

# Corby & Fellas - Retail News

For more information about Products & Services please call Alan McCammon on 01493 658800

Spring /Summer 2009

Volume 4, Issue 4

## Hillier Garden Centres Roll-Out WinRetail

During the spring, following a successful pilot installation, Hillier Garden Centres rolled-out **WinRetail** into their 14 sites. Mark Pitman, Group Operations Manager, who is in charge of the project, said:

"Corby & Fellas' system offered us the best fit in terms of user friendliness, system performance and business benefits, from the many that we evaluated. I am delighted with the level of support offered by C&F and the willingness to adapt the product for our own particular requirements. The scale of work we faced installing an EPoS system from scratch was not inconsiderable and C&F worked with our Head Office and Store Teams to enable us to progress from Pilot to 'Go Live' in a little over 5 months - a fantastic achievement from all concerned".

"Already the business benefits from having a spring trading period with accurate sales data captured, integrated chip and pin, improved reporting facilities and reductions in in-store admin tasks have made this whole project worthwhile and given us a significant return on our investment".



Mark Pitman, Hillier GC  
Group Operations Manager

### Points of Interest:

- WinRetail for Multi-Site Garden Centre
- C&F Support is Praised
- New & Powerful POS Terminal
- Hardware Installation Simplified
- Invoice Processing Streamlined
- Don't Overpay your Suppliers!
- Another Customer for C&F

### In this issue:

Hillier Garden Centres Install WinRetail	1
Vogue - New Powerful PoS Terminal	1
The Art of Invoice Matching	2
Garden & Leisure Group - Our latest Customer	2

## Vogue - New Powerful PoS Terminal



We are pleased to announce the introduction of the **Vogue** PoS terminal. The Vogue is an integrated unit with: a 15" touchscreen monitor, 1Gb RAM, hard disk drive and an Intel Dual-Core Pentium 4 processor.(3.2GHz).

The **Vogue** has a number of optional features, such as a customer facing VDU, in place of the standard two-line customer display, and a fingerprint recognition module, allowing users to logon to the software system without the need for ID cards and/or passwords.

Steven Fellas, our services manager commented ".....the Vogue is one of the most powerful PoS terminals on the market. It's not only technically advanced but it's stylish and robust, and very easy to install and maintain; I particularly like the fact that we now need just one connection to the mains to power the terminal and all its peripherals".



## Contact Details

Grist Mill  
Crittens Road  
Great Yarmouth  
Norfolk, England  
NR31 0AG

Tel: +44 (0)1493 658800  
Fax: +44 (0)1493 442308  
E-mail: sales@corby-fellas.co.uk  
Web: www.corby-fellas.co.uk

## Our Business Partners:



MOTOROLA



Security Vision Systems



DATALOGIC MOBILE



# Corby & Fellas Retail Systems

## The 'Art' of Invoice Matching

Getting the right stock at the right price and at the right time is key to the success of any retail business. To achieve this there must be: accurate stock control, timely and well judged purchasing, and an efficient replenishment and distribution system. Sitting at the end of these key processes, is the somewhat less glamorous business of.....yes, you've guessed it, Invoice Matching!



Invoice Matching doesn't sound exciting (more like a game for 2 or more players) or indeed very interesting; but it is key to ensuring that those profit margins, which looked so good when the purchase order was placed, are not eroded.

The process of reconciling invoices to purchase orders and matching P/Os against the goods received is most often a manual operation, involving the cross-checking of paperwork, tracking down anomalies, etc., etc.. This is tedious, labour intensive and prone to error. However, our **WinRetail** system's **Invoice Matching** module streamlines the task, reducing the time and effort involved and markedly improving accuracy.

In the first instance the software is used to check that the invoice value matches the calculated value for the relevant receipt; if there's a match then the invoice is simply passed for payment. If there's not a match the program allows the user to quickly compare, line by line, receipt details against invoice details. Breakages, shortages and returns are clearly shown, helping the user to determine where the differences are. If the value of the invoice exceeds the calculated value the user may produce either a debit note or a 'request' for credit.

The great advantage of the **Invoice Matching** module is that the user can see, very clearly, all the information required for reconciliation, enabling the task to be completed quickly and accurately.

One of our users commented: "The most important aspect of this module is that we now only pay for the goods we actually receive and at the price agreed. Once our suppliers became aware that we had such a system in place, it was amazing how much more accurate their paperwork became".

## Garden & Leisure Group - Our Latest Customer



We are very pleased to announce that the Garden & Leisure Group have chosen to upgrade their PoS and retail management system with our **WinRetail** package.

The system will be implemented in 3 phases over the next 12 months, with the Cadbury and Huntingdon centres being in the first phase.

Garden & Leisure Group have 7 centres in the UK and are based in Congresbury near Bristol. Their centre in Huntingdon was awarded 'Britain's Best Garden Retailer Gold Award' for 2008.

Phase I Installation is due for completion in September: we will keep you updated.