

Datalogic Pegaso™ helps drive hardware retailer's inventory and pricing procedures into the 21st century faster than a hammer drives nails.



The large screen and RF communications of the Datalogic Pegaso™ facilitate operations in retail applications.

Madisonville, Kentucky-based Profile Systems Design Group Inc., pairs their software solutions with Datalogic Mobile computers to solve retailers' problems. Profile Design's TransActPOS solution lets retailers do inventory and price changes without interrupting daily business operations or having to come in after hours. At the same time, stores get the most current and accurate data while not wasting labor dollars on a time-consuming task.

Hardware stores are just one user of TransActPOS where efficiently managing inventory is especially important today. The 2007 annual report by the National Retail Hardware

Association reported that the average level of inventory for a hardware store was about \$46 per square foot, as opposed to about \$35 just 10 years ago. More costly inventory means more time devoted to tracking it, and more ways that companies are looking to get the job done.

Profile Systems found their hardware solution with the Datalogic Pegaso™.

Jim Love, Vice President, says the company looked at other devices, but was drawn to the Pegaso's wireless capabilities, ruggedness and large, easy-to-read screen. The Pegaso's versatility was another draw, he said, because it can be configured to meet the needs of any type of store.

"Everybody is different," Love said of the retailers' problems. "We respond fast to a retailer's needs and configure a product that can fit their business." Pegaso fits with its speed, accuracy, and usability.

"Live data is critical. Pegaso can change prices on the fly, show



Jim & Jon Love of Profile Systems Design say retail clients love the ruggedness of the Datalogic Pegaso™.

sales history, print from a belt printer, all while being connected on the network” he said. “That’s the neat part. We can do all these tasks without running back and forth to the office. Employees can change inventory levels, do orders as they walk the aisles, and get sales history as far back as they want.”

Pegaso is used at three main stages: receiving inventory, managing inventory from the store isle, and shipping orders. Upon receiving, employees scan the truck in, get the electronic invoice, and compare the physical inventory to the invoice, all while in the receiving area.

With current inventory, owners of True Value and Do it Best branded hardware stores can use Pegaso during normal business hours to locate an item in the aisles, find the current price, and change the price or on-hand quantity if necessary.



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Employees can scan an item and instantly print a bin or item label. They can also use Pegaso when updating spreadsheets, doing purchasing, or adding items to the inventory from the TransActPOS Electronic Catalog at any time. This can all be done during regular business hours without having to work weekends or evenings as they did before, Love said.

When shipping inventory, employees use Pegaso while they are loading the truck. With a scan, they know the serial number and quantity that was shipped. This prevents mis-shipments. The savings have been tremendous, Love said.

In the past, items took three to five minutes to process.

Now, stores are saving hundreds of man hours using TransActPOS applications and the Pegaso. This is especially significant for employers wanting to maintain the same level of staffing as minimum wage increases. Pegaso and TransActPOS help retailers get more work done through automation.

Being able to instantly change prices also saves retailers money by letting them react quickly to changes in costs. Love recalled how the cost of copper skyrocketed one year. With Pegaso and TransActPOS, stores can change the prices of copper products right away to reflect the increase rather than losing money on products whose price did not reflect the new cost. With direct integration into newly published prices from the store’s vendors, TransActPOS applies new prices to inventory with little effort. Scan the item and TransActPOS locates the updated price, applies the new price to inventory and prints a label automatically.



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This ability can also help retailers keep a closer eye on margins, agreed Brian Shafer, owner of Dexter Hardware in Dexter, Oregon. With the new technology, he said retailers can see how prices are changing and react immediately, changing the price on thousands of SKUs in about a half hour. Without a mobile computer this would have taken him six months, going item by item, he said.

Mobile computers also help monitor retail shrinkage, ease future planning, and cut the time needed for putting up freight. Before implementing his mobile computer, Shafer had a problem with shrinkage at his 4000-square-foot store. Now, he can keep a closer eye on his inventory. "If I suspect something's missing, I can walk the floor, scan it, and see how many we have," Shafer said. "Every item you question you can watch."

The longer retailers have mobile computers, the more uses they find. Shafer plans to use historical data to better plan his orders. This will allow him to reduce his inventory, stocking only the items he needs. And if he needs to order more or change pricing, he can do that instantly.

Shafer did extensive research prior to selecting TransActPOS, speaking with other retailers to get their input and advice. "I was told repeatedly get a POS system and once you do you will wish you had gotten one six months earlier. My accountant and I figured that installing this system saved me 2-3 points in margin the first year. That's a significant savings and more than pays for the system."

TransActPOS and Pegaso are proof that mobile computers and automated systems make sense for retailers of any size.

Customer

Profile Systems

Industry

Retail

Application

Retail price markdown and receiving processes

Country

USA

Datalogic Business Solution

Points of Customer Interchange

Datalogic Products

Pegaso™

Datalogic Partner