LS Retail
an aptos company

LS Retail
an aptos company

Offer contactless options to your customers

Sigurður Ari Sigurjónsson

Director of Business Development

siggiari@lsretail.com

New challenges in retail

The modern shopper wants to:

- **Find stores' key info, like locations and opening hours**
- **Self-Serve**
- **Stop waiting in queues at the checkout lane**
- **Have their own shopping lists that they can share with friends and family**
- **Know more about stores' products offers and promotions**

Trends

- 85% of customers will abandon a line if they have to wait for more than five minutes
- Adding self-service, scan & go and self-checkout are 2 of the 3 top investment trends for 2023.
- Self-checkout system market is planned to grow 15% annually reaching $12 billion in 2029

LS Retail
an aptôs company

Self-checkout

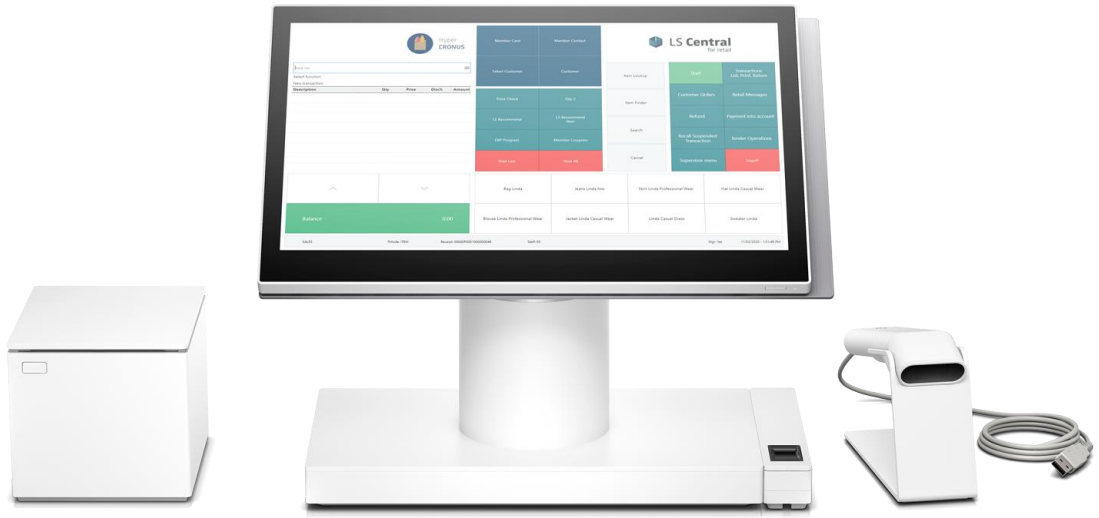
Why are self checkouts so popular with customers and retailers?

- Consumers can buy goods on their own terms
- No help needed from staff
- Shorter queues and faster checkout
- Frees up staff so they can focus on other things than mindless checkout

Self-Checkout kiosks

LS Central

Microsoft Dynamics 365
Business Central



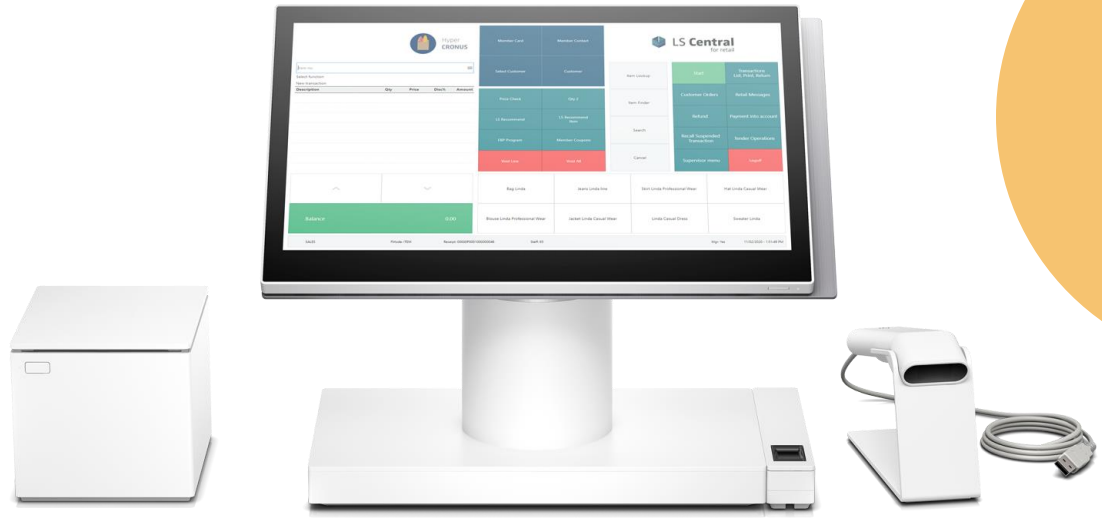
Diebold Nixdorf

NCR

TOSHIBA
Leading Innovation

LS Retail

Self Checkout connection



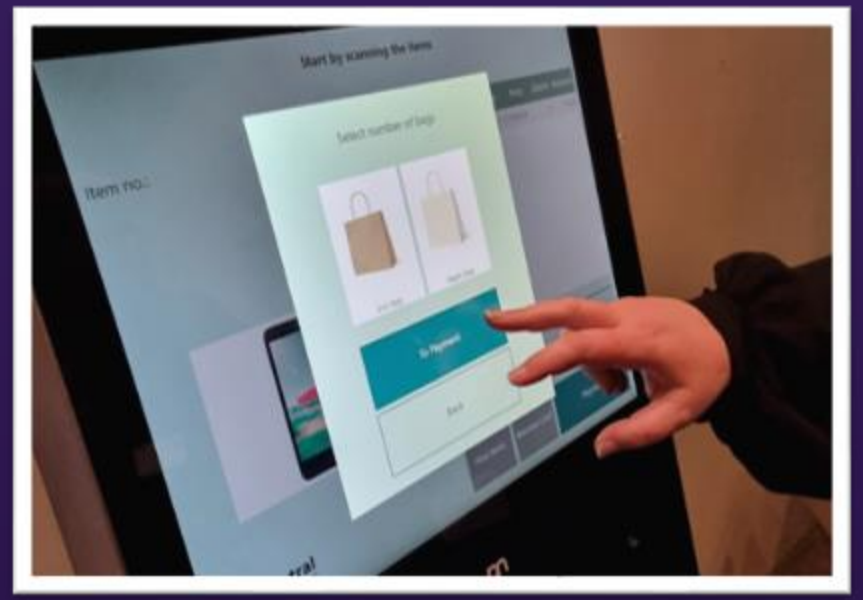
LS Retail SCO

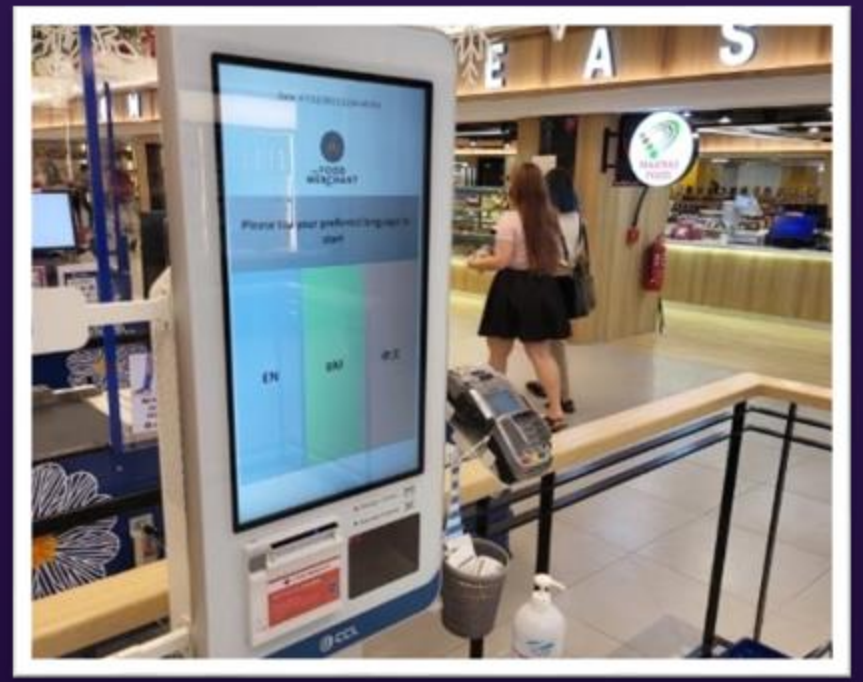
Diebold Nixdorf

NCR

TOSHIBA
Leading Innovation

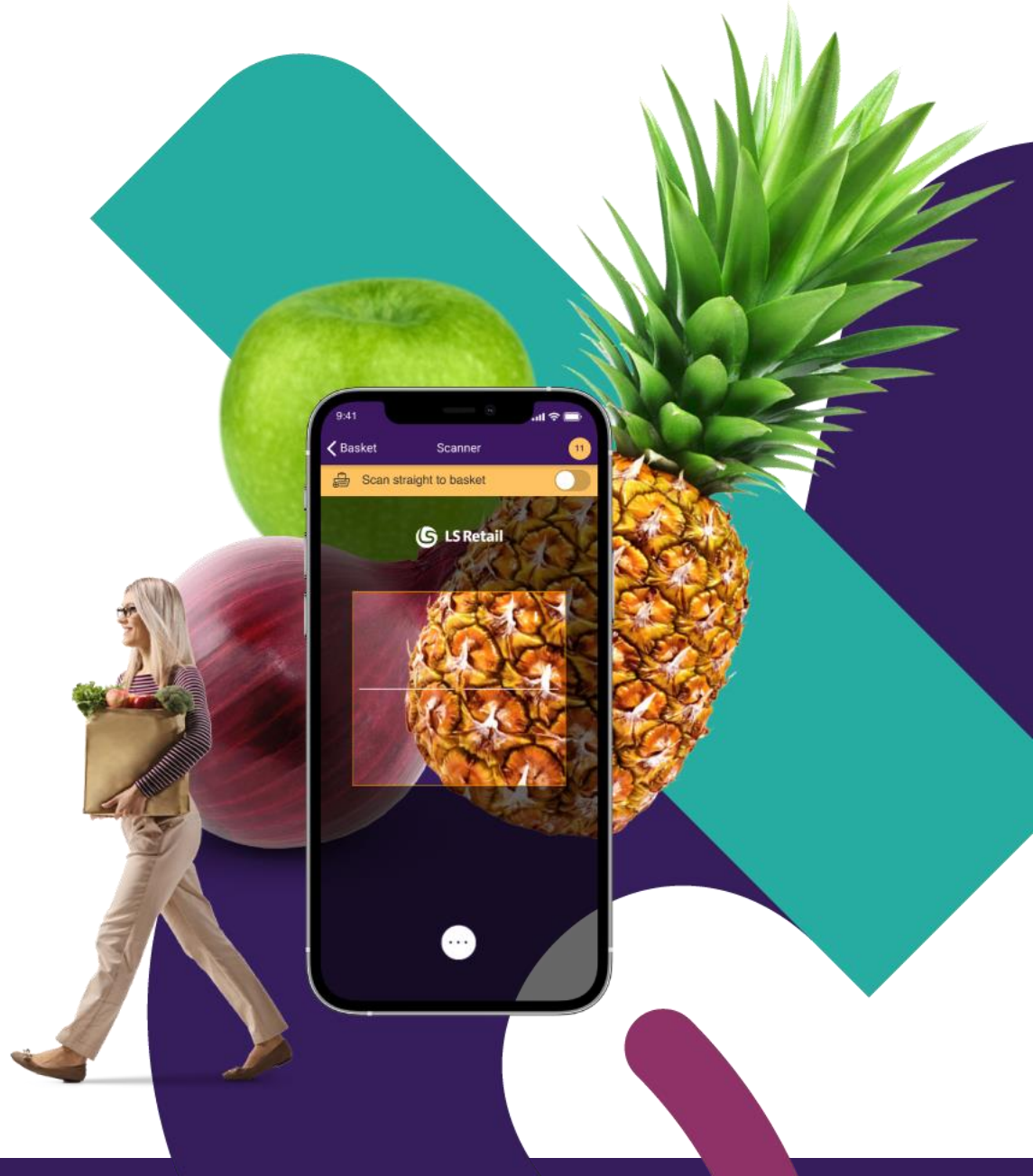
Self-Checkout built-in LS Central





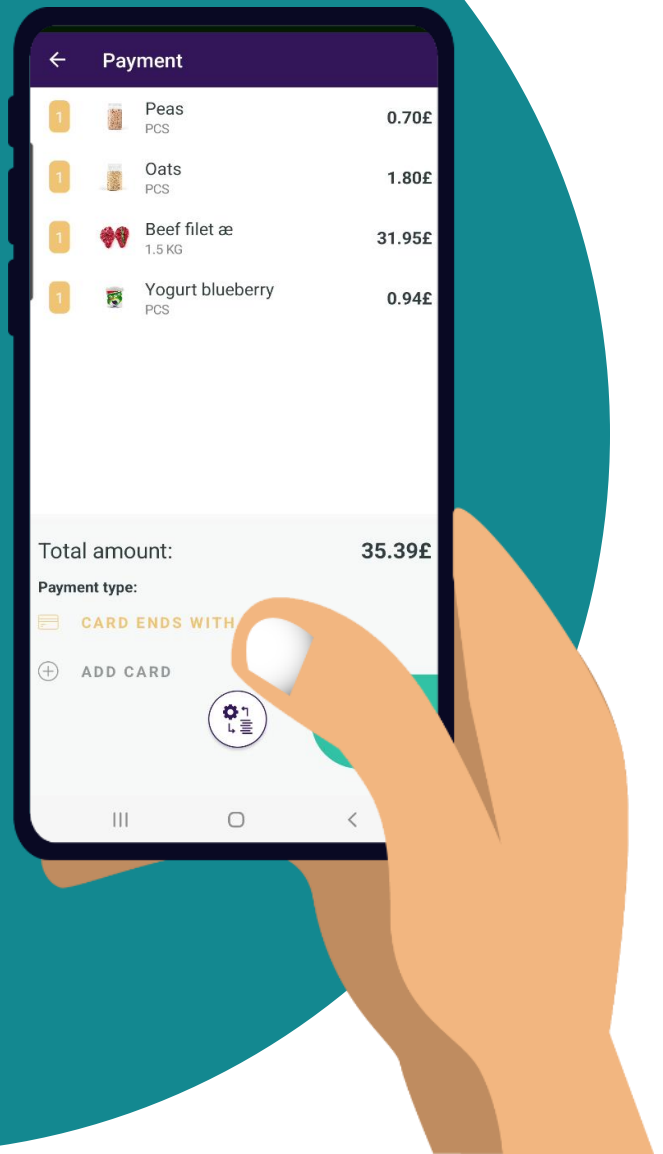
Add self-checkouts using the same system and product database as in the manned checkouts

- With or without security measures
- Flexible to any formats (running in web-browser)
- Positive retail experience for your customers



LS Retail
an aptos company

ScanPayGo (SPG)



The ScanPayGo app

ScanPayGo is an app that retailers provide to their customers

- An easy-to-use loyalty app branded with the retailer's name, logo and colors
- Designed for the modern shopper, used on their mobile phone

No additional hardware needed in store

Shoppers use their own phones while shopping

- Pay for the shopping in the ScanPayGo app or with loyalty points
- Scan QR code quickly to a POS / POS self-service station and pay for it there

Benefits:

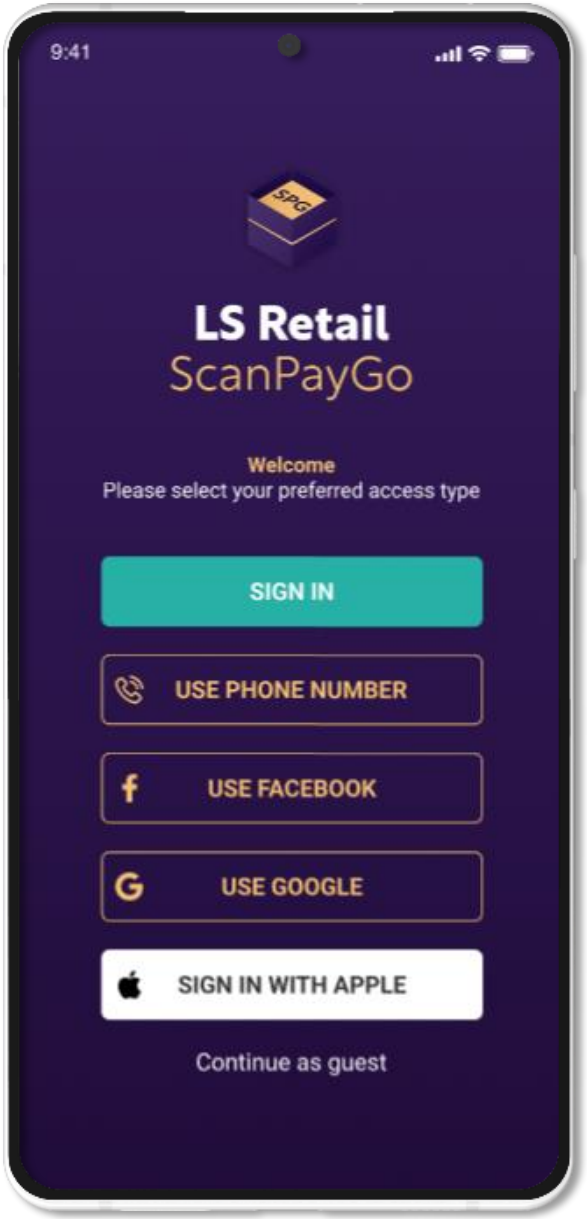
- Shorter queues for customers – quicker throughput
- No additional hardware is required in the store
- Quick and easy shopping

Login to the ScanPayGo app

The customer in the app is a loyalty member in LS Central.

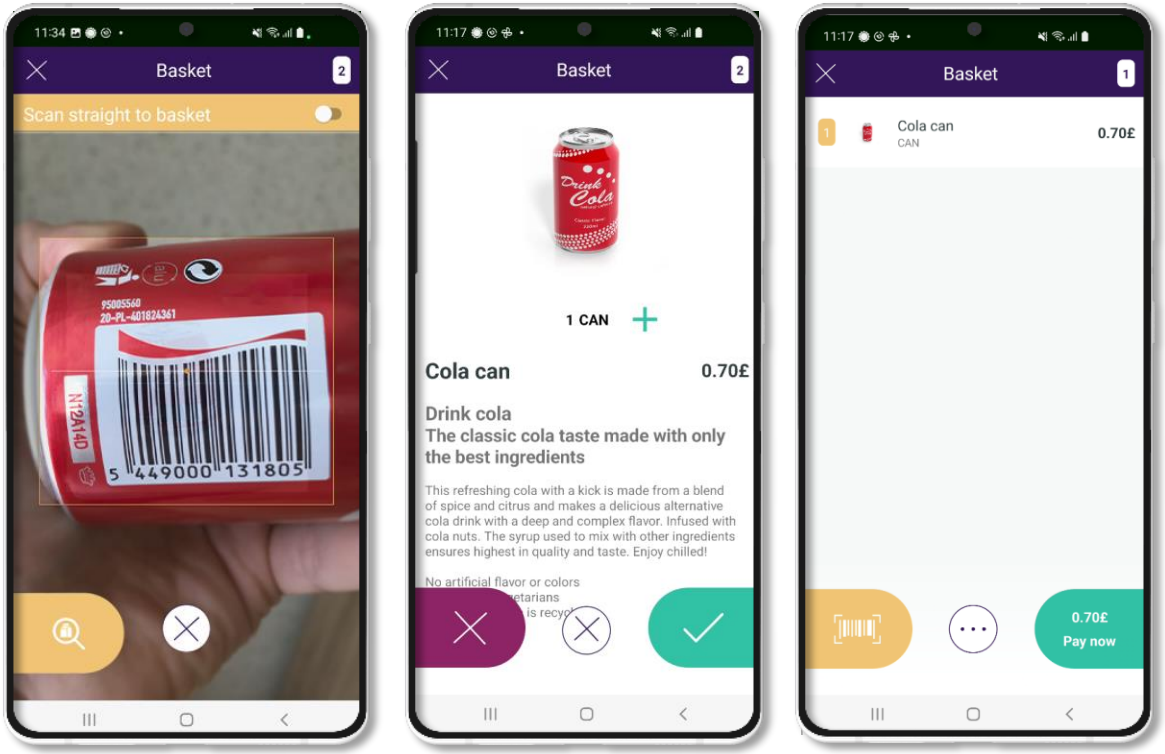
Easy to create new loyalty customers/accounts in:

- SPG App
- LS Central POS
- LS Central Back Office
- eCommerce



LS Central

Easy shopping with ScanPayGo



LS Retail

Easy checkout with ScanPayGo

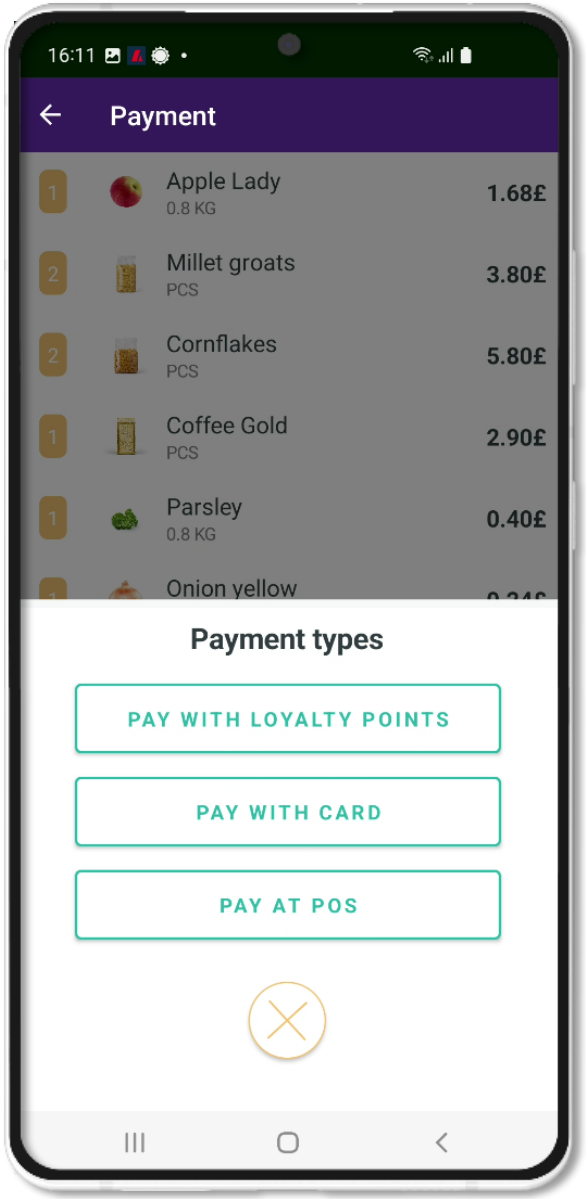
When ready, pay for the shopping

Fast checkout options

The app displays all available payment options

- The retailer decides which options are valid for his setup

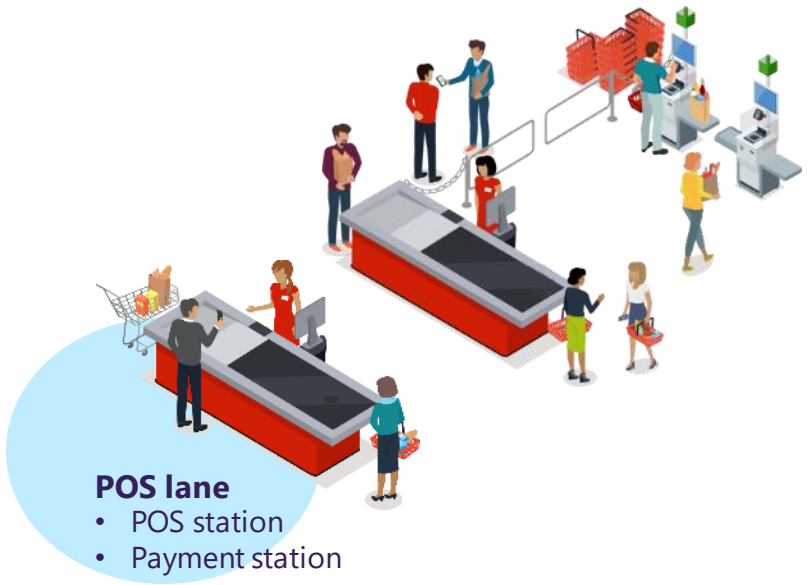
This ensures quick checkout with short or no lines

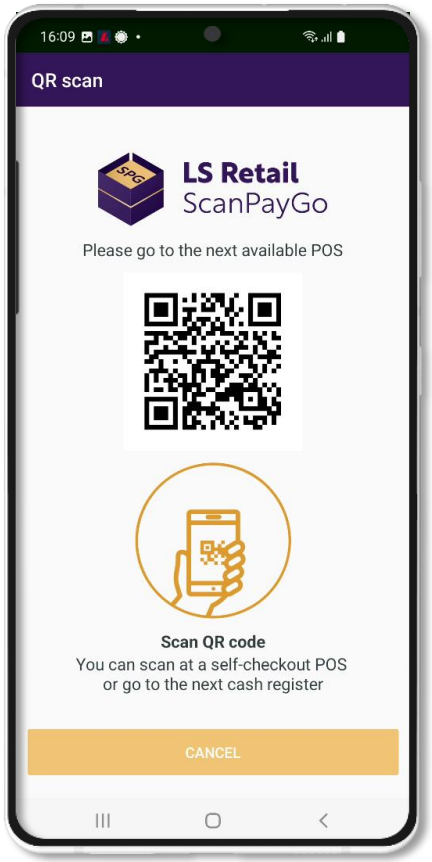


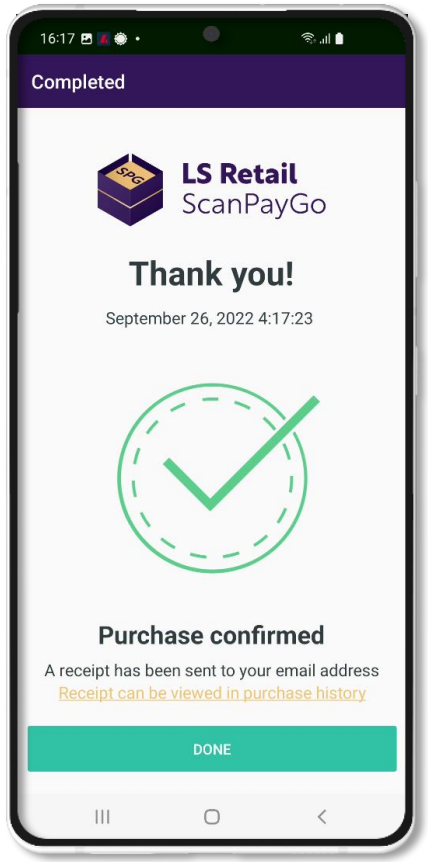
Fast checkout

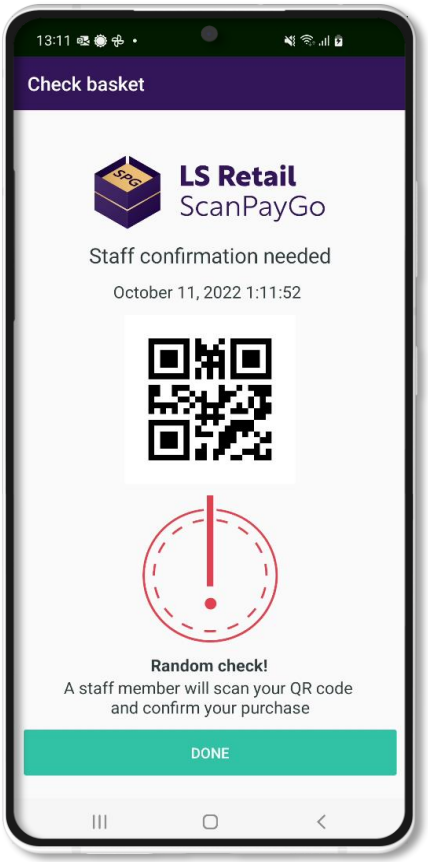
The retailer decides how they want the payment process to be:

- Pay at the **POS / self-service POS**
- Pay in app with **card/loyalty points**

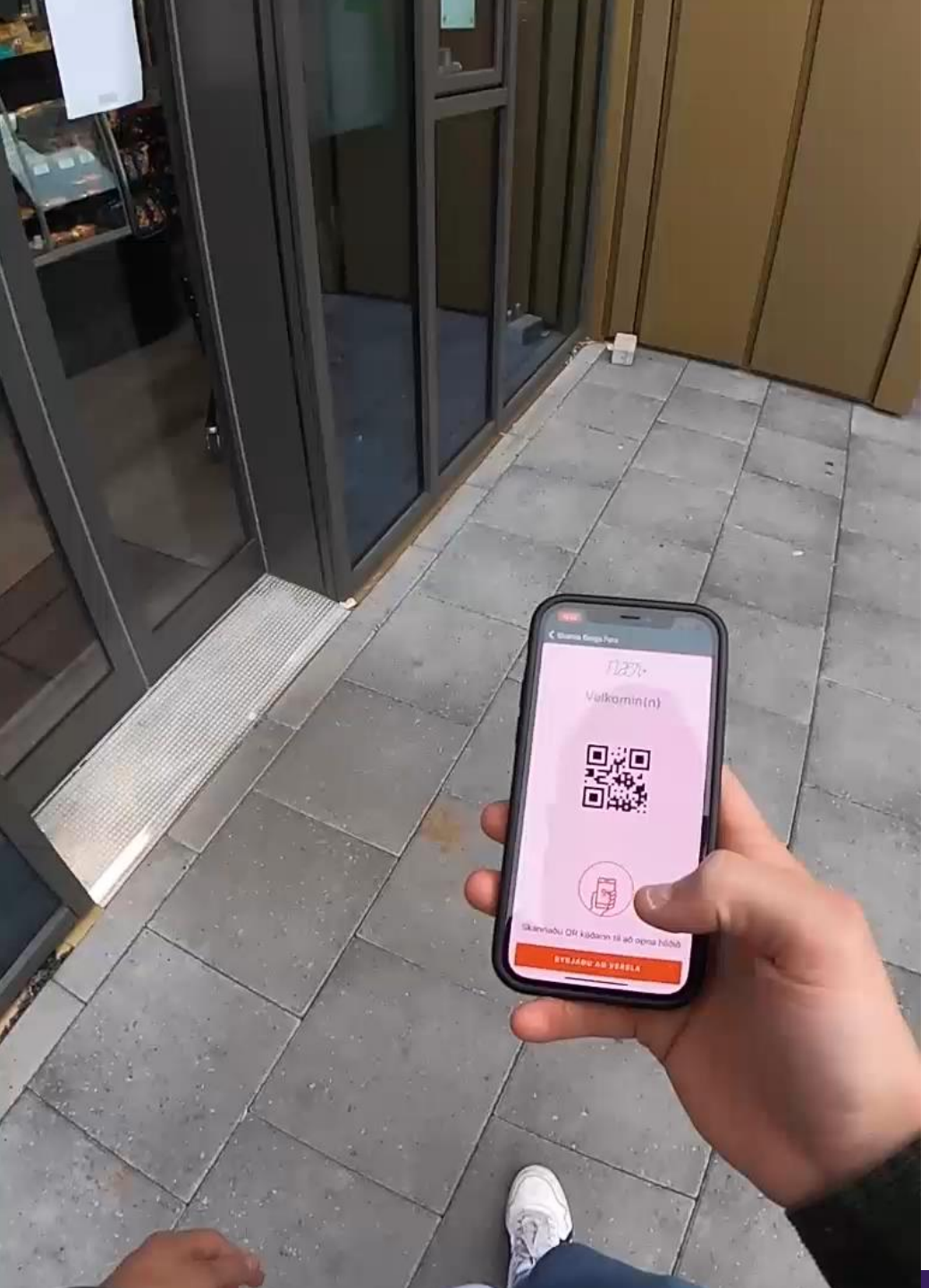








nær.
KLÁR VERSLUN



LS Retail

How do you shop at Nær?

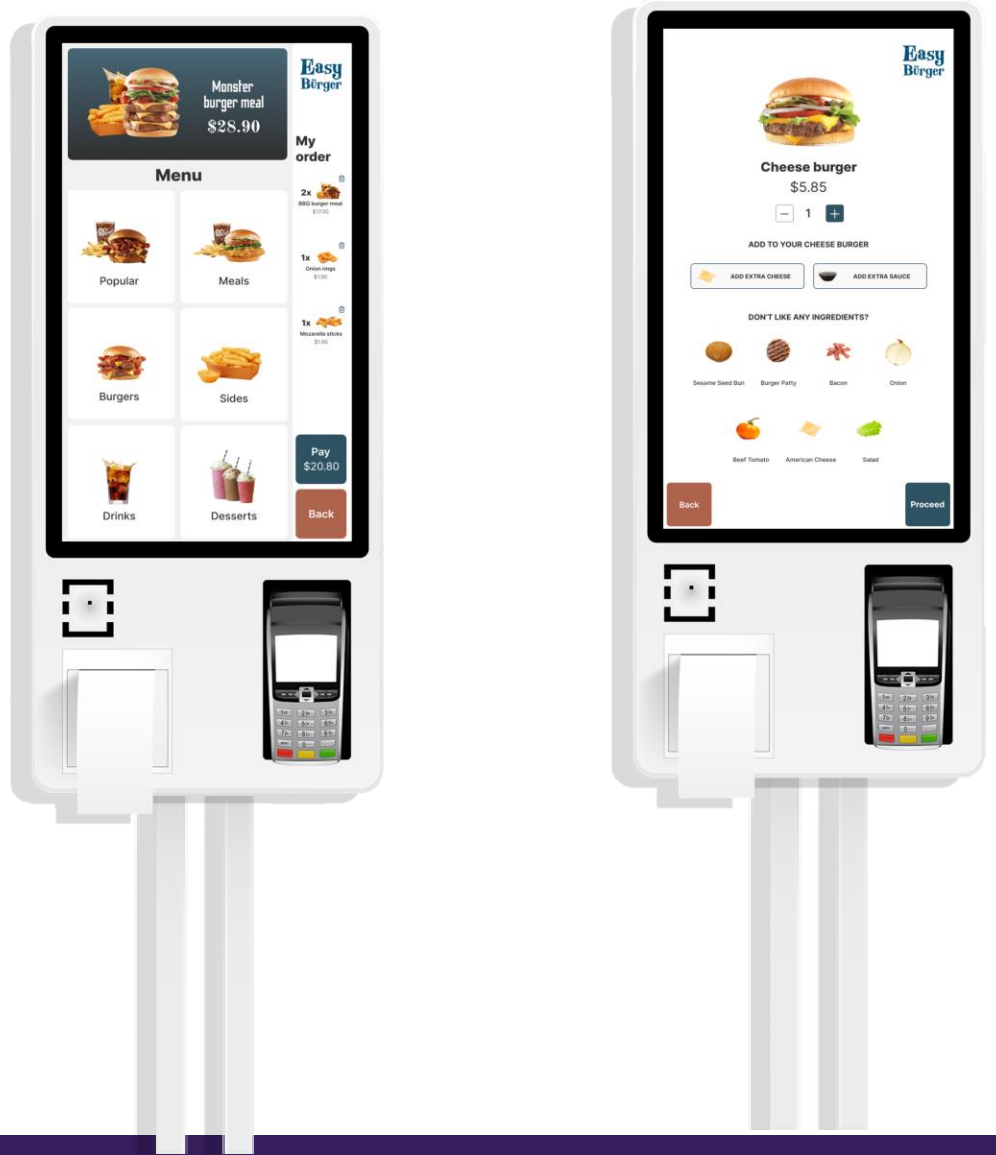
- The door only opens with a timed QR code from the app
- HD Security cameras with sensor technology
- Connected to the Icelandic social security number registry – every individual with the app is recognized
- No traditional POS device in store
- All scanning, opening, checkout and payment process in the ScanPayGo app

LS Retail
an aptôs company

Self-service in F&B, Hotels and more

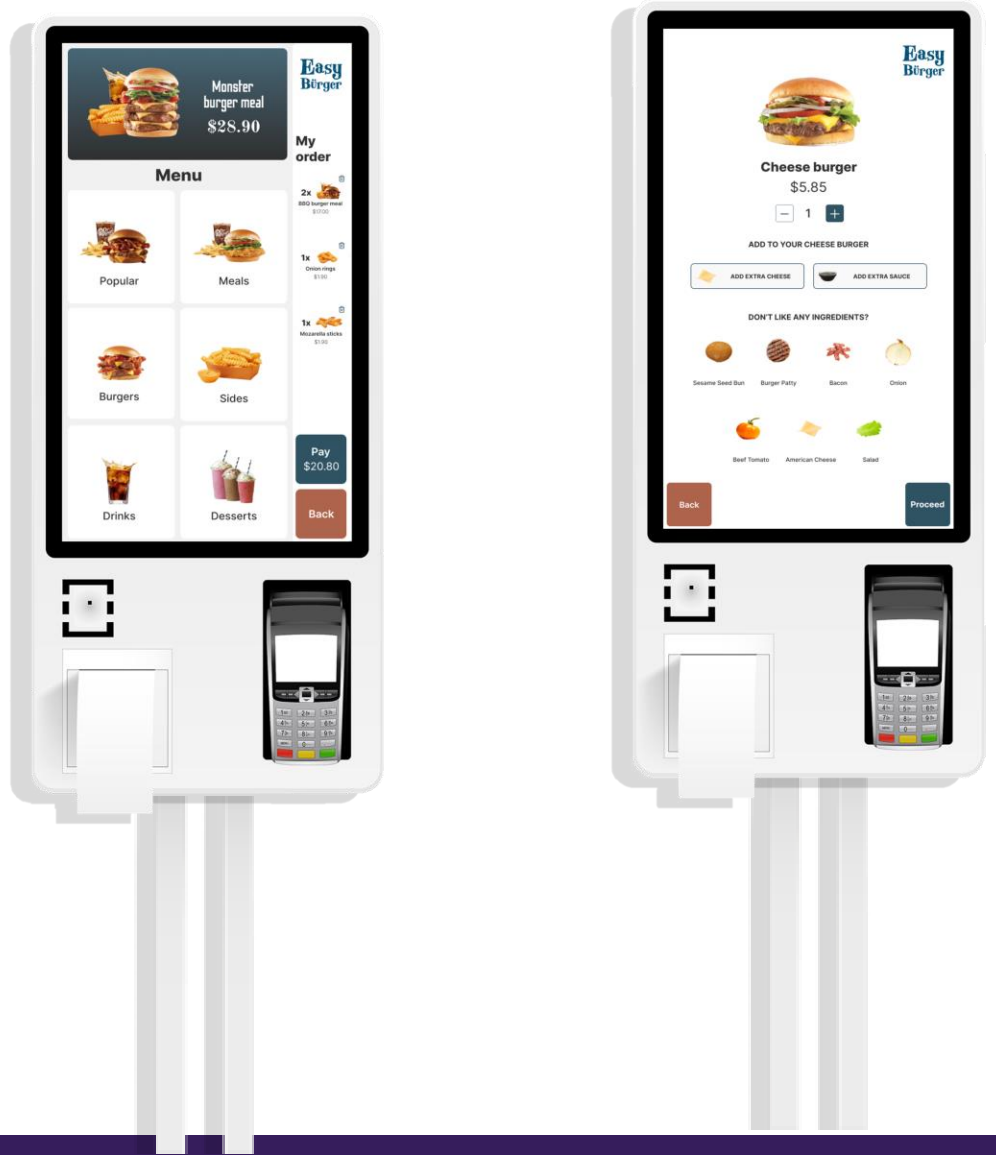
Self-Service Kiosk

- Restaurants can receive orders and serve more customers in less time
- Reduced labor cost
- Many customers love it



Self-Service Kiosk

- The same solution – everything running in our LS Central solution platform which is rich in functionality for restaurants
- Orders delivered to kitchen printers or displays
- Can mix different types of checkouts or verticals in the same location



QR Code ordering process

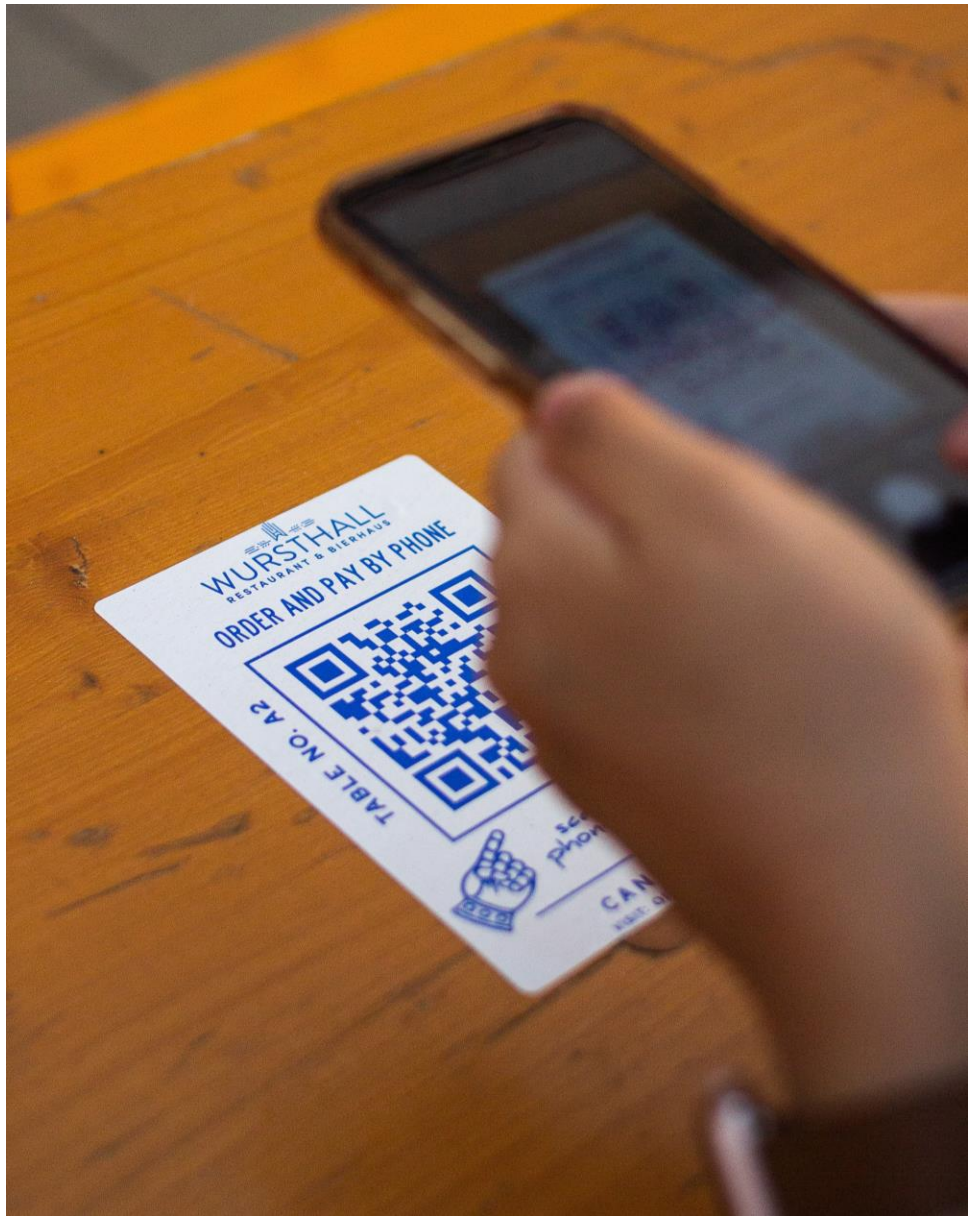
Customer scans a QR Code at a restaurant table

Customer orders via the web site.

Payment is either online or on the POS.

The order is instantly posted to LS Central and routed to the kitchen for preparation

Order made ready and delivered



Restaurant

Self Service Kiosks

POS 1

POS 2

LS Central

Kitchen Service

KDS preparation stations

Grill

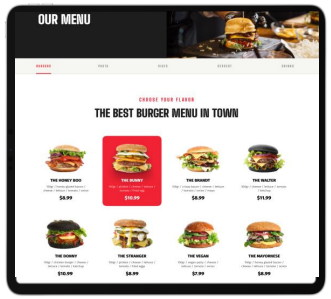
Cold

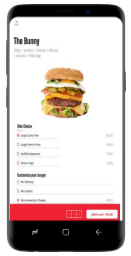
Dessert

Bar

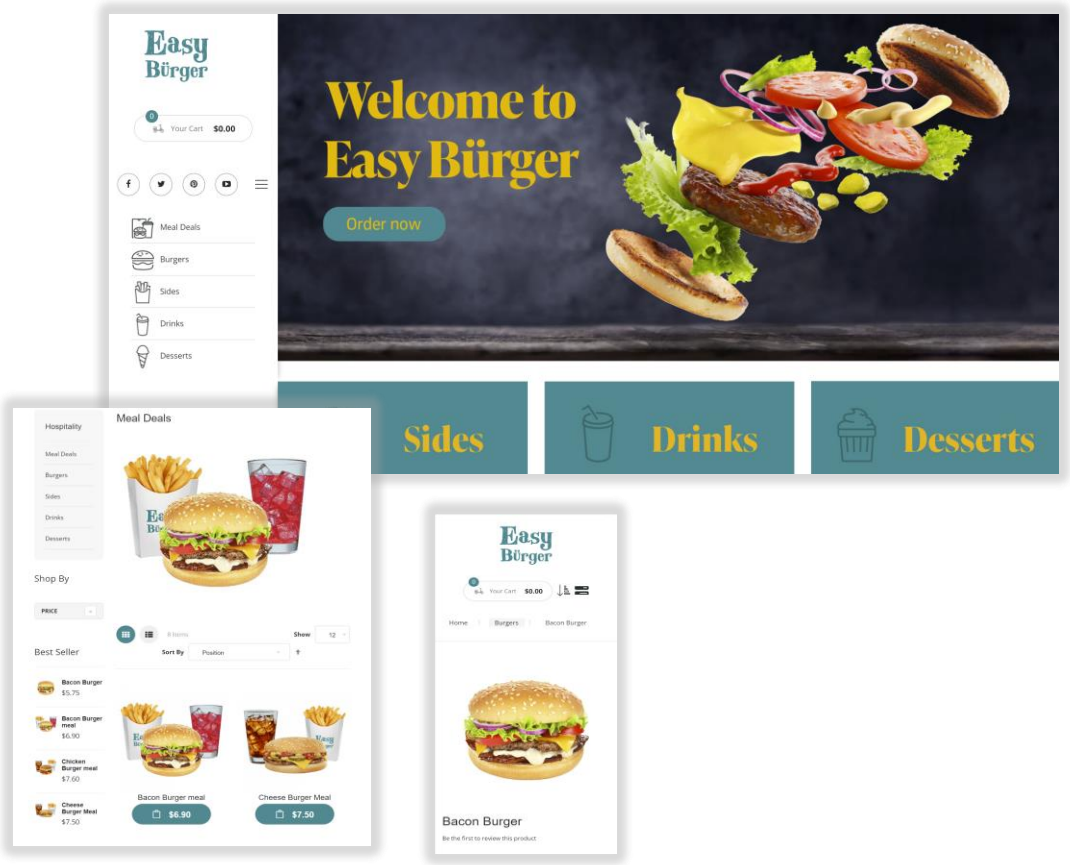
Expeditor station

Online ordering

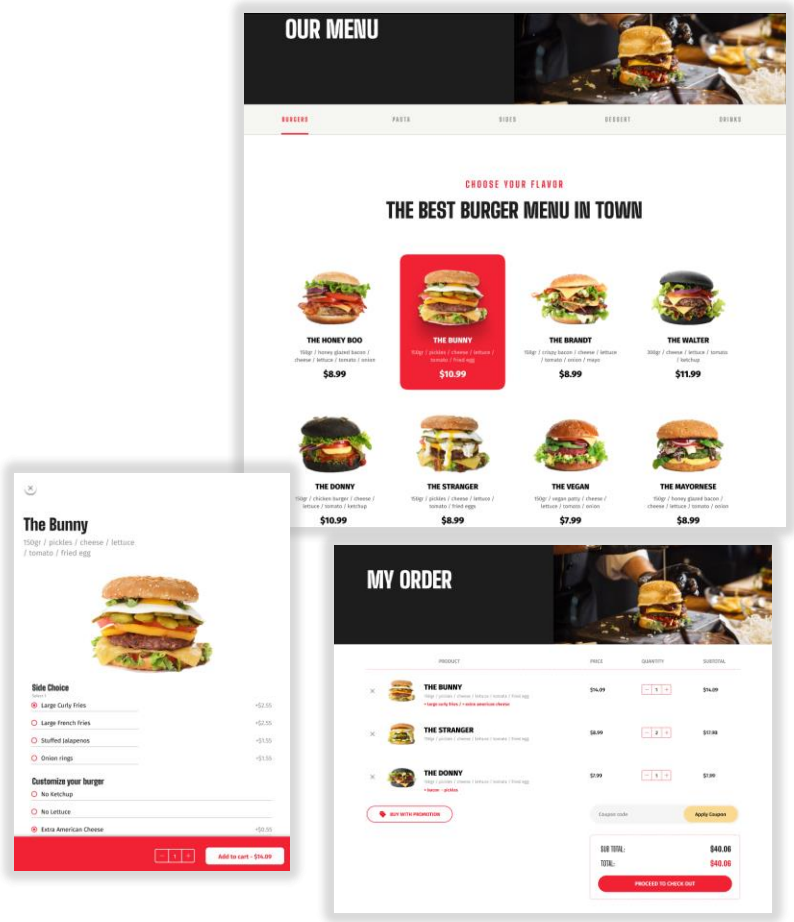




Adobe Commerce / Magento UI options



Traditional



Progressive Web App (PWA)

LS Retail
an aptos company

Unified commerce

Front to back

ERP to POS

Across channels

Online and offline

Across industries

Retail, hospitality, pharmacy...

LS Central

Unified Commerce / All-in-one

LS Central

Unified Commerce

Offer the options your customers want in **the easiest way possible**

LS Retail
an aptos company

Reach out for questions

or visit www.LSRetail.com

Sigurður Ari Sigurjónsson – or just Siggi

Director of Business Development

siggiari@lsretail.com

LS Retail
an aptos company

Q&A

Q&A transcript

Q: Do you have any customers running Duty Free, for example airports or the like, on self-checkout kiosks (SCO)?

A: Yes, we have customers running SCO in Duty Free scenarios, for example here in Iceland we have customers that are running the NCR self-checkout integrating to LS Central, and then we also have customers that are using the POS layouts to do the self-checkout. In both cases we have boarding-pass scanning so we are taking all requirements into consideration.

Q: Can you offer cash automation in your SCO environment for Hospitality?

A: We support this in cases where we integrate to NCR, Toshiba or Diebold Nixdorf. If they support it, we will also do it through the self-checkout service that we have.

Q: Do you have any backup plan if the customer gets stuck during the transaction?

A: Yes – we have an employee login option available for devices running the Toshiba/Diebold/NCR software and hardware and integrating to LS Central. For our own POS layout, we can do supervisor login, however, we have plans to improve and streamline this employee login process on devices using LS Central POS layout.

Q: Are there any additional license costs for the SCO POS layouts and the SCO integration?

A: There are no additional license costs for the SCO layouts or the SCO integration per se – it is the same license cost as for any other device used in the store. The exact price is different between markets, and you can always reach out to us at LS Retail if you want more information about the general pricing.

LS Retail
an aptos company

Thank you