

COSMO CONSULT CUSTOMER CASE:
SPORTRINGEN-MOVESPORT



SPORTRINGEN-MOVESPORT WANTS TO GROW WITH MICROSOFT DYNAMICS NAV AND LS RETAIL

Five stores, more than 130 million in turnover and a very wide range of sports goods. This was the challenge for Sören Larsson at Sportringen–Movesport when they decided to invest in the LS Retail management system.

Sportringen sells everything from football shoes to hockey gear and fitness outfits. The main sales are made in the stores, but they also sale to organisations with invoice payments. In other words, this requires a lot of the business system.

– It's a challenge. We need total control of the supply chain and the warehouse in order to optimise the cash flow, says Sören Larsson.

In the autumn of 2014, he was one of the owners of two Team Sportia stores in Mariestad and Karlskoga. When they entered the franchise chain Sportringen, he was given the responsibility to introduce the LS Retail system in five different stores. The other stores are situated in Kristianstad and Hässleholm.

– I knew quite well what I wanted and how I wanted it to look. The most important thing was to make the requirements as clear as possible and to understand the new business system, in order to be able to use good standard functions in Microsoft Dynamics NAV, says Sören Larsson.

MORE TIME FOR THE CUSTOMER

Retail experts from COSMO CONSULT helped with the installation of LS Retail.

– I felt that I had a lot of help and support. COSMO CONSULT could guide me through Microsoft Dynamics NAV and adjust Microsoft Dynamics NAV to the functions that we needed.



Foto © Spartringen

Even though it wasn't long ago that they installed LS Retail, Sören can already see positive results.

– With a turnover of more than 130 million for the five stores that use LS Retail, we can save a lot. We make our work more efficient with digitalised invoices and automatic ordering from our suppliers. And, on top of that, we get total control over the supply chain and can optimise our warehouses. Pricing is more convenient since the ean-codes are imported directly from the suppliers. This simplifies the store work and we can spend more time with our customers, says Sören Larsson.

“The most important thing was to make the requirements as clear as possible and to understand the new business system, in order to be able to use good standard functions.”

He also appreciates the built-in system for campaigns, which makes it easy to have for example combination offers.

Even though business solutions systems always are a challenge, the installation went smoothly.

– I have experience from working with business systems before, so I felt safe. I knew what difficulties and challenges that were ahead of us. The trick is to implement things in the correct order and to really know how you want the system to work in reality.

– I had very good cooperation with COSMO CONSULT's retail consultant. He was very competent with LS Retail and had specific knowledge about the retail business.

LS RETAIL – A COMPLETE RETAIL MANAGEMENT SYSTEM

LS Retail – a complete retail management system built on Microsoft Dynamics business solutions. LS Retail is designed to handle complex retail processes from the initial campaign to POS, warehouse, head office and the whole supplier chain. LS Retail is implemented in more than 47 000 stores and 111 000 POS terminals all over the world. Supported by more than 150 certified Microsoft and LS Retail partner in more than 60 countries. www.lsretail.com

OM COSMO CONSULT

COSMO CONSULT, with its 650 employees, specialises in the implementation and system management of industry and business solutions based on cutting-edge software technologies. COSMO CONSULT has more than 19 years of national and international project experience in the implementation of ERP solutions based on Microsoft Dynamics NAV (previously Navision). www.cosmoconsult.com



www.sportringen.se