
- David Johnson (26 years) – Lead Developer, Project and Release Manager
Our Development Team

- Interns
  - Jack Allred – Texas A&M 2019 – Exporting Reports, US Cloud Administration Development
  - Siman Shrestha – Texas A&M Computer Science – UI Icon project and coming Ribbon Interface
  - Carson Sharp – University Texas Dallas Computer Science – Coop Database
  - Cade Johnson – Texas A&M Nuclear Engineering – eCommerce Review/Multi-View Product Images
What’s New and Coming

Fall 2018 – Version 6.30
Modernized User Interface

- Updated Icons
- List Boxes that show more columns
- 2 Larger Font Size Options
Reports

- Limit Reports to Billed or Not Billed Customers (i.e. Groups)
- Export 80 Reports to Excel
  - Select Export on the Printer Dialog or the Print Preview
  - Select the detail to export
Customer List Features

- New Columns are viewable as the Table Expands
- Enhanced Tagging (colored, range selectable)
  - Tag a Record (Ctrl + MouseLeft)
  - Tag a Range (Shift + MouseLeft)
- Copy Tagged Customers to the Clipboard (Paste in Mail Program)
New Customer Features

- Customer Specific Shipping Options for POS and WebStore
- Allowance includes Open Special Orders
New Customer Features

- Include Invoices with Account Statements and Summary Invoice
  - Works for printed statements and emails
- Customer Remit To Address Printing on each Invoice
- Automatically Add Work Order Fees in Sales Entry
EdgeExpress (New Card Processing Integration)
- Replaces X-Charge (no more X-Charge Server)
- Dramatically Faster EMV Checkouts
- Handles US Cloud Browser Sessions with no terminal present
- Does not support off-line mode like X-Charge
Signature Capture

- Collect, Print, and Save Signatures
  - Payroll Deduction
  - Delivery
  - Returns
- Prints signature on Receipts and Invoices
- Works with all OpenEdge and ChargeItPro signature capture devices
Contracts

- Variance Pricing (i.e. Retail and Cost (+ -) a Fixed Amount)
- Rounding After Markup/Discount (same as Vendor Rounding)
- Active Options (Retail Only, WebStore Only, Always)
- Shipping Options for WebStore and Retail customers
- Cost, Retail and Contract Pricing is easily viewable
- Items on contracts are automatically updated to match inventory styles, colors, and sizes from Catalog or manual updates
Catalog

- What’s Up-to-Date
  - Published and Processing Dates are Saved and Displayed (Pricing Checked, Discontinued Items, New Items)
  - MAP Pricing Check – Compare MAP pricing to your Retail Price (if provided by vendor)
  - MSRP is displayed in the list for you to review (if provided by vendor)
  - Internal Vendor Number is now Updated

- Price Conversion Factor by Vendor
  - For standard discounted cost pricing (i.e. 5% off cost)
  - For currency conversion (CFactor =1.29 for Canadian Retailers and US Vendors)

- Price Ranges Displayed
Fall 2018 v6.30

- **WebStore**
  - Advanced Filtering or Narrowing of Results (Description, Price, Vendor, Department)
  - Sort by Price and Description (up/down)
  - Stock Lookup for Any Store (Remote/Local Cloud)
  - Quick-Links to Social Media (Facebook, Twitter, Instagram, Pinterest, YouTube)
  - Shipping Options for a Customer or Contract
Mobile App (iOS and Android)
- Stock Lookup in “Remote/Local Cloud” locations
What’s New and Coming

2018/2019 Features in Development
2018/2019 Features

Retail Features
- Office Style Ribbon Bar
- Anytime Batching
- Select “My Store” like Home Depot WebStore
- Employee WebStore Checkout for Retail (New and Existing Customers)
- Uniform Market/WebStore API (Order Downloading)
- Track Brands for Inventory Items
- The Uniform Solution Cloud Coop Database (Mobile App)
2018/2019 Features

- Reward Program
  - Points Based Rewards Program
  - Earn points based on purchases
  - Redeem Rewards (X Points = Fixed $ Amount)
2018/2019 Features

- SPI Local Fulfillment Program
  - Requires POS Data Sharing
  - Phase I – Affiliate Order Portal Login and Order Downloading
  - Phase II – Affiliate Order Acceptance and fulfillment in The Uniform Solution
2019 Features

- **WebStore**
  - Multiple Views for Inventory Items ([Vendor Provided Images](#))
  - Employee Checkouts for new and existing customers
  - Coupons (Discount order by % or $off)

- **Mobile App**
  - Build and Save Cart for POS Checkout
  - Top Sellers (My Store and Coop Sales Reporting)
2019 Features

- **WebStore API / Uniform Market Integration**
  - **Phase I**
    - Current stock levels provided to UM or Integrated Web Server – UPC Match
    - Download Orders from UM or Integrated Web Server – UPC Match
  - **Phase II** (Timing and Features to be Determined)
    - Send Contract Items and Pricing to Web Server
    - Other (To be determined)
New and Coming Features
Question and Answer

Guardians of the Galaxy Post Credits