



WORK SMART IN FORECOURT

LS FORECOURT NAV

Forecourt Solution for Microsoft Dynamics NAV

Proven. Tested. Recommended.



LS RETAIL



“A key strength of Microsoft Dynamics NAV is a solid foundation for enabling partners to create and distribute vertical and micro-vertical solutions and at Microsoft we intend to continue our efforts supporting this area in the future.”

Michael Park, Corporate Vice President, Sales, Marketing and Operations
for Microsoft Business Solutions

LS Retail – Forecourt Industry Challenges

The Forecourt industry is a challenging segment as it includes three sectors in one - Retail, Hospitality and Forecourt. It is a complex and varied value chain, ranging from the standard gas station/convenient store to a variety of consumer and business-to-business products.

Forecourt challenges

- Do you have full control of your forecourt devices?
- Does your Forecourt solution include full wet stock management?
- Do you manage scheduled price changes on station groups from head office?
- Can you implement different price modes within the day?
- Does your end of shift management include tender, tank and pump reconciliation?
- Can your operations eliminate manual processes to improve business efficiency?
- Can you drive customer loyalty through improved customer service?
- Is your POS reliable and extensible with end-to-end back office connectivity?

End-to-End Forecourt Solution from Pump to Head Office Based on Microsoft Dynamics NAV

LS Forecourt addresses all sectors, the Retail, Hospitality and Forecourt industries, in one solution. This fully integrated solution delivers the breadth and depth of functionality demanded by all types of forecourt retailers, without the need to build, manage and maintain multiple applications and costly interfaces. Its unique use of a single application to cover store to headquarters; the Point of Sale (POS) terminals, store systems, inventory, merchandising and all the back office functions required at head office, sets LS Forecourt apart from all other solutions in the market.

Why Dynamics NAV - Simple, Smart, Innovative

Microsoft Dynamics NAV, the business management solution with more than one million users worldwide, sets the global standard for functionality, international scope, adaptability and ease of use. With availability in more than 42 country versions, since 1984 Microsoft Dynamics NAV has established itself as the choice for businesses and organizations looking for a complete business management solution that is fast to implement, easy to configure, simple to use and affordable.

Why LS Retail - Retail Depth and Expertise

Since 1988, LS Retail has been singularly focused on providing solutions to meet the needs of the demanding retail environment on the Microsoft Dynamics platform. The LS Retail solution has been translated into 33 languages and is distributed through a global partner network of more than 120 certified partners in over 60 countries. With over 1.600 companies and 30.000 stores and 66.000 POS terminals, LS Retail is the global leader for retail and hospitality for Microsoft Dynamics.

Powerful integrated Forecourt Solution

LS Forecourt is built on Microsoft Dynamics NAV; therefore, the POS, back office and head office all use the same application. This makes it possible to track individual transactions from the POS to the General Ledger, which maximizes your business value. This also means that users have access to other parts of the Microsoft Dynamics NAV application, such as Finance, Sales and Marketing, Warehousing and Service. Because of the integration between LS Forecourt and LS Retail and Microsoft Dynamics NAV, users need only become familiar with one interface and the same logic applies to usage at all levels.

Fuel up with LS Forecourt





Price Management from Head Office

LS Forecourt offers wide variety of pricing structures. Service stations can be grouped together, for example geographically, and managed from Head Office. Stations can have different prices at a different times of the day. Price changes can be scheduled ahead in time and could therefore take place while the station is unattended in the middle of the night or at any given time. Grades can also have a different price for different service levels (Full service/Self service).

Forecourt Controller Integration

LS Forecourt has already been integrated with Dresser Wayne Fusion and Gilbarco Veeder-Root DOMS forecourt controllers. LS Forecourt has full control of pump operations – authorize, pause, stop, lock, unlock and for emergency stop/release for all pumps. LS Forecourt supports automatic reading of tank gauge information and deliveries. Automatic readings of pump volumes and pump amounts are supported too. This automation enables fast end-of-shift processing.

Manual Operation Support

LS Forecourt enables manual entering of data that is not automated. Tank dip readings and delivery notes can be entered manually as can pump volumes.

Shift Management

The calendar day can be split into one or more shifts. Transactions can then be summarized and processed into statements for each shift. When transactions are ready, end of shift reports can be processed showing differences between sales reported by POS, Tanks and Pumps by volume or amounts.

Wet Stock Inventory Management

LS Retail fully supports Purchase Orders and Transfer Orders for wet stock items (grades). Wet stock can be automatically replenished based on sales history or stock levels. Orders can be matched to deliveries at Head Office or Back Office.

Alerts and Reporting

Errors and alerts from Forecourt devices, POS and Back Office are collected to a single location accessible for further examination by the management through exception reports.

LS Retail NAV has a wide variety of reporting options; by shift, day, month, year, fuel, non-fuel and many more.

Do You Support Item, Customer and Store Segmentation?

Through LS Forecourt you can view the performance of individual stores or groups of stores. Likewise, you can view the performance of individual item categories and product groups.

The Top List report allows the viewing of top selling items, customers and transactions. As with the Sales History, it can be viewed based on different periods. It is also possible to sort results based on amount, quantity, discount amount or profit for fast visibility into business performance.

Is Your Station Performing to Expectations?

The Hourly Sales Distribution report gives you the possibility of viewing how your stores are performing within different periods of the day, with the option of viewing sales distribution based on POS, total income, number of customers, number of items, or average purchase amount.

These are just a few of the analysis options available in LS Retail. The solution also has a number of report options that can be used for printout and offline analysis.

View your inventory levels in real time and easily see which products are selling well and what needs to be reordered. By tracking multiple cashiers and multiple shifts in a day, our retail system allows you to easily identify errors or fraud.



Are Your Stores Performing?



The Complete Business Management Forecourt Solution

- Raise productivity – for healthy margins and a strong bottom line
- Easily produce visuals, tables, reports – for optimizing your business plan
- Make your processes transparent and efficient – for customer satisfaction and easy-to-measure business performance
- Grow your business – quickly adapt to changes in your organization and environment while the cost of ownership stays low

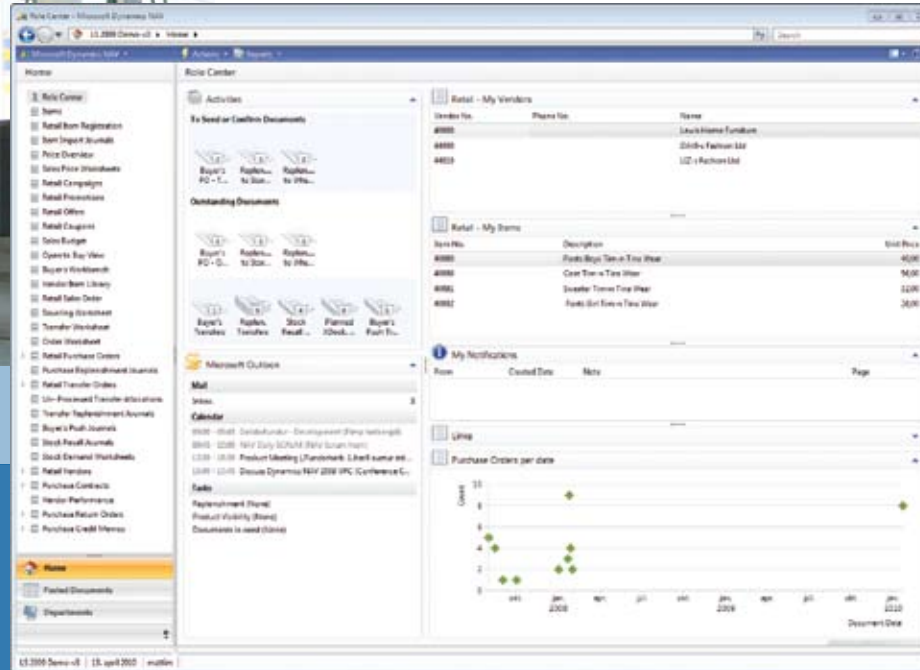
And LS Retail: Retail for You

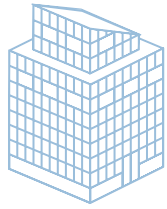
Gain Business Insight – business intelligence functionality that allows retailers to use any data asset, transform it into actionable information, and deliver it in Microsoft standard tools like Office and Outlook

Improve Merchandising Decisions – merchandising and replenishment capabilities to support retail managers in the efficient management of their end-to-end operation from headquarters to store

Scale in Size and Business – control and maintain data common to all stores, including item, customer and vendor management as well as special orders and loyalty programs.

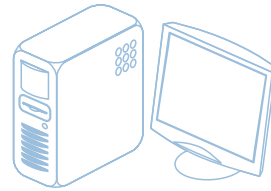
Single retail Solution Architecture – critical retail functions are available at store level, head office or both. Information gathered from stores is communicated and consolidated back to head office for reconciliation before posting to General Ledger. Information and programs generated from head office are pushed to stores for updates and execution.





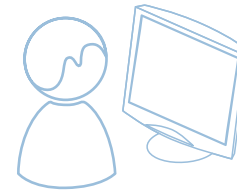
HEAD OFFICE

- Product Lifecycle Management
- Manual and Automated Item Maintenance
- Dynamic Hierarchy, Attributes and Other Grouping of Product
- Price, Offer, Coupon and Campaign Management
- Fuel Price Management for Forecourts
- Fuel Mixture from Different Tanks
- Automatic Replenishment
- Replenishment by Allocation
- Stock Recall
- Loyalty Program
- Vendor Performance
- Sales Reporting and Analyzing



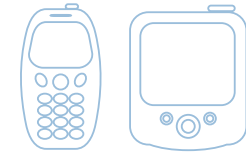
STORE BACK OFFICE

- Dashboard for Store Operations
- End-of-Shift Management
- POS Management
- Cash Management
- Stock Counting and Adjustments by Simple Worksheets
- Store Replenishment by Stock Request
- Purchase and Transfer Orders
- Sales History
- Simple End of Day Statements
- Receiving and Picking Goods
- Flexible Architecture
- Serial / Lot Number Support
- Gift Registration
- Unlock Fuel Transaction
- Manage Forecourt Warning
- Manage Forecourt Deliveries
- Manual Entry of Dip Readings



STORE FRONT OFFICE (POS)

- Full Control of Pump Operations
- Emergency Stop/Release for All Pumps
- Authorized Pump Verification
- Process Sales Transactions from Forecourt
- Fast Check Out
- Simple Operation
- Multiple Interfaces
- Broad POS Hardware Support
- Item Cross Selling
- Item Finder
- Loyalty Program
- Serial / Lot Number Support
- Multiple Payments
- Special Orders Entry at POS
- Item Configurator
- Operate Locally – Configure Centrally



MOBILE DEVICE

- Mobile POS
- Receiving / Picking
- Stock Counting
- Stock Changes
- Label Ordering
- Stock Counting and Adjustments

Connected Experience

InStore Management

LS Forecourt includes powerful back office functionality both in the store and at the head office. It gives the station manager total control of activities within the station and manages the replication of data between the POS terminals, back office and head office.

InStore Systems functions are also replicated at the Head Office allowing decisions to be executed without delay.

These Include:

Price Management Functions such as: Multiple sales and tender types, discounting against product or item groups, Multibuy, Mix and Match, Buy One - Get One Free and individual or group level Customer Item discounts.

Inventory Management that includes transfers, adjustments and write-offs, discrepancy management and stock takes via the till or handheld computer

Cash Management

Barcode Label Printing

Staff Management including a full suite of functions to manage allocations, timetabling and time and attendance capture

Remote Purchasing allows stores to manage their own purchases as an alternative to centralized purchasing functions

Effectively Streamline

Empower Forecourt Retailers

InStore Management changes the way stores operate. It allows the control of operations through radio frequency (RF) technology, which was developed as a result of years of close collaboration with leading retailers.

Inventory Control

If you would like to time your inventory flow so you always have fresh merchandise and a healthy turnover rate, the InStore system provides your company with the tools to effectively streamline inventory control.

The InStore Management system uses worksheets to specify the work processes by configuration. The user-friendly worksheet layouts all have a similar look to simplify organizing the many different processes. Worksheets automatically fill out transactions, which minimizes time-consuming manual data entries by the user, and guarantees that all entries are correct.

Replenishment

Right Product - Right Place - Right Time

As one of the main building blocks that underpins LS Forecourt, the allocation and replenishment features of this comprehensive merchandising solution will help you get the right product to the right place at the right time.

Excellence in Customer Service

Powerful inventory planning and management features help you deliver customer services excellence without committing valuable cash, space and logistics resources to unnecessarily high stock levels.

LS Forecourt offers class-leading levels of flexibility and control so that no matter how you structure your business, LS Forecourt leverages the extensive built-in inventory management features of Microsoft Dynamics NAV, powering the solution to the greatest advantage.

Fast Performance and High Return on Investment (ROI)

Whether it is something as simple as stations ordering individually from a distribution centre or supplier, inter-branch transfers or more complex profiled allocation and replenishment models, LS Forecourt's merchandising delivers fast performance and high ROI.

Smarter Inventory Management

Purchase Order Processing

The Microsoft Dynamics NAV Purchasing module provides forecourt retailers with everything they would expect from one of the world's leading business applications including requisition management, returns management and drop-shipping functionality essential to any forecourt retailer dealing with direct delivery of big-ticket items.

Better Control

The InStore Management system allows you to perform cycle counts, merchandise out of stock and physical inventory, thereby getting better control of price offers, discounts and so on.

Eliminate Paperwork

InStore Management automates the station - virtually eliminates paper, saves time and money, increases accuracy and productivity, and the time and work of the personnel can be organized in a more effective way.

More Efficient Store

InStore Management will help you keep your stock on the shelves, your associates on the sales floor and your business competitive. This increases customer satisfaction as your station becomes more efficient and responsive. You also get better control over the return on your investment and can minimize stock.

Price Management lets you perform markdowns, markups, missed markdowns and re-ticketing, including the immediate printing of new merchandise tickets.



Smarter Petrol Stations



LS POS

LS POS is a fast, dependable and powerful POS application with a graphic user interface, working online, or offline for optimal resilience with the online benefits in place at all times.

LS POS is now ready for use in a forecourt environment as:

1. A classic retail POS for selling items
2. A forecourt POS selling fuel connected to forecourt controller
3. A hospitality POS for selling drinks and food at the counter - part of the service station offer - with support from the back office system

Simplicity

LS POS can be used with both keyboard and touch-screen equipment, and offers features that make sales transactions easy to set up, manage and process for any retail business. LS POS sets new standards for speed, ease-of-use and error-free processing of retail sales. The system has integrated real-time accounting and powerful inventory control.

Description	Qty	Price	Amount
Yogurt Strawberry	1	2,000	2,00
Octane 95 FULL SERVICE	15,6	2,812	43,87
Lamp	1	5,600	5,60

Change Qty	Quantity	Check Price	Total	51,47
Change Price	Discounts		Discount	0,00
			Payment	0,00
			Balance	51,47

SALES Staff: 101 Mgr: Yes

Dynamic POS Interface

- **LS POS (Point of Sale)**
 - Touch Screen
 - OPOS support
 - Keyboard support
- **Multiple Interface Layouts**
 - Samples included
 - User definable
 - Any screen size
- **Multiple Languages**
 - On buttons
 - By staff
- **Multiple Hardware**
 - Samples in default
 - User definable
- **Graphics support**
 - On buttons
 - On items
- **Multiple payments**
 - In currency
 - By cards
- **Infocodes**
 - Connected relationship with the customer
 - Customer interaction at the POS/POS level

Smarter Service at POS

Powerful and reliable data replication

LS Retail has an integrated communications module that allows you to easily send data between head office, store and POS. The communications module consists of three parts, the LS Retail Data Director, Transaction Server and the LS Retail Scheduler.

The LS Retail Data Director takes care of high-speed data exchange between different Microsoft Dynamics NAV databases, and other databases that are not based on Microsoft Dynamics NAV. The Data Director was specifically designed to increase the speed of replication over Wide Area Networks (WAN). It uses shorter time to send data and requires less bandwidth than previous generations.

These features are especially important to users who have databases in different areas or regions, as they save communication costs.

Built for Performance

Parallel processing is the main feature of the Data Director, resulting in extremely good performance in LS Retail.

Peak Versatility

The Data Director is versatile. In addition to being able to communicate with all versions of Microsoft Dynamics, it can also communicate with Microsoft SQL Server 2005 and 2008, Microsoft Access and so on.

Full Integration

The Data Director is managed within the familiar Microsoft Dynamics environment. It is fully integrated with Microsoft Dynamics NAV and LS Retail NAV.

Scheduling

LS Retail has a built-in scheduling mechanism that can be used to run batch jobs. The scheduling mechanism is also used to schedule transfers of data between head office and store or from store to POS terminals. These transfers can be done either with Replicator or via the LS Retail Data Director.

The LS Retail Scheduler is a flexible tool that can operate according to a number of parameters. Jobs can be scheduled to run on certain dates and times or with regular intervals.

Live Information

The Transaction Server is used to allow the POS to make online enquiries to a central database while running in standalone mode. This gives the POS a high level of resilience while maintaining access to data in a central database.



Smarter Communication



About LS Retail

LS Retail is the leading provider of end-to-end solutions for the Retail and Hospitality industry based on Microsoft Dynamics technology.

LS Retail is sold and supported by more than 120 certified partners in over 60 countries, which makes it possible to deploy LS Retail on a worldwide scale. This is probably the largest existing channel for a vertical Microsoft Dynamics add-on product. All our partners are certified and have undertaken advanced training on LS Retail NAV.

LS Retail has been installed by more than 1.600 companies with 30.000 stores operating over 66.000 POS terminals worldwide. Among many satisfied users of our solutions are: adidas, Kiddicare UK, Dublin Airport Authority (DAA), Dreams, Rivoli Group, aswaaq, Popular Bookstores, Pizza Hut, IKEA, Hard Rock Café Germany, ABRL Group, Uninor, Gallo Retail Inc., Bouwmaat, Fun Belgium, Keria, THE One, Bodycare International, Marketing Investment Group (MIG) Poland, Best Denki, Eu Yang San, Sony Co. (Hong Kong), Baltika Group, Cili Pizza, Elie Saab, Super Selectos, Kitchen Stuff Plus, Agronomy, Wind Italy, Topps Tiles, DIAL (Delhi International Airport Limited), Kingdom of Dreams and many more.



LS RETAIL



Microsoft Dynamics

For further information on LS Retail solutions and certified LS Retail partners, please visit www.LSRetail.com

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