MOBILE
POINT OF SALE

TRANSFORMING THE
TRADITIONAL RETAIL SHOWROOM
INTO A **MODERN EXPERIENCE**

STORIS

STORIS' NextGen Platform hosts our CXM and Mobile POS solutions. **This modern technology supports our initiative of helping home furnishings retailers evolve their in-store guest experience.** With exceptional integrated capabilities and optimized responsiveness, our NextGen platform is key in meeting the needs of today's customer.

GUIDE

customers swiftly through their path-to-purchase with the **speed** of NextGen technology.

DELIVER

a consistent and accessible experience on **any web-based device** from anywhere across the showroom floor.

PROVIDE

a **familiar and intuitive experience** for effective onboarding and long-term employee success.
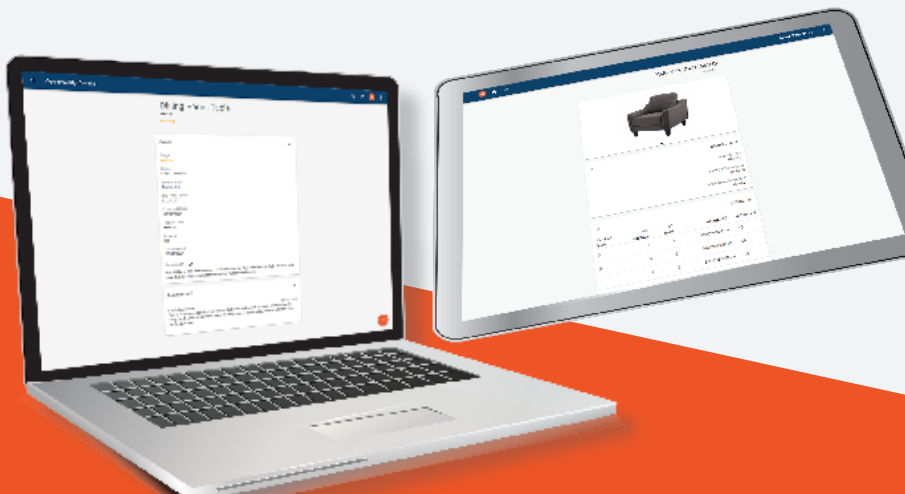
BUILD

long-term guest relationships while **personalizing interactions** at any point along their shopping journey.

NEXTGEN PLATFORM

PRODUCT MANAGEMENT **SUCCESS**

"STORIS DESIGNED AND DEVELOPED OUR NEXTGEN PLATFORM TO DELIVER THE SOLUTION OUR RETAIL PARTNERS NEED TO **SUCCEED** IN A **2021 RETAIL ENVIRONMENT AND BEYOND**."

Mark Braun, STORIS' NextGen Product Manager

LEVERAGE THE SELLING PROCESS DETAILS
TO OPTIMIZE THE BUYING EXPERIENCE

Today's retailers are prioritizing the personalization of the customer experience to increase customer satisfaction, foster brand loyalty, and ultimately drive higher customer lifetime values. Customer Experience Management (CXM) technology enables retailers to **seamlessly provide an increased level of personalization by changing the way sales associates operate on the showroom floor.**
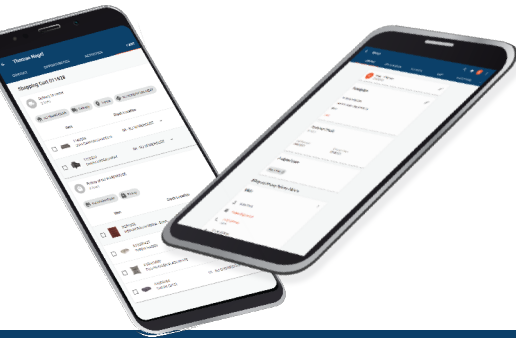
PROVIDE

associates with **customer history and data** to guide a tailored selling process.

MANAGE

activities by **tracking next steps** and **creating tasks** for specific relationships to progress through to a sale.

CREATE

opportunities by **capturing key details** about an interaction with a customer that will help close the sale.

FOLLOW UP

with prospective customers to **increase conversion rates and revenue**.

CXM CUSTOMER EXPERIENCE MANAGEMENT

SEAMLESSLY TRANSITION FROM
RELATIONSHIP MANAGEMENT IN CXM TO
ORDER CREATION IN MOBILE POS ORGANICALLY

AT ANY POINT IN THE CUSTOMER EXPERIENCE
FROM ANYWHERE YOU HAVE AN INTERNET CONNECTION

TECHNOLOGY TO SEAMLESSLY SUPPORT
RETAIL WHEREVER IT HAPPENS

Mobile POS works in tandem with CXM, enabling the sales associate to service their guest from customer introduction through Sales Order completion. As sales associates organically collect information the customer shares while shopping, Mobile POS allows for a seamless transition to checkout.

As a result, the associate is **MORE THAN 80% through the order submission process by the time the customer commits to a purchase.**

DELIVER

convenient service from anywhere in your showroom using an **intuitive, web-based selling tool.**

CHOOSE

the fulfillment dates through **STORIS' Logistical Scheduling Calendar** for each fulfillment directly on your mobile device.

SHOW

accurate order pricing components including sales tax, delivery fees, installation charges, promotional savings, and more to ensure customer satisfaction.

TRANSFORM

the traditional retail showroom into a **modern shopping experience**.

MOBILE POS

RETAILER SUCCESS

FURNITURE & ApplianceMart

"STORIS' NEXTGEN TECHNOLOGY SOLUTIONS ENABLE OUR SALES ASSOCIATES TO ENGAGE WITH CUSTOMERS ON A MORE PERSONAL LEVEL, **ACCOMPLISHING STRONGER RELATIONSHIPS** AND **SUCCESSFUL FOLLOW UPS.**"

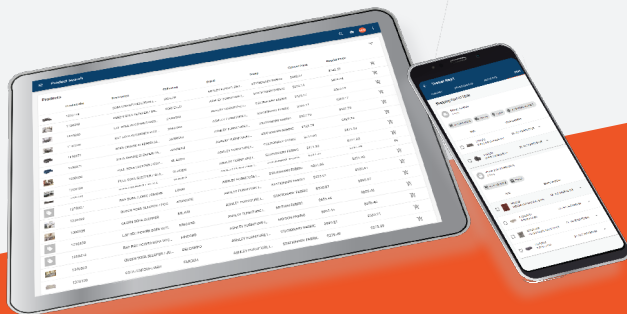**John Buckman,** Vice President of Store Operations

"HAVING THE ABILITY TO BE **COMPLETELY MOBILE** AND MAKE THE SALE FROM WHENEVER AND WHEREVER YOU MAY BE IS AN **ABSOLUTE GAME CHANGER**. WE CONTINUE TO EMBRACE TECHNOLOGY AND THE ROI IS RIGHT THERE WITH IT."

Jordan Storey, Vice President

Wichita FURNITURE & MATTRESS | **Furniture ON CONSIGNMENT**

SHOPPING CART **RE-IMAGINED** FOR **TODAY'S CUSTOMER**

CXM and Mobile POS both employ our all-new NextGen Shopping Cart, developed using a modern User Experience design. This user-friendly interface reflects the way customers shop today and is easily adopted by sales associates. Within the Shopping Cart, the associate can efficiently narrow down a customer's final product selections and seamlessly convert to a Sales Order through our Mobile POS functionality.

ACCESS

extensive product details and fulfillment data customers need throughout the sale to facilitate an exceptional experience.

APPLY

discounting by line items and ensure all valid promotions are properly applied to protect the margin of the order.

CALCULATE

with greater precision Available to Customer (ATC) dates for each fulfillment in the cart and meet customer expectations.

TRANSITION

the NextGen Shopping Cart seamlessly between the shopping and buying phases of the path-to-purchase.

SHOPPING CART

WITH OVER **450,000 RELATIONSHIPS**

AND **250,000 OPPORTUNITIES**

AND COUNTING..

STORIS' NEXTGEN TECHNOLOGY PROVIDES THE TOOLS
NEEDED TO TAKE YOUR SERVICE TO THE NEXT LEVEL.