



Lise N. Kotte, Head of Interiors, at Bohus Elverum explains that the new POS solution is a vast improvement over their past system and is much more user friendly than solutions she has experienced in other chains of stores she has worked at. Nils Vanebo

## EINR launches thin client POS solution

With Bohus as its pilot customer, EINR has developed a cloud based thin client POS solution. Both development of the solution and the rollout to Bohus' 60 shops have taken place at an impressive pace.

*Nils Vanebo*

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EINR launches a thin client POS solution named POSBE (Point of Sale by EINR).

“This is a POS solution with ERP, not versus ERP,” explains Per Atle Steinsland of EINR to Retailmagasinet. Bohus has been our pilot customer and now uses the solution in all its shops. EINR is placing the venture in a separate company called EINR Software.

Naturally, the new solution satisfies legal requirements, and it is obvious that the system is also based on modern technology and infrastructure. It can be used with all types of ERP systems.

## Mutual trust

Bohus has used SAP ERP since 2012. They have had a longstanding collaboration with EINR, with respect to projects for campaign solutions, handheld organization solutions and other apps, so the two parties know each other well.

– “We need partners who know both IT and retail. EINR has consultants with impressive knowledge of the retail industry,” says Krister Mossige, Head of IT at Bohus.

Mutual trust made it easy for Bohus to agree to becoming a pilot customer when EINR told them it wanted to develop their own POS system. Bo Hjort Christensen was hired by Bohus for the project steering group and comments,

– “At Bohus the cash register system (POS) is extremely important to us so that we can provide our customers with a good buying experience. In other words, the till must be simple to operate. EINR presented a strategy that showed us they understood our needs and were able to describe how these needs would be supported by developing a modern cash register solution with respect to functionality, architecture and technical design. The project went according to plan, and we are impressed with what they managed to do in a relatively brief period and with limited resources. So far, the solution meets expectations.”

## POS system needed replacing

The old POS solution used by Bohus was not going to be developed further, so they needed to look at alternatives. The old solution required multiple servers, it failed to satisfy legal requirements and updates were demanding.

– “We felt that there had been quite a few developments in recent years with respect to POS systems,” states Mossige.

– Weren’t there already good enough POS solutions available on the market?

– “After having been part of so many complex integrations with ERP systems, we didn’t think so,” responds Steinsland.

POS integrations have often proven to be a demanding task. Therefore, they wanted to develop a thin client POS that could easily be connected to existing ERP systems.

– Why thin client?

– “Some POS solutions are “mini-ERP systems” with local servers required in stores and complicated data synchronization. We wanted a solution that had a minimal in-store footprint. The cloud technology now provides completely new options, and we must use these. The POS solution and the ERP solution cover natural function areas and having overlapping functionality is unnecessarily complicated. Products, stock, prices and campaigns must be controlled from ERP,” Steinsland points out.

## Rapid rollout

EINR began developing the new POS solution in January last year with a team of two to three consultants. Solution architect Kristian Glasø was at the helm. The pilot project was launched in Week 40, initially at one till in a Bohus shop and then for the entire shop.

Bohus’ internal IT department then began rolling out the solution to the rest of the stores in the furniture chain by groups the week after the pilot, and before Christmas they had completed their roll-out to all 60 stores. The roll out was simple and required little technical installation work, explains Mossige.

– “Everything can be done remote. It is simple to make updates that are done simultaneously in all stores. A little follow-up is required, comments Glasø. Only key staff members at Bohus shops were given training. These persons they trained the other Bohus employees. A training video is also used.”

## Complexity

Head of IT Mossige, points to characteristics in the furniture industry that place enormous demands on the business system and the POS solution. Among these, 80 per cent of the turnover comes from sales to known customers. When customers go to the till to pay for furniture, they have pre-ordered, they might take some off the shelf items to the till with them. The POS solution must be able to manage many distinct types of payment for sales orders as well as sales at the till seamlessly.

## Saves money and with a simpler structure

The Head of IT confirms that the system has benefitted Bohus in several ways: They save a minimum of NOK 75,000 per month in operating costs. Plus, hardware investments have also decreased. Data is stored in the cloud (Amazon) so fewer servers are required. For Bohus, mobility is important and so is the POS solution working on all types of units. POSBE works on any device. POSBE is also highly scalable and Mossige confirms that expansion is done simply by making small adjustments in the cloud solution to increase capacity.

## Easier campaigns

An additional benefit now reaped by Bohus is that campaigns can now be conducted much easier. Campaigns are typically controlled in the business system. A retailer should be able to easily make adaptations to their campaigns and at the same time be sure that the correct prices are placed in the POS during the campaign period. With its new POS solution, Bohus now has a better campaign solution that ensures all its customers receive the correct price. Integration with the customer loyalty program solution (Voyado) has become better after the transition to POSBE.

- "The POS solution works well with the customer club, so we have also achieved a benefit here too," concludes Krister Mossige.



Head of IT Krister Mossige at Bohus, Solution Architect Krister Glasø at EINR and CEO Per Atle Steinsland at EINR are satisfied with the pilot project that gave Bohus and new POS solution in record time. Nils Vanebo