

LS Retail

We make business easy

LS Retail Intelligent Cloud solutions

Take your data
to the next level



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Product Director

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LS Retail

We make business easy



UNIFIED

SOFTWARE SOLUTIONS
FOR RETAIL & HOSPITALITY

WE POWER BUSINESSES IN:



FASHION



RESTAURANTS



GROCERY



QSR



DUTY FREE



PHARMACY



ELECTRONICS



FORECOURT



FURNITURE



PET STORES

.... AND MORE

A stylized world map in shades of blue and cyan, showing the outlines of continents. The map is centered and serves as the background for the text.

78,000+
STORES, RESTAURANTS AND GAS STATIONS
WORLDWIDE

Over 5000 customers
in more than 140 countries

UNIFIED COMMERCE

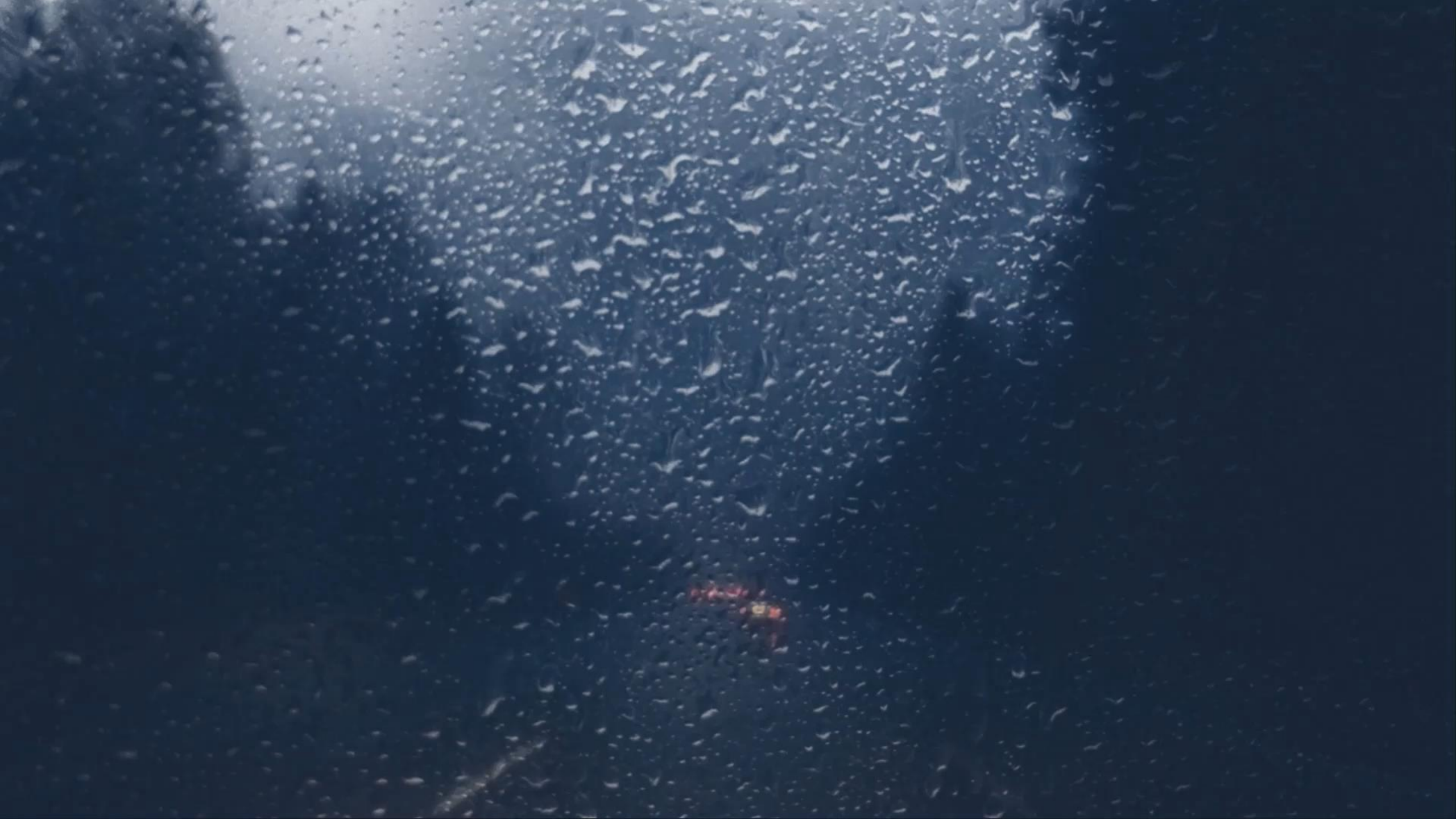
A SOLUTION TO MAKE YOUR BUSINESS EASY











UNIFIED COMMERCE

A SOLUTION TO MAKE YOUR BUSINESS EASY

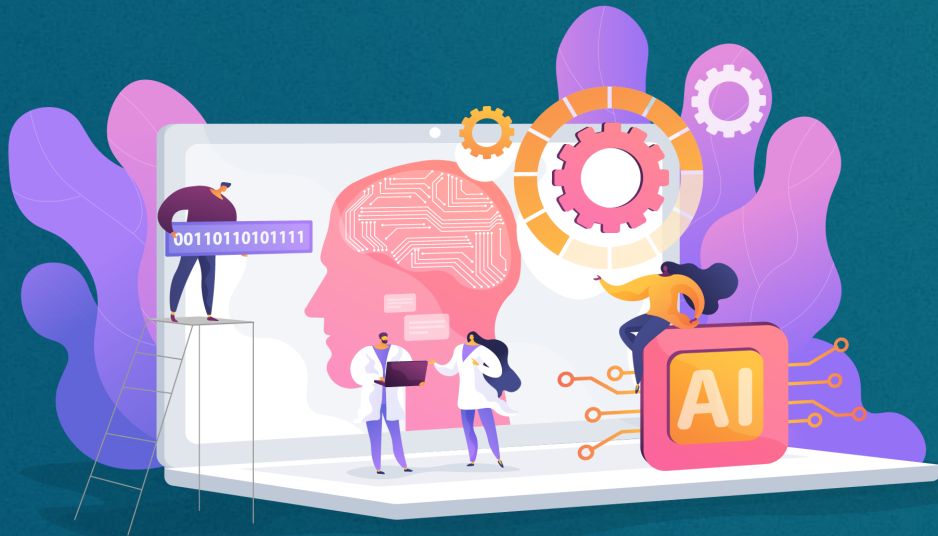
infused with
Intelligence



LS Insight



LS Recommend



LS Forecast



LS Insight



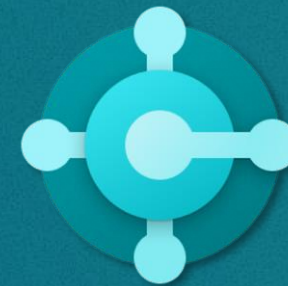
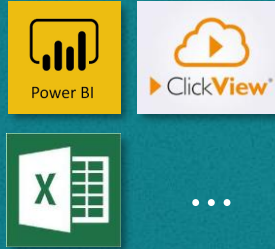
Access actionable reports.
Take better business decisions.

LS Insight

LS Insight - Data Hub

- Datawarehouse built on Azure SQL or SQL Server
- Incremental data upload
- ETL processes and pipelines
- Open, easy to extend with other data sources
- Platform for analysis and reporting (PowerBI, Excel and other reporting tools)

LS Insight

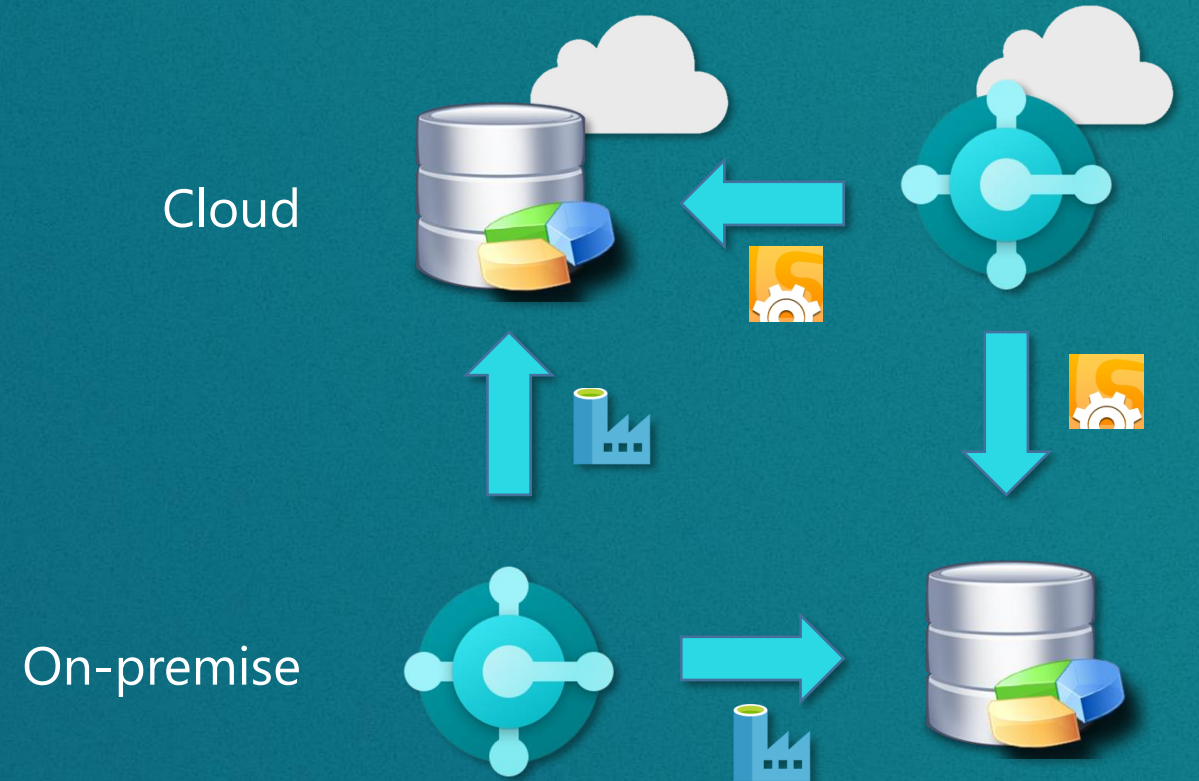


LS Central

LS Insight

Architecture options

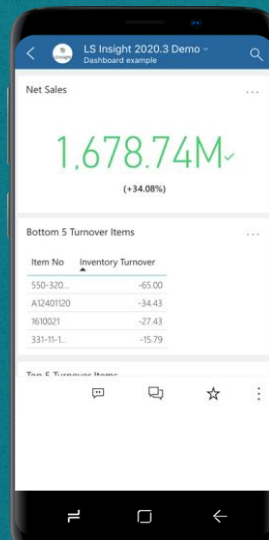
- On-prem → Cloud
(available, ADF)
- Cloud → Cloud
(Q4 2020, Data Director & Webservices)
- On-prem → On-prem
(Q4 2020, ADF)
- *Cloud → On-prem*
(evaluating demand, Data Director & Webservices)



LS Insight

LS Insight - Analytics

- PowerBI based Reports and Dashboards
- Built on data from LS Insight – Data Hub
- Currently for Sales and Inventory, more to come
- Easy to adapt, extend or build your own



Gartner®

February 2020

A Leader in Analytics & BI Platforms*

*This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Microsoft. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose. This Gartner document has been renamed to "Magic Quadrant for Analytics and Business Intelligence Platforms" in 2018. It was known as: Magic Quadrant for Business Intelligence and Analytics Platforms from 2013 to 2017, Magic Quadrant for Business Intelligence Platforms from 2009 to 2012, and Magic Quadrant for Business Intelligence Platforms, 2008."

2020 Gartner Magic Quadrant for Analytics and Business Intelligence Platforms, Analyst(s): James Richardson, Rita Sallam, Kurt Schlegel, Austin Kronz, Julian Sun

Figure 1. Magic Quadrant for Analytics and Business Intelligence Platforms



Source: Gartner (February 2020)

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FORRESTER®

Microsoft Positioned as a Leader in The Forrester Wave™: Enterprise BI Platforms (Vendor-Managed), Q3 2019*

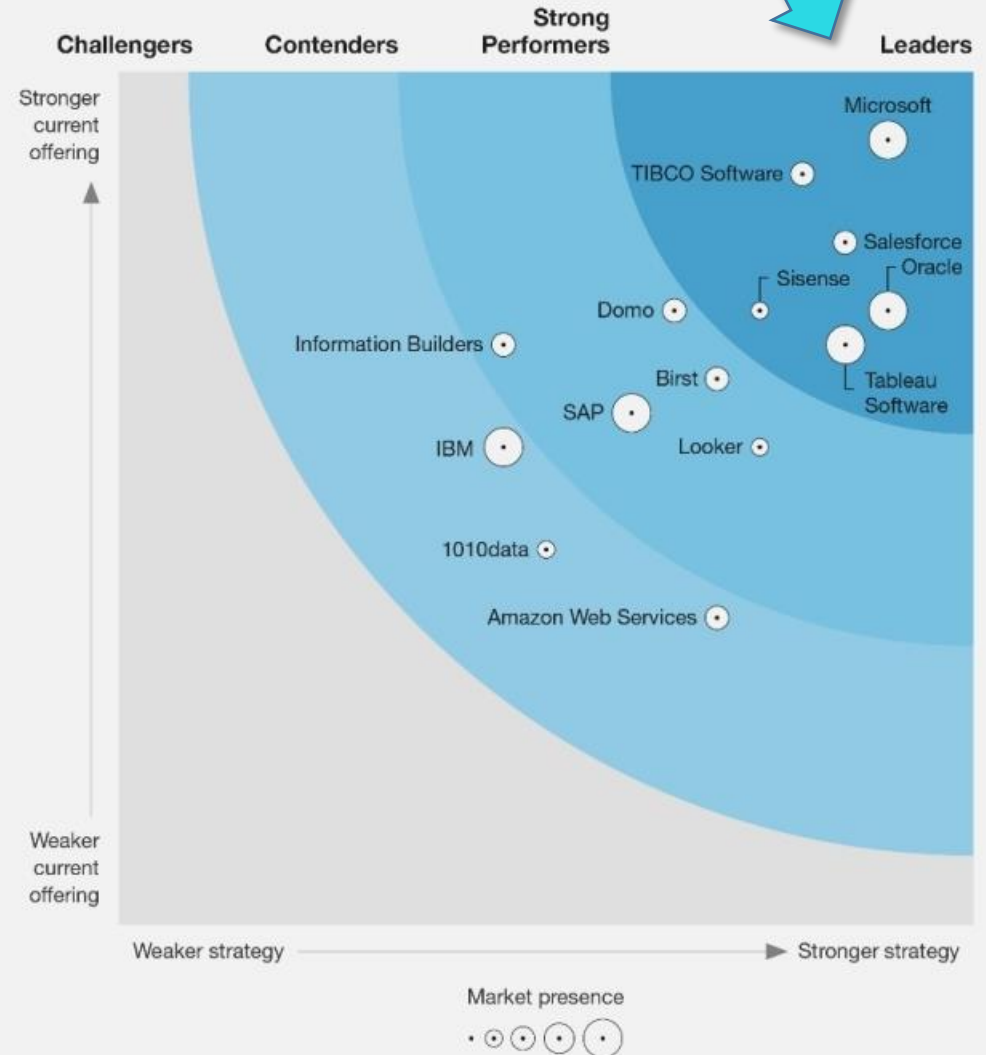
According to the Forrester report,
"You no longer need to be shy about using Microsoft Power BI; it's a killer BI platform."

*The Forrester Wave™: Enterprise BI Platforms (Vendor-Managed), Q3 2019 by Boris Evelson with Srividya Sridharan, Robert Perdoni, Aldila Yunus. The Forrester Wave™ is copyrighted by Forrester Research, Inc. Forrester and Forrester Wave are trademarks of Forrester Research, Inc. The Forrester Wave is a graphical representation of Forrester's call on a market and is plotted using a detailed spreadsheet with exposed scores, weightings, and comments. Forrester does not endorse any vendor, product, or service depicted in the Forrester Wave. Information is based on best available resources. Opinions reflect judgment at the time and are subject to change

THE FORRESTER WAVE™

Enterprise BI Platforms (Vendor-Managed)

Q3 2019

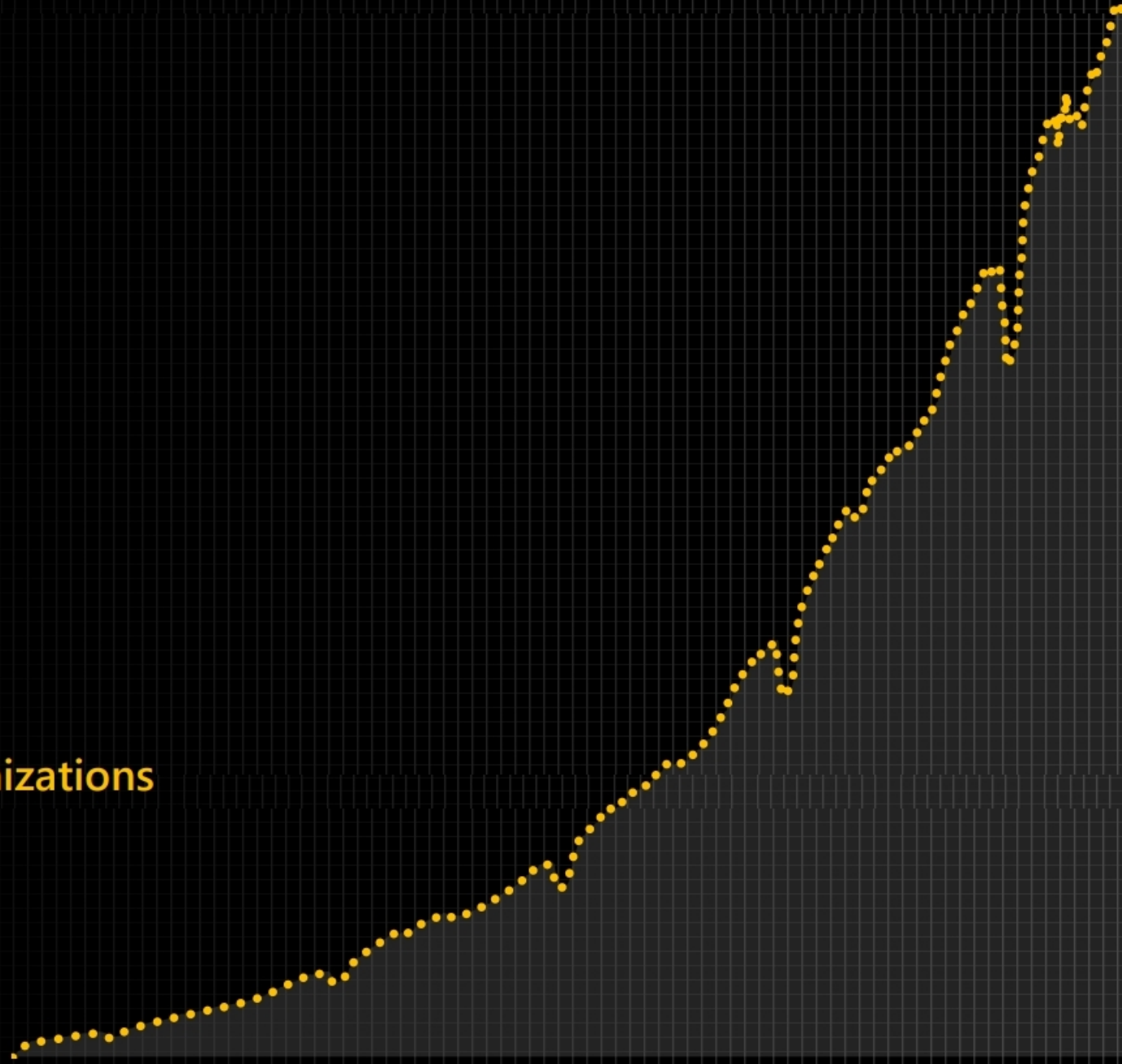


Power BI Monthly Active Usage

5TH Year of
TRIPLE DIGIT PAID
Usage Growth

150k+ Organizations

June, 30 - 2020



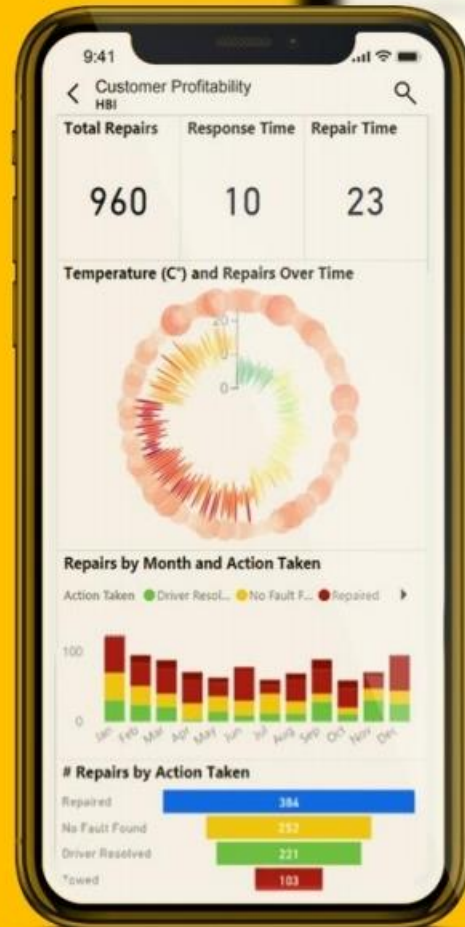
Power BI Mobile

#1 Mobile App

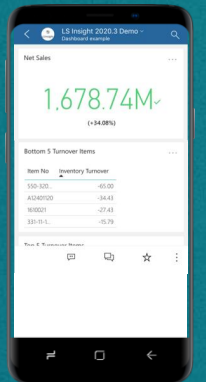
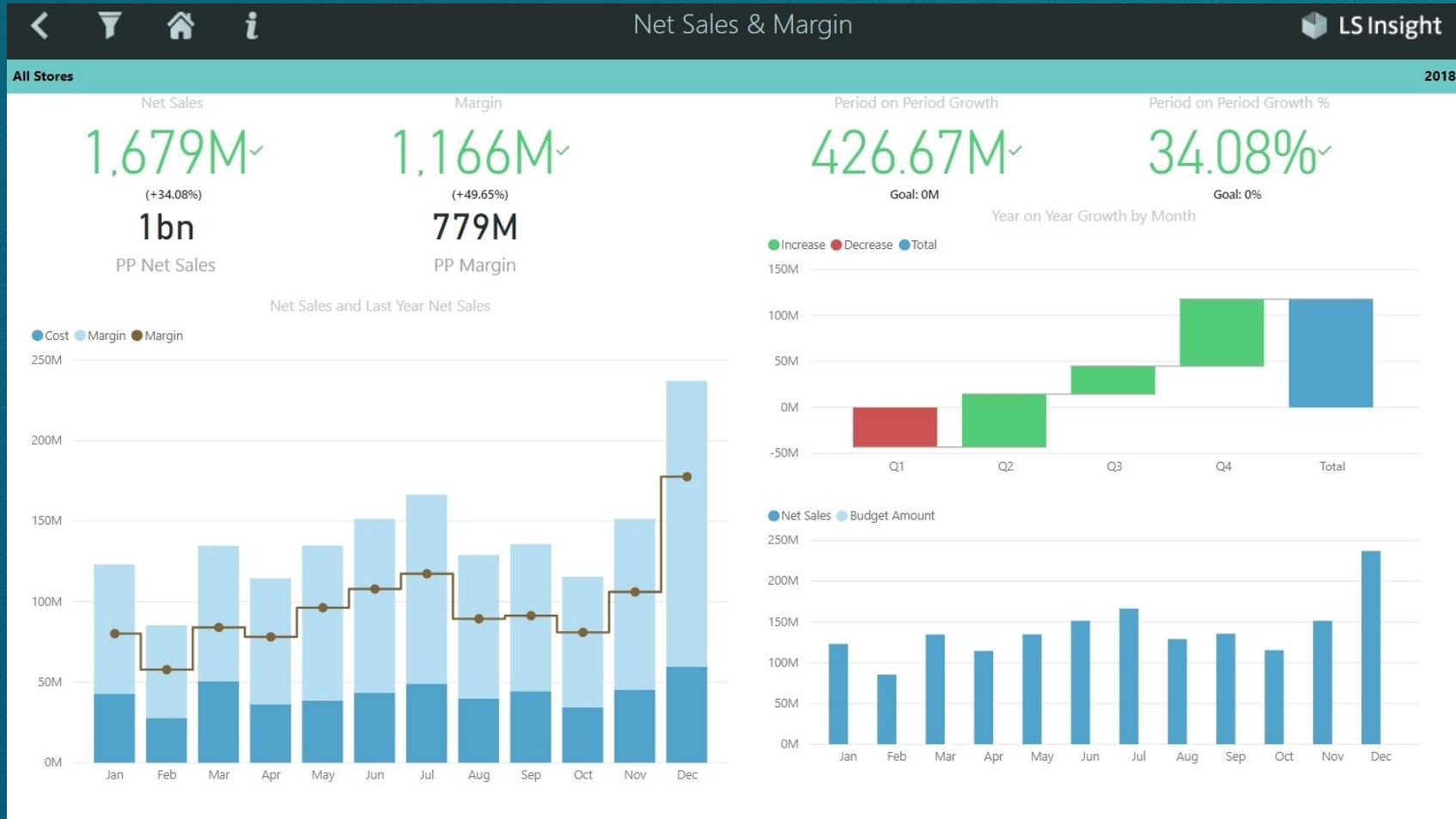
4.7 Apple™ App Store

4.8 Google™ Play

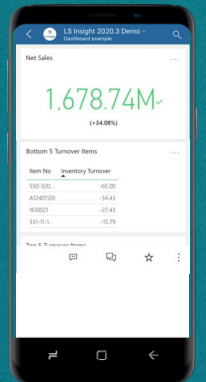
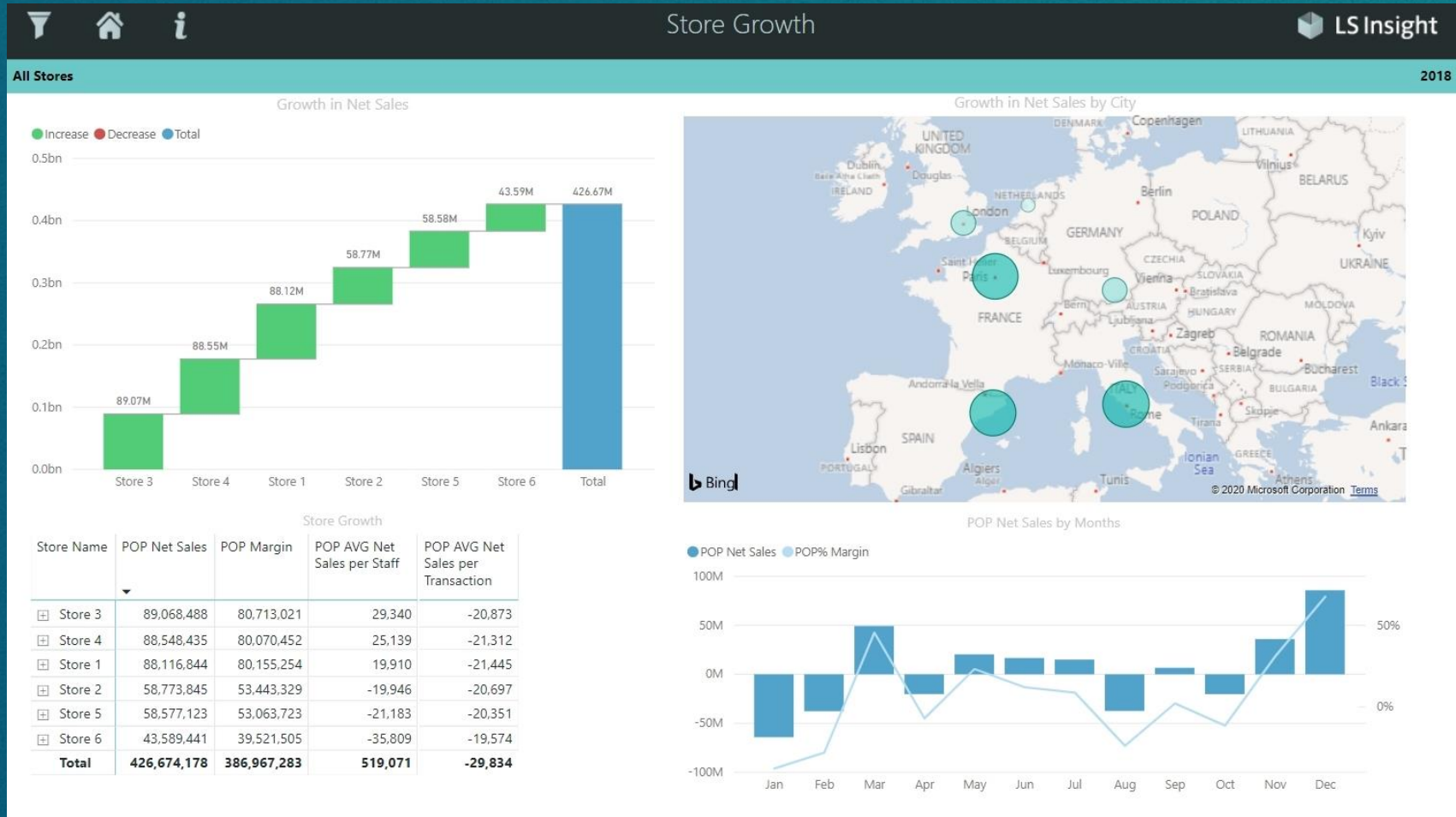
50x > reviews than all others combined



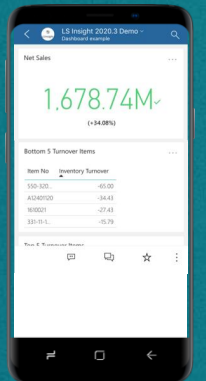
LS Insight



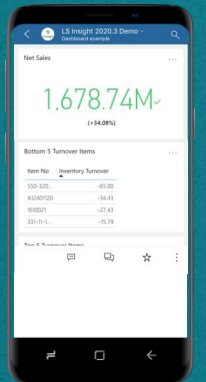
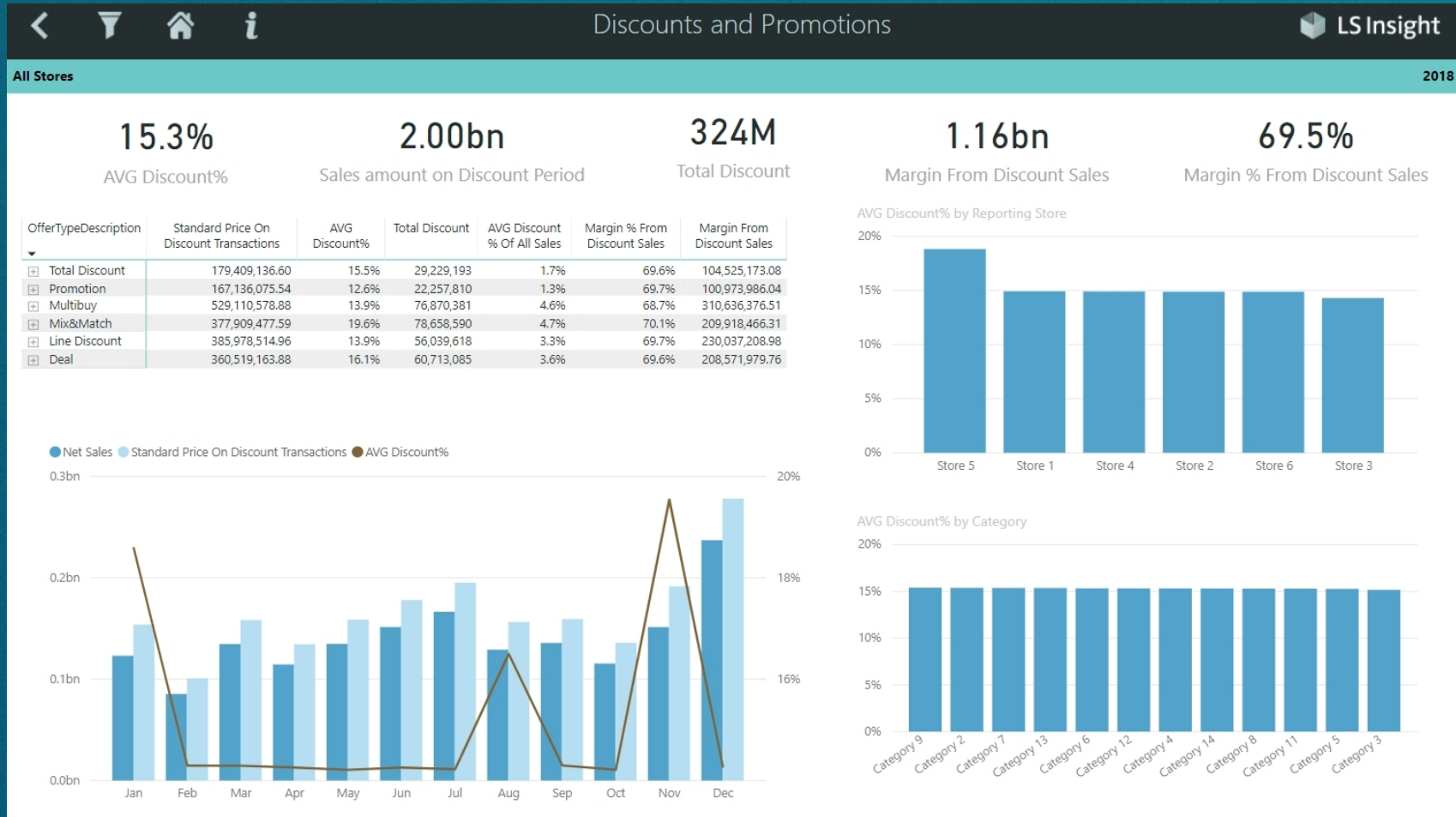
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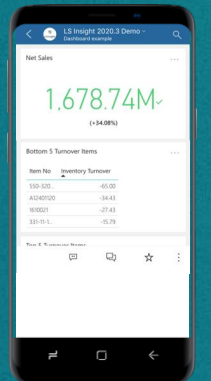
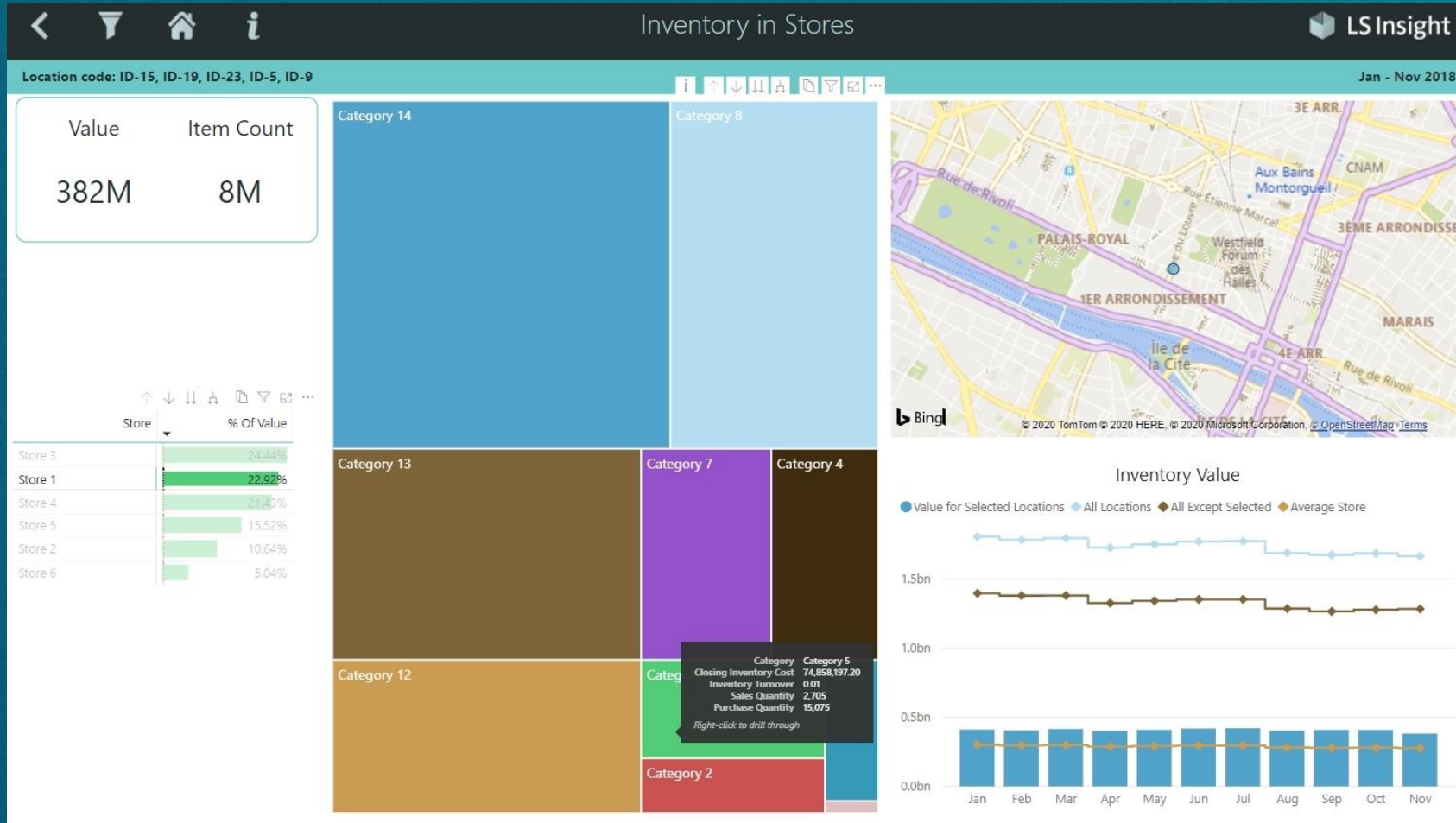
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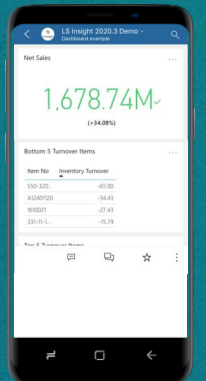
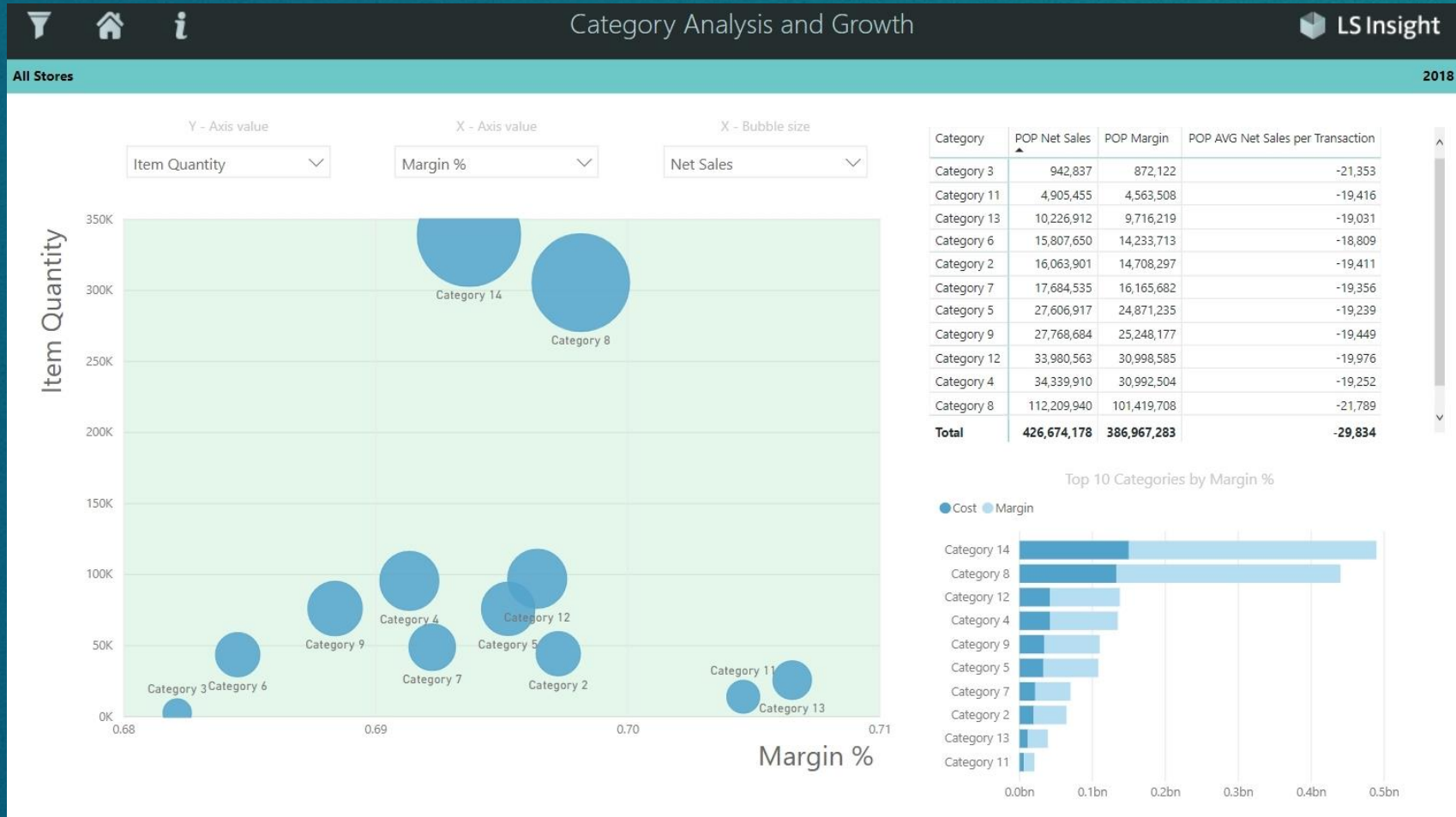
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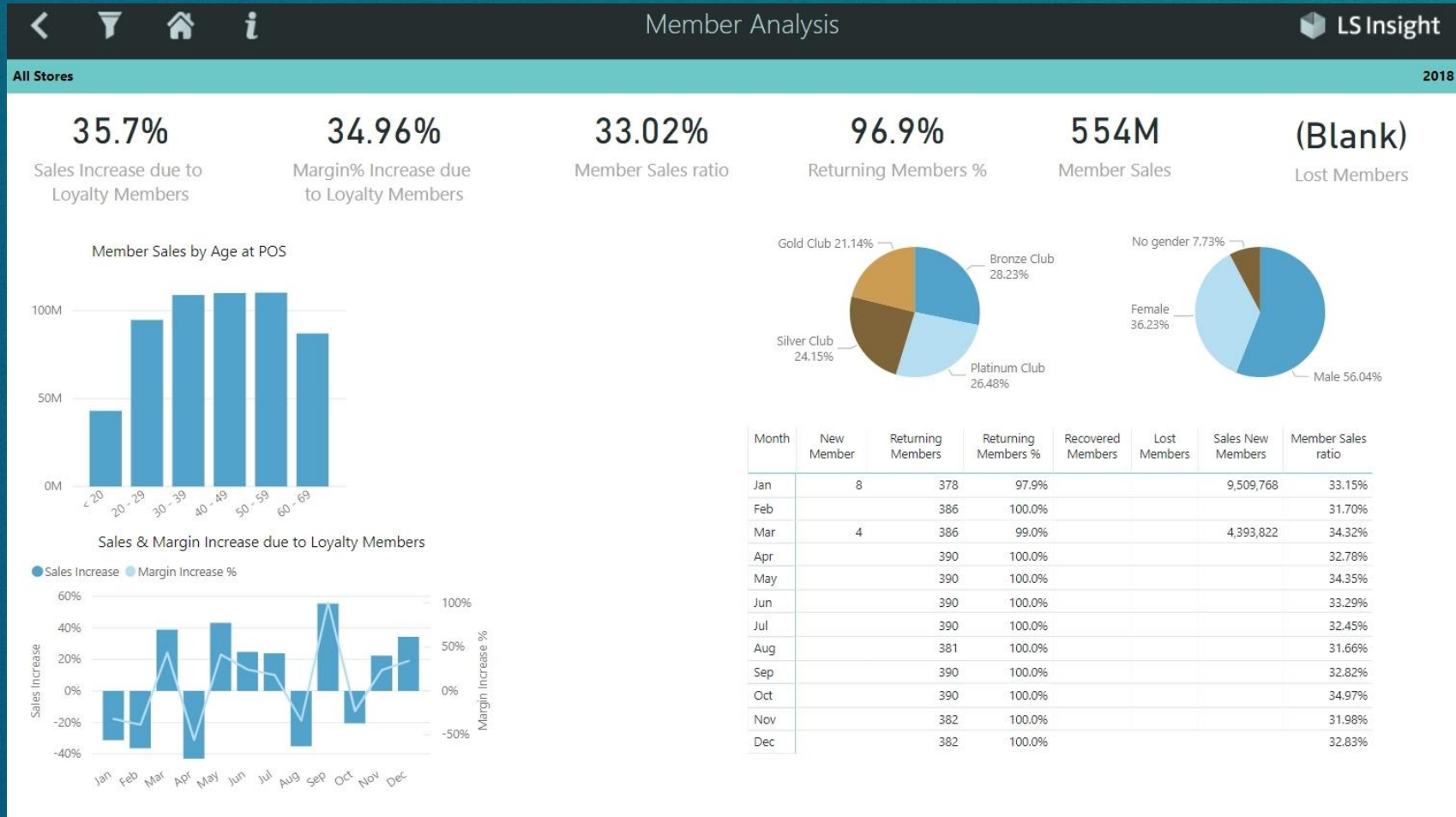
LS Insight



LS Insight



LS Insight



LS Insight

Data Hub



It's for FREE !!!!

Your cost:

- Hosting and operating



Analytics

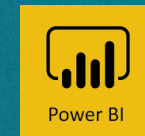
LS Insight

Hosting cost:

- Azure SQL Database** **\$73.61**
 (Single Database, DTU Purchase Model, Standard Tier, S2: 50 DTUs, 250 GB included storage per DB)
- Azure Data factory** **\$29.38**
 (Azure Data Factory V2 Type, Data Pipeline Service Type, Self-hosted Integration Runtime: 15 Activity Run(s), 60 Data movement unit(s))
- PowerBI** **\$10.00**
 (PowerBI Pro license per user per month: 10\$)
- Total** **\$112.98**
 (per month)



Azure Data Factory



*)Prices as per 06/2020. For up-to-date pricing information visit the Azure pricing calculator <https://azure.microsoft.com/en-us/pricing/calculator/>

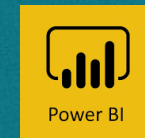
LS Insight

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- PowerBI** \$10.00
 (PowerBI Pro license per user per month: 10\$)
- Total** ~~\$112.98~~
 (per month) **\$39.38**



Azure Data Factory



*)Prices as per 06/2020. For up-to-date pricing information visit the Azure pricing calculator <https://azure.microsoft.com/en-us/pricing/calculator/>



LS Insight



Data Hub & Analytics

- One data platform for all your reporting needs
- Mobile devices support
- Easy to extend with other data sources
- Strong integration with other Microsoft products (Power Apps)
- On-premises or in the cloud



Easy to get started

- Data Hub and Analytics for free (only hosting cost)
- PowerBI reports to start with
- Large PowerBI community



Benefits for you



Try it

- Request form: <https://portal.lsretail.com/Products/LS-Insight>
- Get product files
- Follow onboarding instructions, Done!

Documentation

- LS Retail Online Help, LS Insight <https://help.lscentral.lsretail.com/>

PowerBI readiness

- Documentation <https://docs.microsoft.com/en-us/power-bi/>
- Learning <https://docs.microsoft.com/en-us/learn/>

How to get started ?



LS Recommend



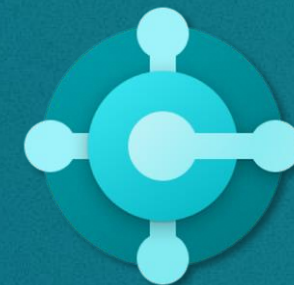
Know what your customers want,
before they do through machine learning

LS Recommend

LS Recommend

- Basket analysis and Recommendation engine
- Targeted, personalized suggestions based on your customers' shopping history and preferences
- Optimized upselling and cross-selling
- SaaS solution - hosted by LS Retail

LS Recommend

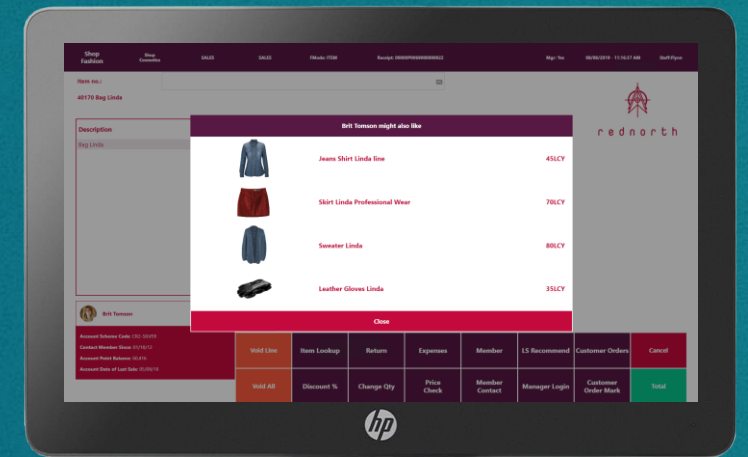
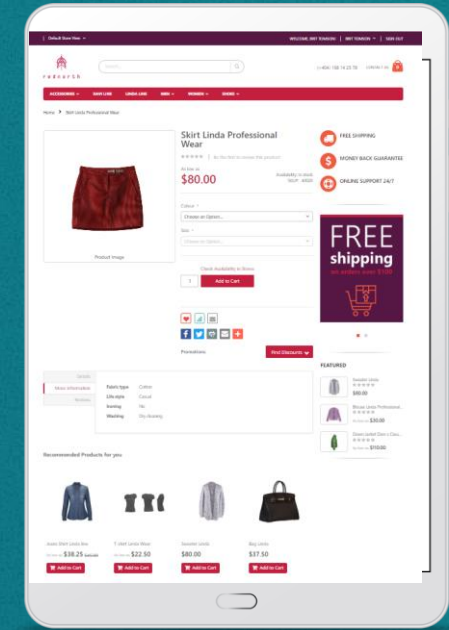


LS Central

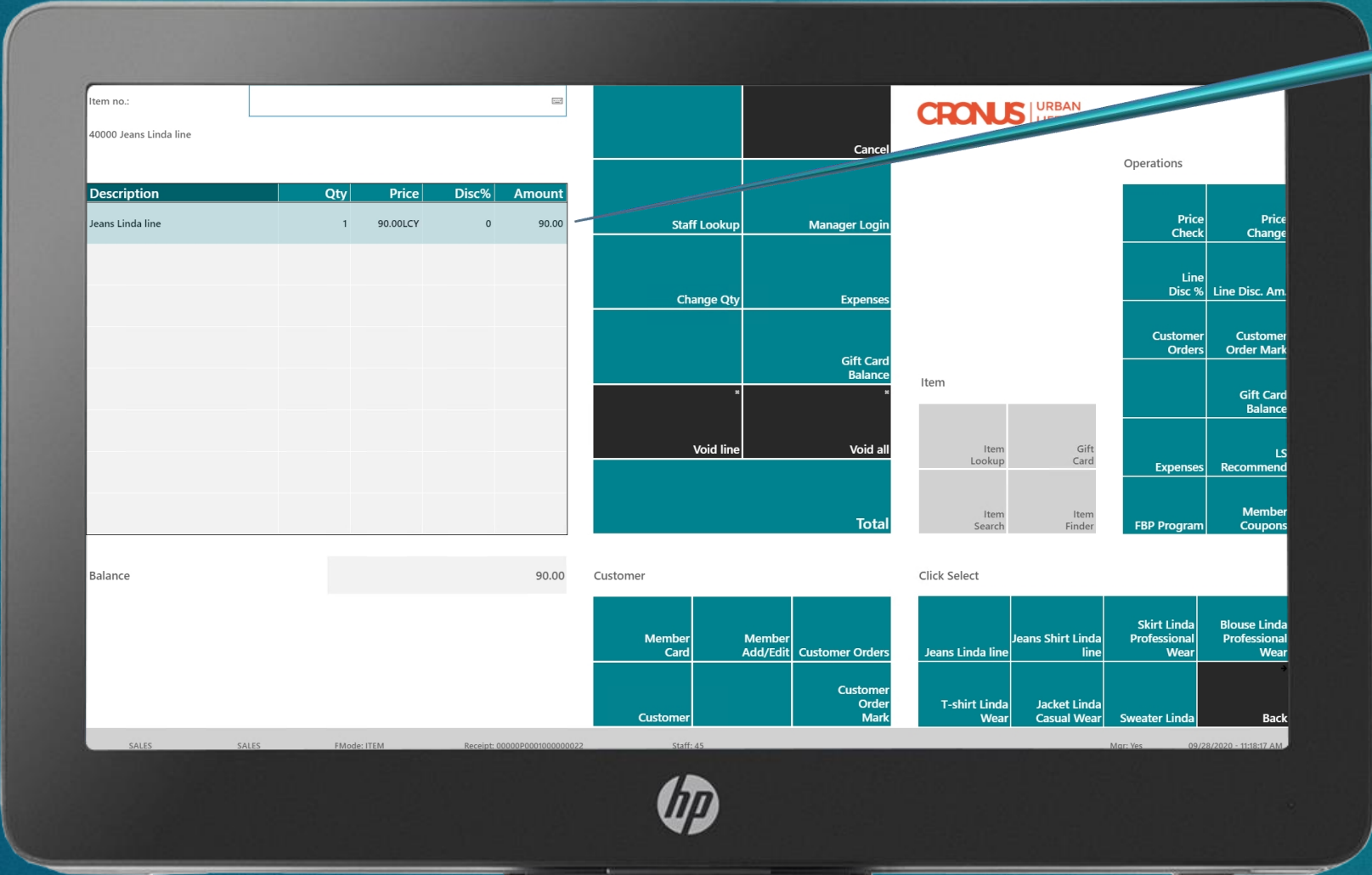
LS Recommend

LS Recommend

- Customer-facing platforms (eCommerce)
- Staff-facing platforms (POS)
- Considers:
 - General sales history
 - Customers' previous purchases
 - Items in basket



Item "Jeans" in the sale



Item no.:

40000 Jeans Linda line

Description	Qty	Price	Disc%	Amount
Jeans Linda line	1	90.00LCY	0	90.00

Balance

CRONUS URBAN

Cancel

Staff Lookup Manager Login

Change Qty Expenses

Gift Card Balance

Void line Void all

Total

Operations

Price Check Price Change

Line Disc % Line Disc. Am

Customer Orders Customer Order Mark

Gift Card Balance

Expenses LS Recommend

FBP Program Member Coupons

Customer

Member Card Member Add/Edit Customer Orders

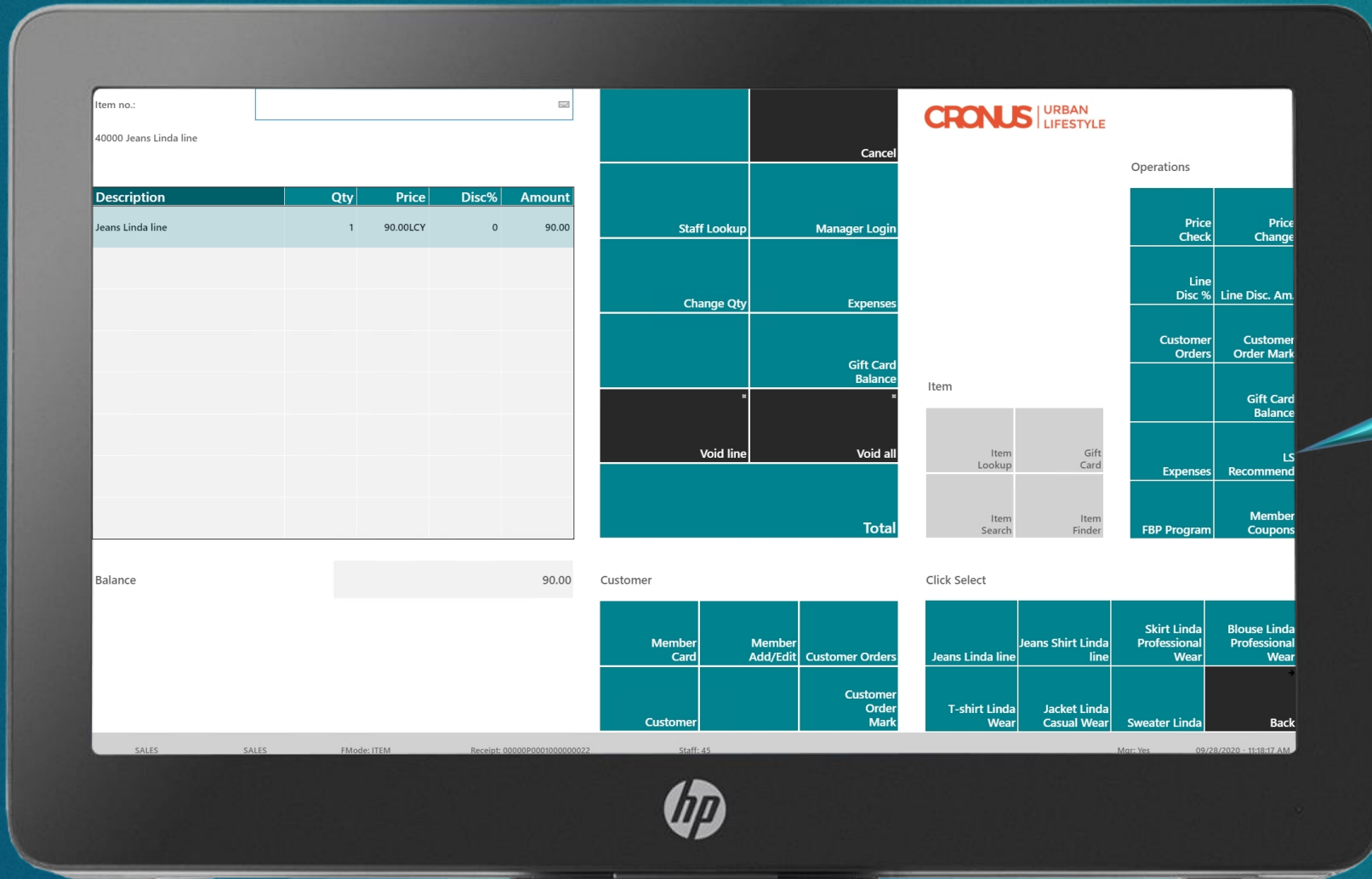
Customer Customer Order Mark

Click Select

Jeans Linda line Jeans Shirt Linda line Skirt Linda Professional Wear Blouse Linda Professional Wear

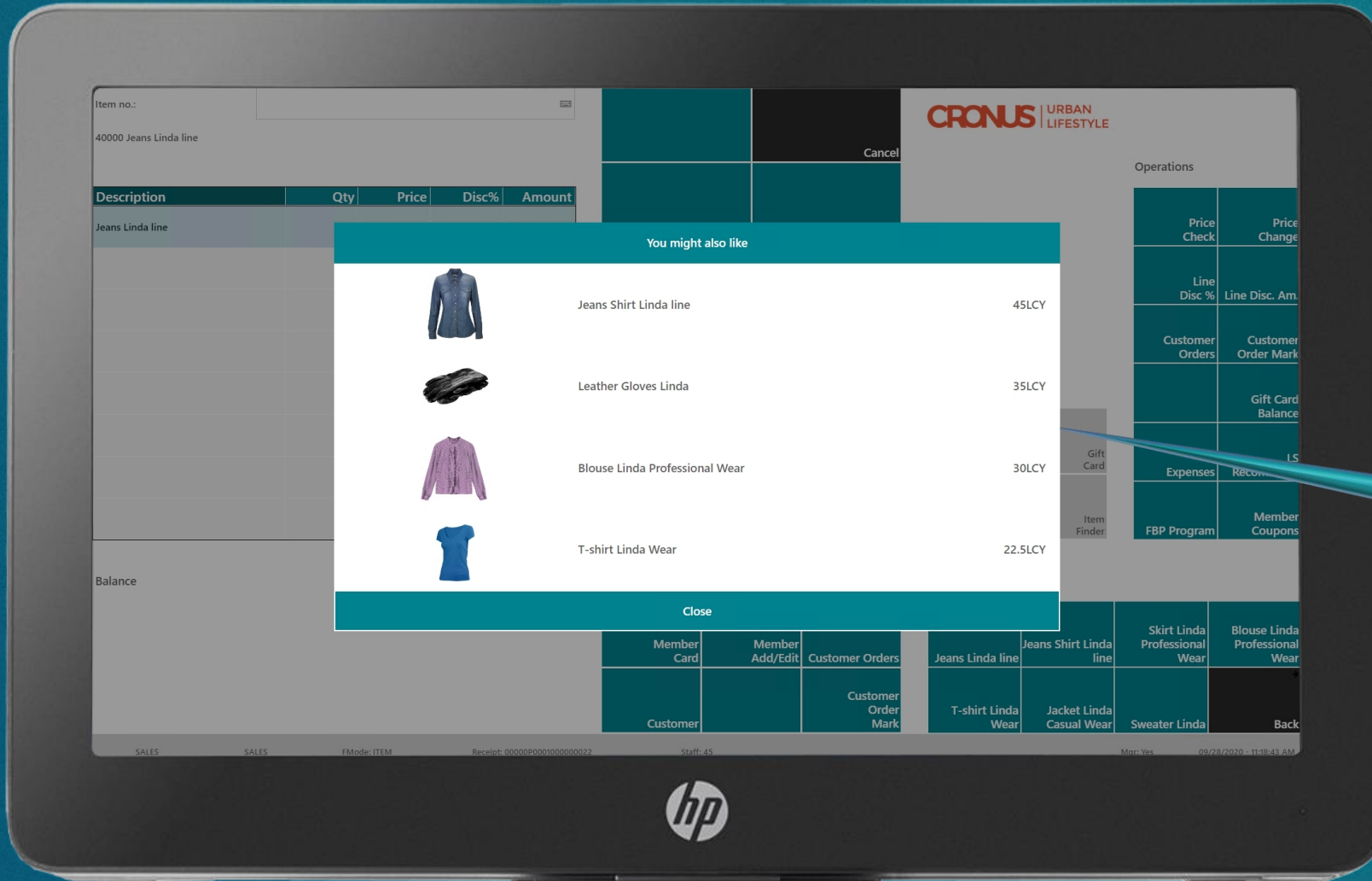
T-shirt Linda Wear Jacket Linda Casual Wear Sweater Linda Back





Item "Jeans" in the sale

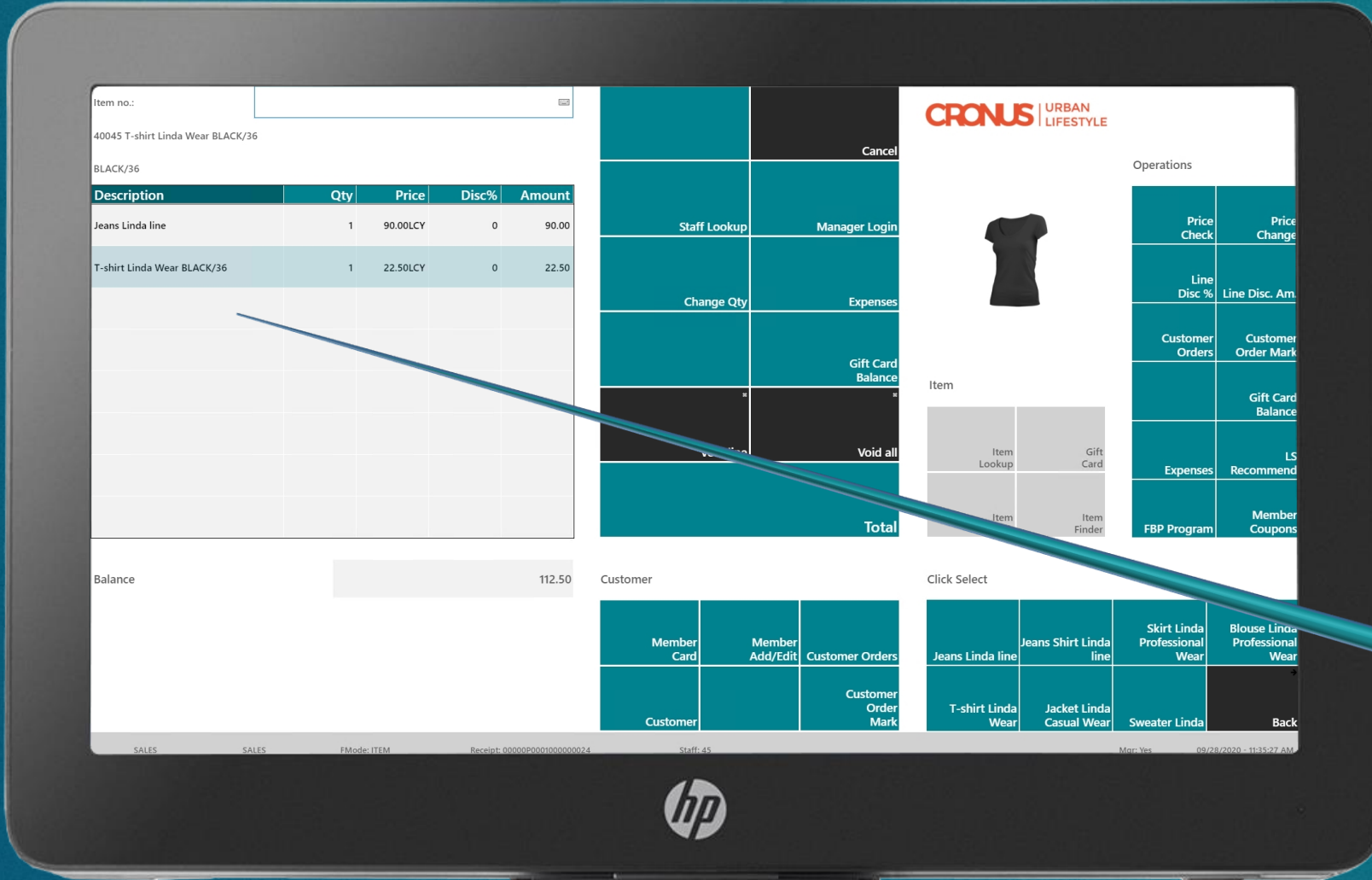
Recommendation triggered manually or when pressing "TOTAL"



Item "Jeans" in the sale

Recommendation triggered manually or when pressing "TOTAL"

Recommendation page with options



Item "Jeans" in the sale

Recommendation triggered manually or when pressing "TOTAL"

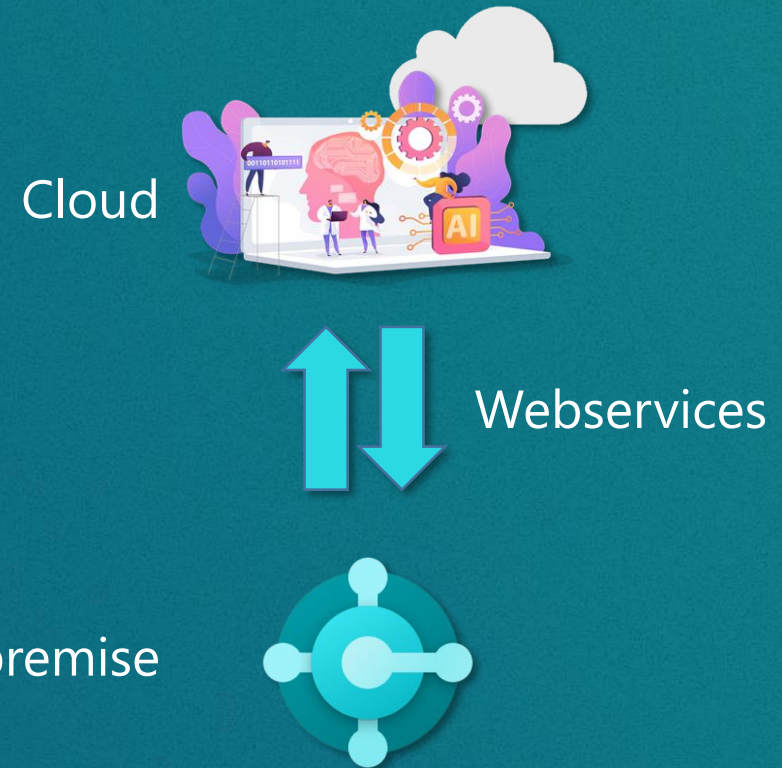
Recommendation page with options

Item "T-Shirt" added

LS Recommend

Architecture options

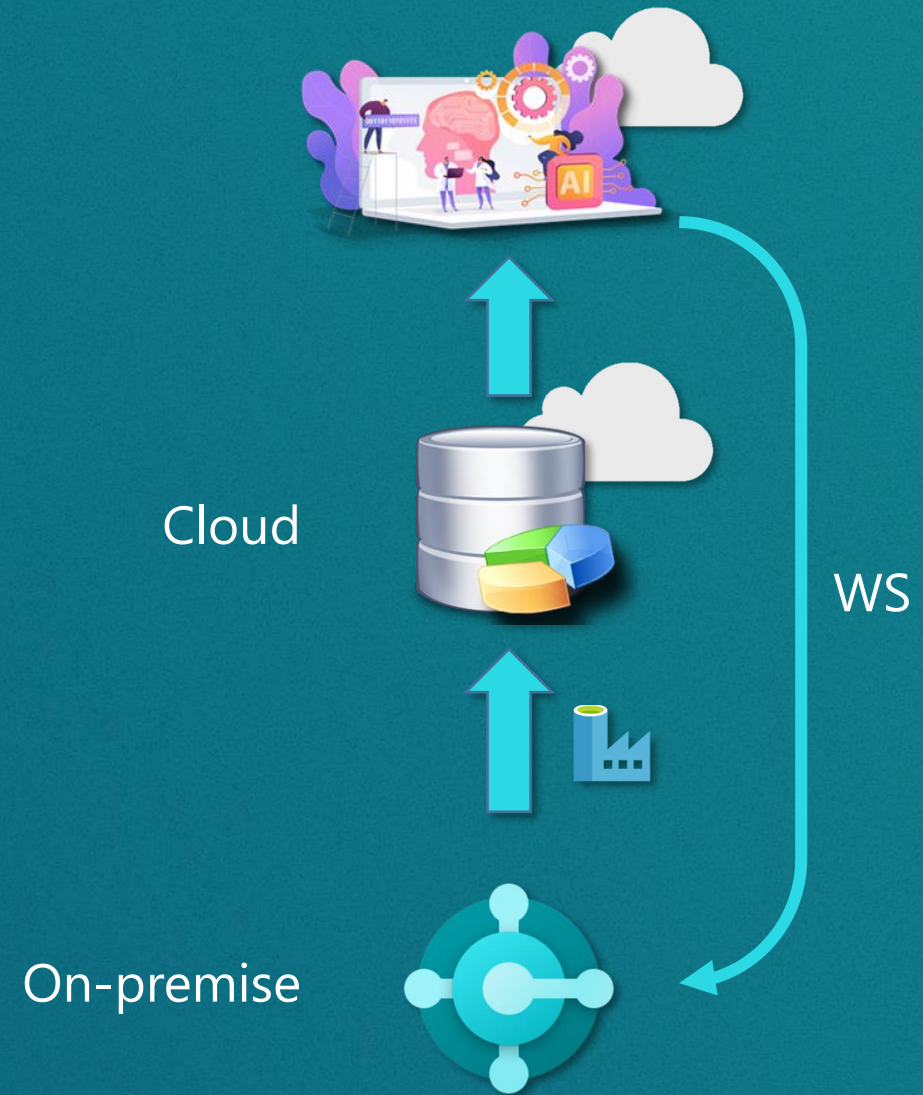
- On-prem → LS Recommend (direct communication via webservices)



LS Recommend

Architecture options, Version2

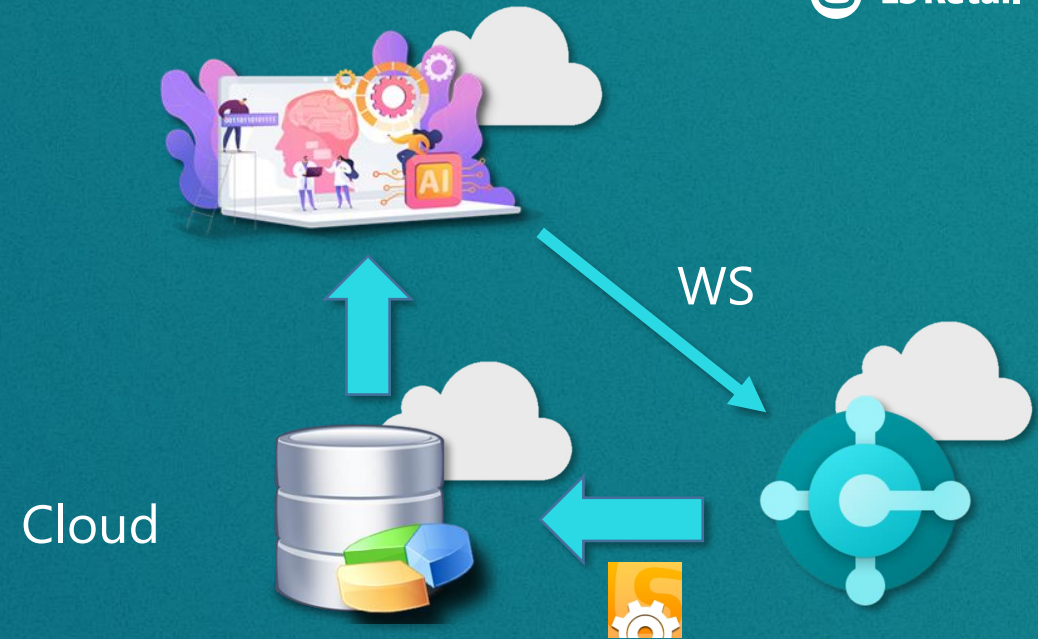
- On-prem → LS Recommend
 - upload via LS Insight Data Hub
 - download via Webservices



LS Recommend

Architecture options, Version2

- On-prem → LS Recommend
 - upload via LS Insight Data Hub
 - download via Webservices
- Cloud → LS Recommend
 - upload via LS Insight Data Hub
 - download via Webservices





Benefits for the consumer

- Personalized shopping experience
- Enhance product discovery and findability



Benefits for the retailer

- Enables staff to provide better service (new and experienced staff)
- New way to promote items
- Get to know the consumer better from your data
- Increase in sales and margin



Low entry risk

- No hardware investments
- No data scientists/experts needed



Benefits for you



Try it

- Reach out to LS Retail's Partner Operations team or the responsible Sales Manager in your region.
- Subscribe for LS Recommend service
- Receive account information for setting up the module

LS Nav 2015 ff / Central

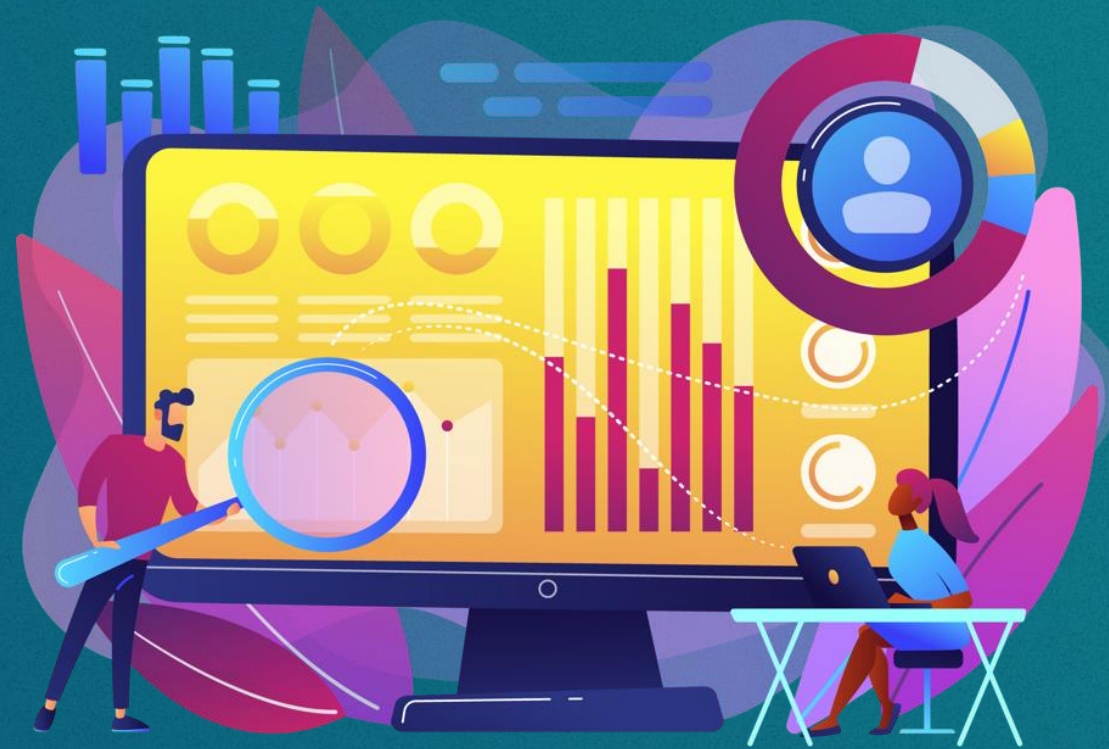
- Base setup
- Define items to be considered
- Upload sales history, calculate model, GO!

Resources

- Documentation, Online Help
<https://help.lscentral.lsretail.com/>

How to get started ?

LS Forecast



Increase availability and sales
with advanced sales demand forecast.

LS Forecast

LS Forecast

- Sales demand forecasting engine
- SaaS solution - hosted by LS Retail
- Considers Sales History, Out-of-Stock days and Sales History Adjustment
- Measures forecast quality and shows outliers
- Automatic forecast model selection

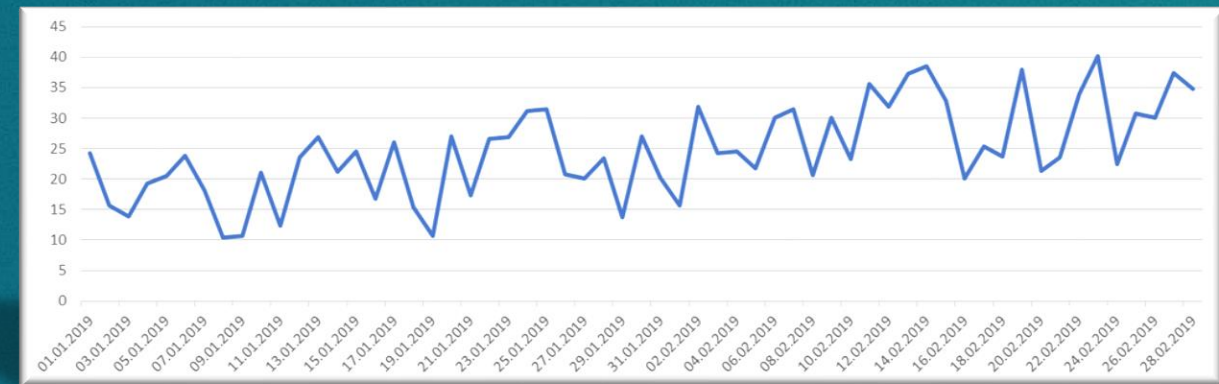


LS Forecast

LS Forecast selects the best model from these model families:



- Additive Blended
- Multiplicative Blended
- Arima
- Seasonal Arima



Alternatively, you can specify the model (in LS Central) manually to reduce calculation time.

← REPLEN. SALES CHART | WORK DATE: 4/6/2020



40080 · Pants Boys Tim-n Tina Wear

Show Attached

Options

Location Filter

Variant Filter

Sales History Since

Forecast Period

Show Inventory

Show Open Documents

Show Planned Sales Demand

Peak on Sat,
Closed on Sun



60025 · Floor Speaker - 3 Way

Show Attached

Options

Location Filter

Variant Filter

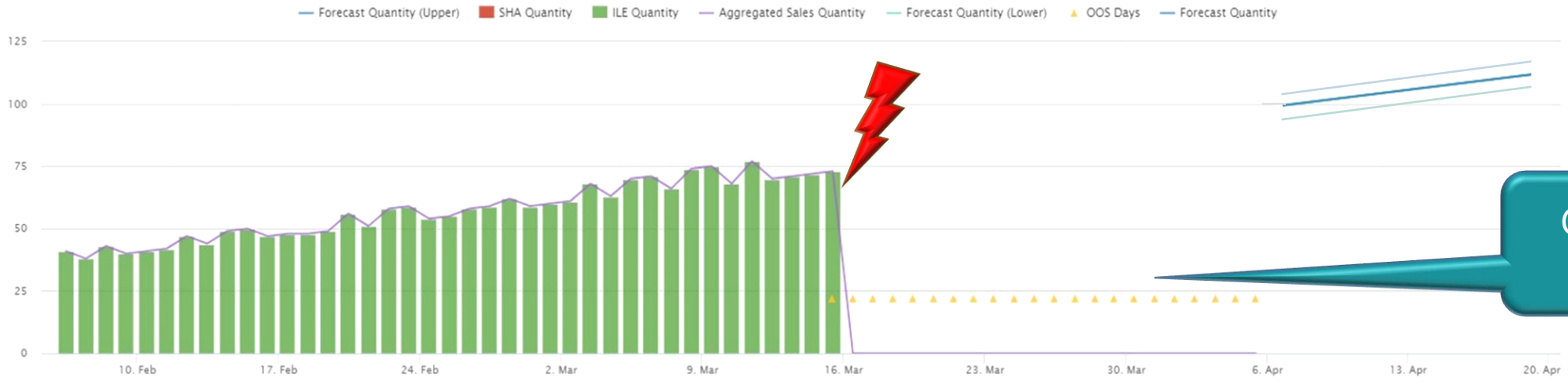
Sales History Since

Forecast Period

Show Inventory

Show Open Documents

Show Planned Sales Demand



Out of stock days

LS Forecast

LS Replenishment

Planning & Data Maintenance

Sales & Purchase Budgets

Open to Buy

Assortment Mgmt.

Lifecycle Mgmt.

Item Import

Manual Replenishment

Allocation Plans

Buyer's Push, Stock Recall

Manual Purch. & Transfer Orders

Allocation Rules

Variant Weight Dim. Pattern

Automatic Replenishment

Demand Forecasts

Replen. Item Quantity Calculation

Replenishment Journal Calculation

Store Stock Redistribution

Threshold Mgmt.

Execution

Purchase & Transfer Orders

Cross Docking

Stock Requisition

Buyer's Workbench

Lifecycle Planning WS

Monitoring

Inventory and Demand

Out-of-Stock Calculation

Store Capacity

Stock Coverage

Vendor Performance

LS Forecast:

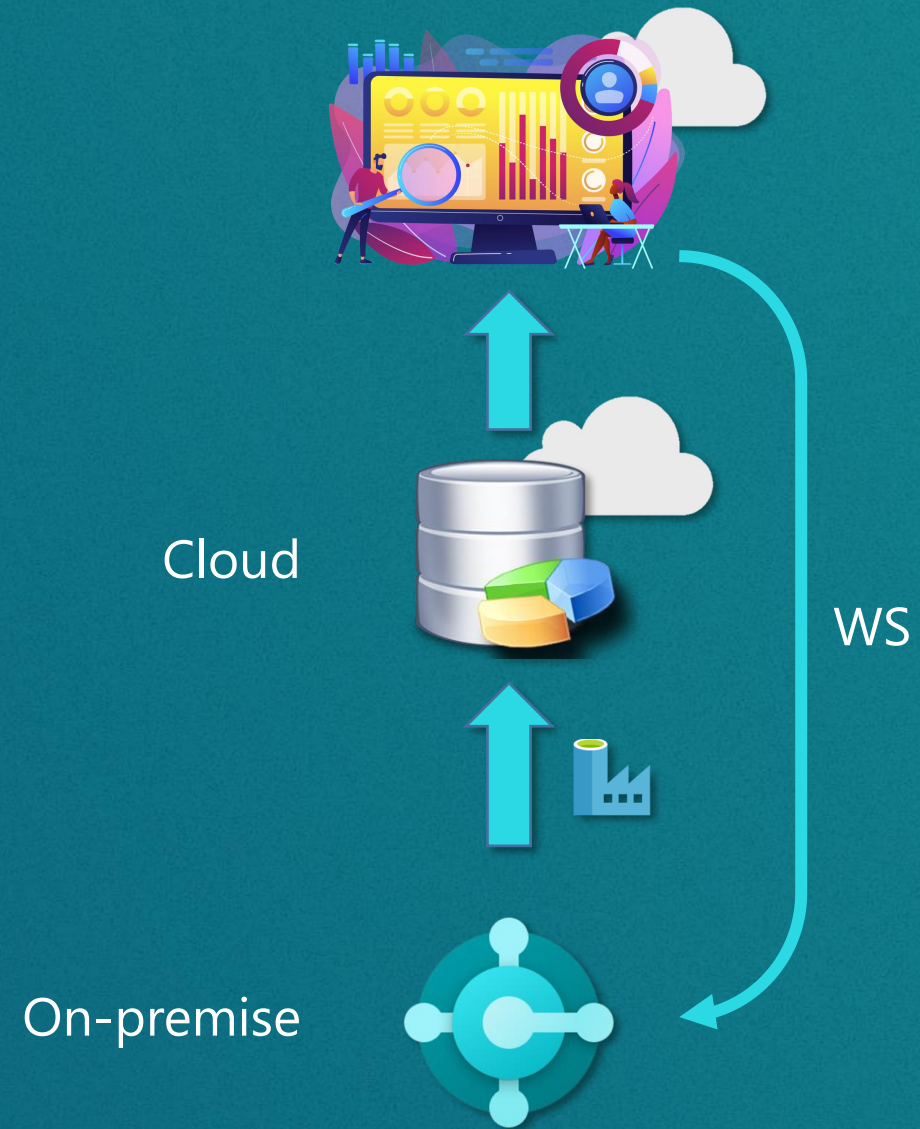
- Turn-key solution
- Seamless integration with Replenishment
- No data scientists/experts needed

Advanced demand forecasting for everyone

LS Forecast

Architecture options

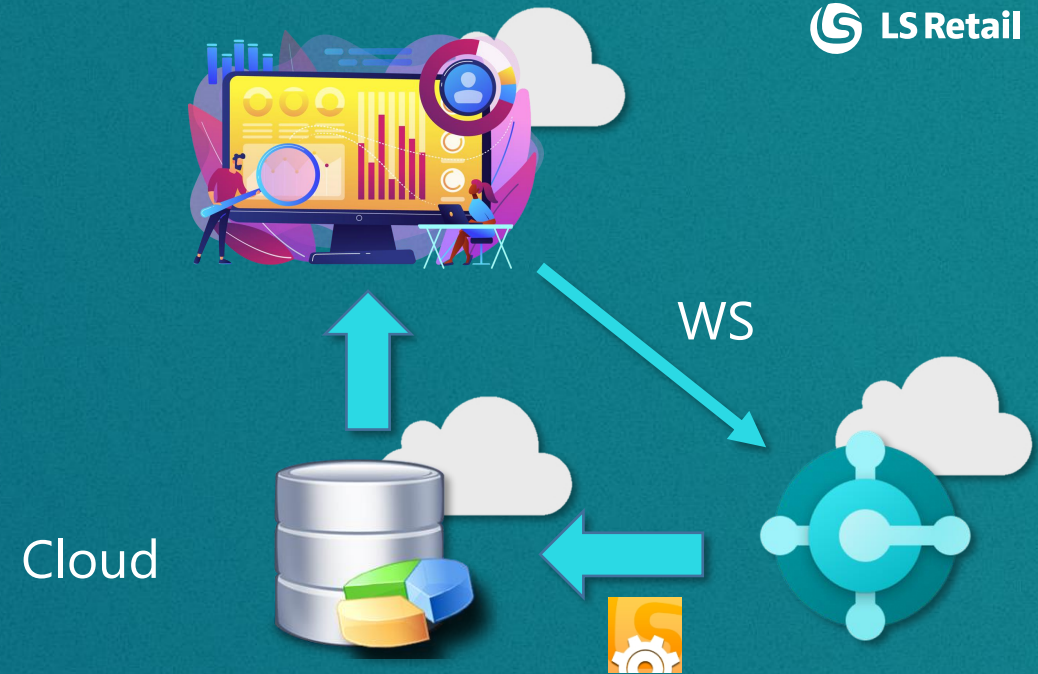
- On-prem → LS Forecast
 - upload via LS Insight Data Hub
 - download via Webservices



LS Forecast

Architecture options

- On-prem → LS Forecast
 - upload via LS Insight Data Hub
 - download via Webservices
- Cloud → LS Forecast
 - upload via LS Insight Data Hub
 - download via Webservices





Operational improvements

- More accurate forecasts
- Increase availability and sales
- Reduce costly out-of-stock situations



Better view on your data

- Interactive sales chart



Low entry risk

- No hardware investments
- No data scientists/experts needed
- Start with few items, add more on the go



Benefits for you



Try it

- Reach out to LS Retail's Partner Operations team or the responsible Sales Manager in your region.
- Subscribe for LS Forecast service, receive account information for setting up the module

LS Central 14.03 (C/AL) / Central 16 (AL) ff

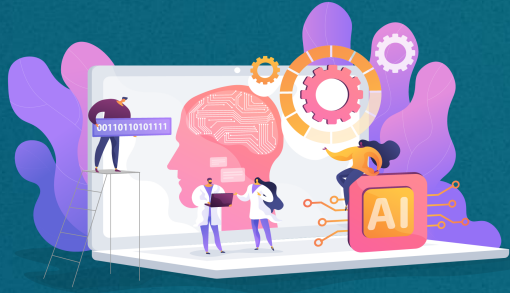
- Base + Replenishment setup
- Define items to be considered
- Upload sales history, calculate forecasts, GO!

Resources

- LS Academy training course
- Webinar
<https://www.youtube.com/watch?v=0kMctsmJFAY>
- Documentation, Online Help
<https://help.lscentral.lsretail.com/>

How to get started ?

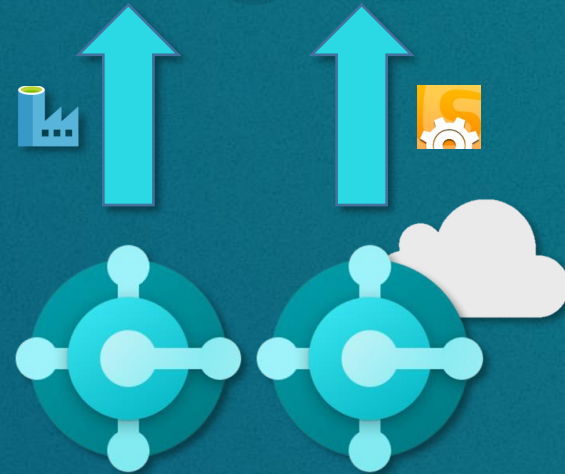
LS Recommend



LS Forecast



LS Insight



LS Central

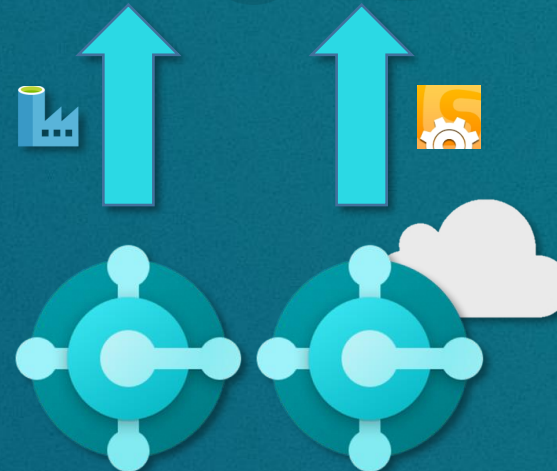
LS Recommend



LS Forecast



LS Insight

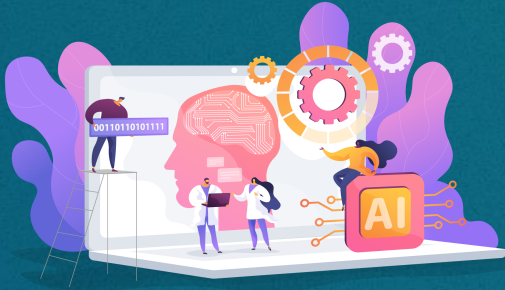


LS Central

Planned improvements

- Adoptions to incorporate latest MS improvements
- Report enhancements
- New reporting dimensions & metrics

LS Recommend



LS Forecast

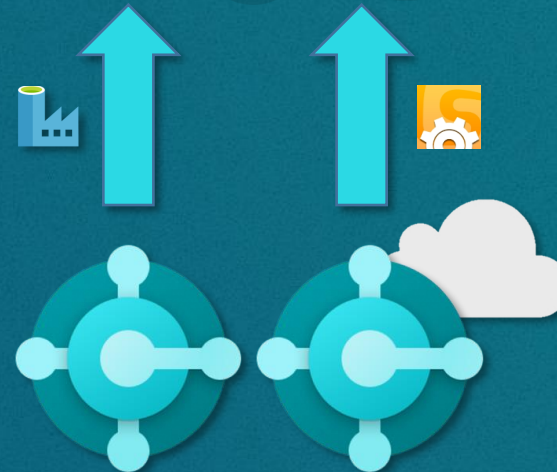


LS Insight



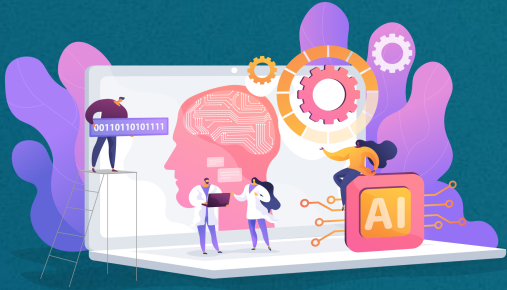
Planned improvements (Version 2)

- Integration with LS Insight Data Hub
- Simplified setup
- Basket analysis reports

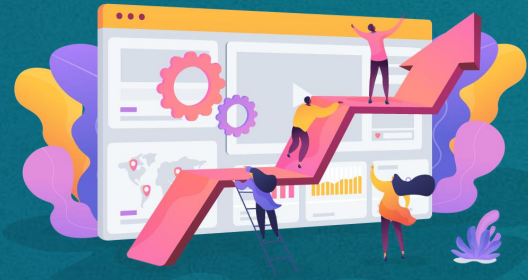


LS Central

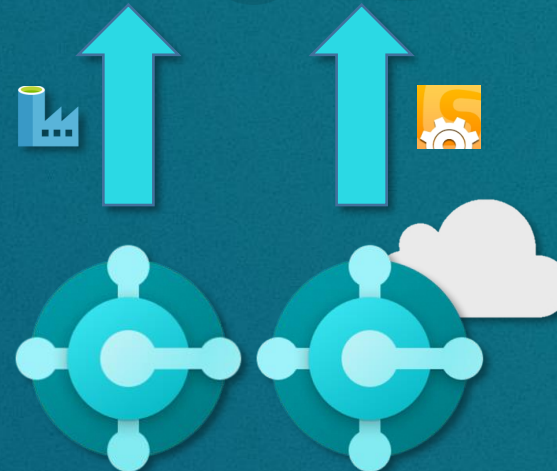
LS Recommend



LS Insight



LS Forecast

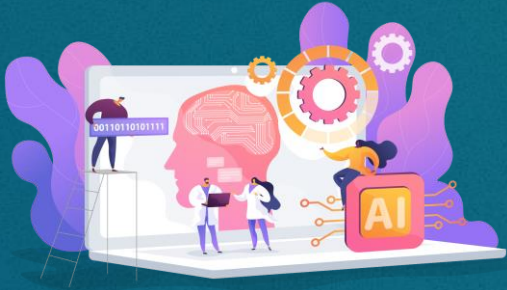


LS Central

Planned improvements

- Group based forecasts
- Internal/External Events
- Integration with Retail Budgets

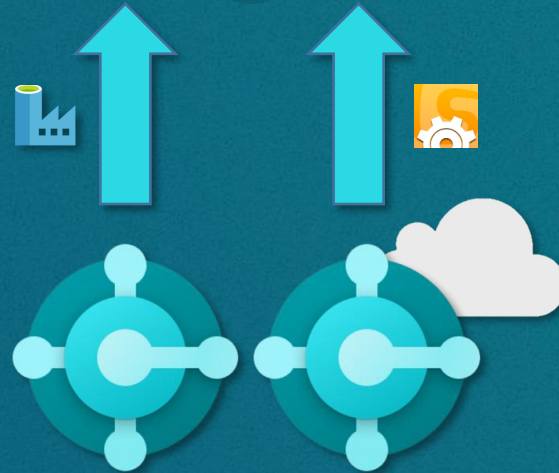
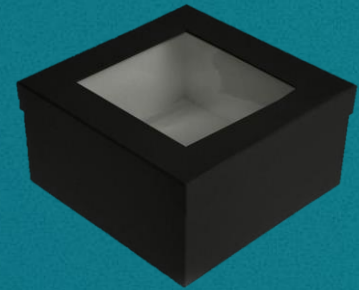
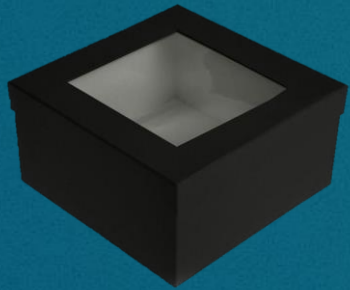
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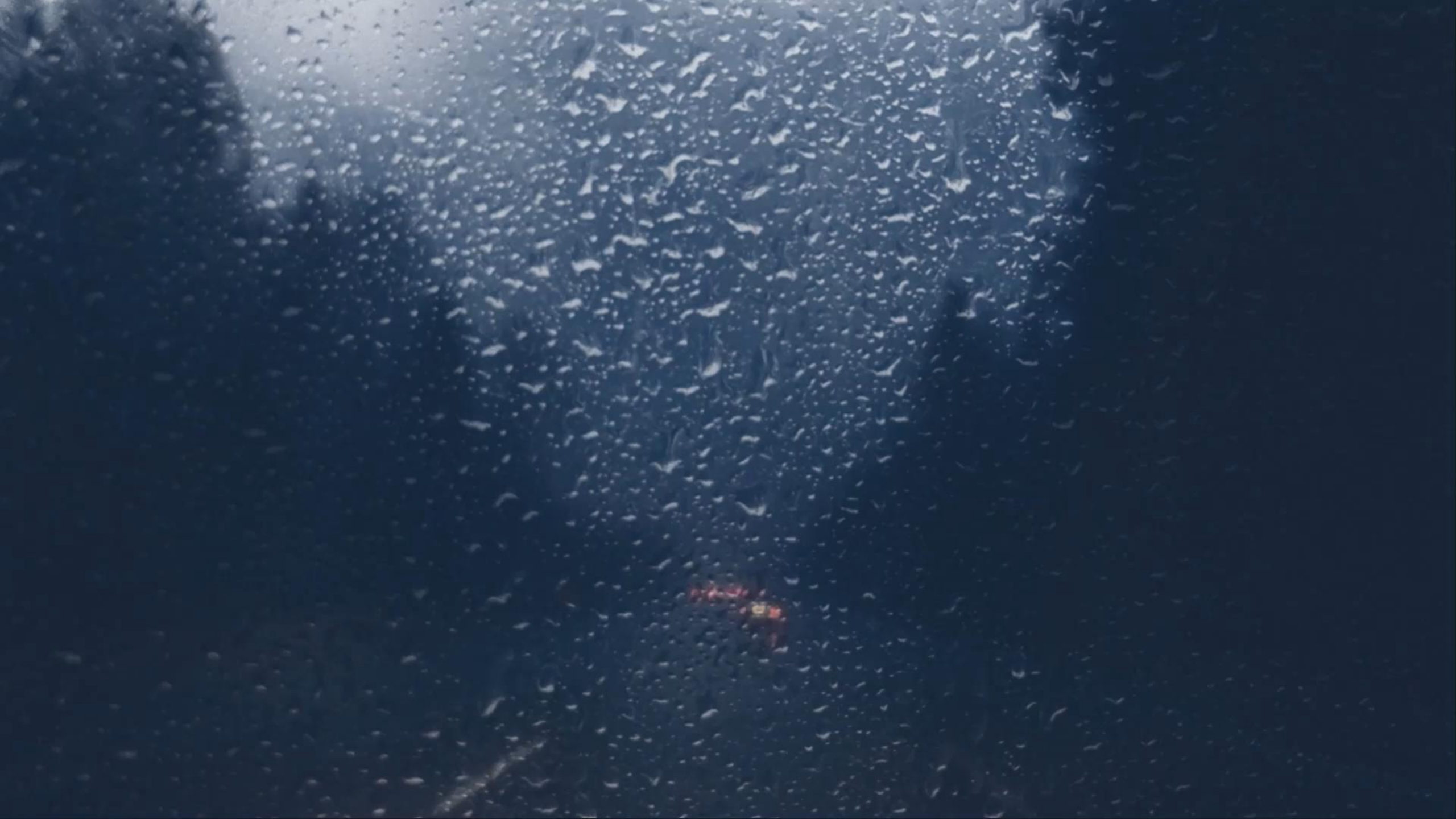
LS Forecast



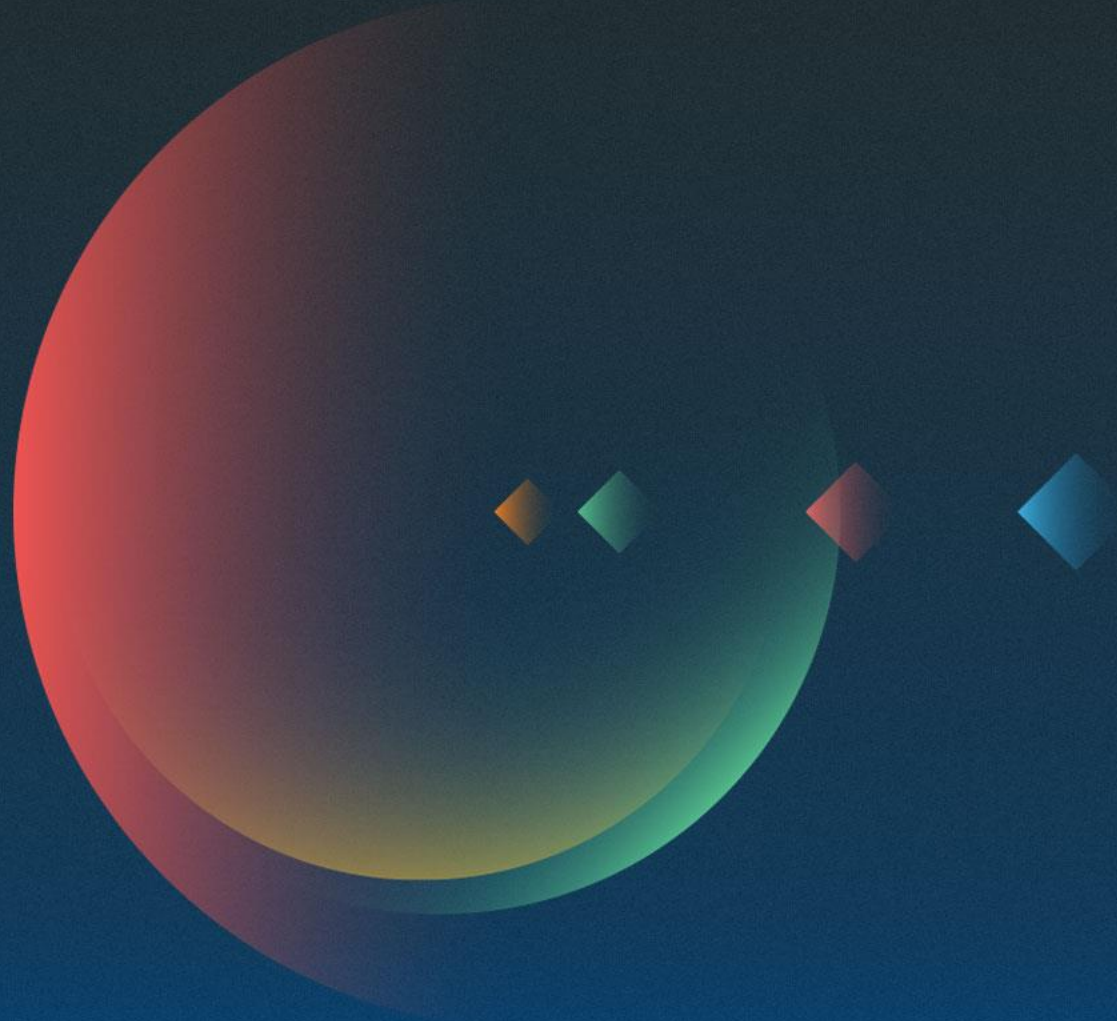
LS Insight



LS Central

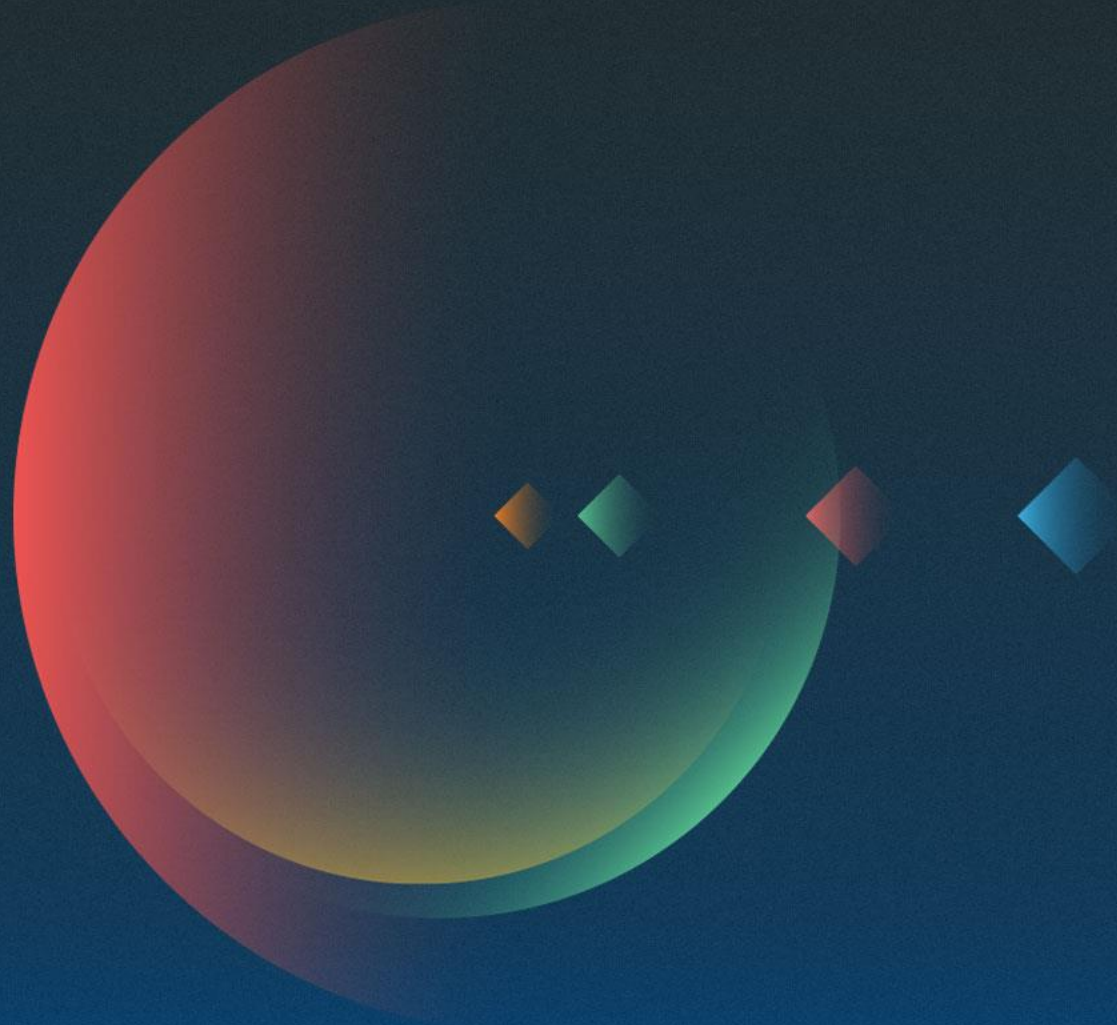






Questions ?

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Thank you!

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