

Savantis Group

helps mid-sized organizations cost-effectively implement and benefit from SAP software. We offer training and recruitment assistance, implementation services, and hosting and technical support.

Our Mission is to become true partners with our customers, being focused on the same objectives that they are focused on - efficiency and competitiveness.

No matter where you are in the SAP lifecycle, we can offer you value-added capabilities.

We have a *Service* for that:

DELIVER – Value

SAP implementation with complete solution offerings in the areas of Retail and Wholesale, HANA, Mobility, Netweaver Identity Management, Rental, and other point solutions

ENABLE – Capability

Capability Design & Build,
Training & Education

SUPPORT – Embedded

through SAP's world-class Application Management Support, hosting, and functional support models

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The Stock Checker App:

"It empowers all staff to leverage all inventory in all stores to help the customer."

- Anthony Biolatto, Executive Team Member, Sports Basement

PROBLEM:

Sports Basement, a sporting-goods retailer based in the San Francisco Bay Area, was missing out on sales opportunities because their store associates did not have easy access to their inventory management system.

SOLUTION:

The Savantis Group's Stock Checker app was able to help Sports Basement in several ways. As Anthony Biolatto, Executive Team Member from Sports Basement, puts it, "Employees are now empowered to close the sale right on the spot, by gaining visibility quickly and accurately. **Stock Checker allows us to compete with online retailers and go beyond the walls of the store to ensure that customers get what they want.** For a brick and mortar store such as us that doesn't currently have a huge online presence, it is more important than ever to ensure that the customer is getting what they want when they take the time to walk in your store. Otherwise, they will get it online as soon as they walk out the door."

Results by the Numbers:

- Over **\$500,000** in increased sales that were facilitated through the Stock Checker app
- **6,500** satisfied customers that would not have completed their transactions otherwise
- Over **17,000** stock lookups per month using the app

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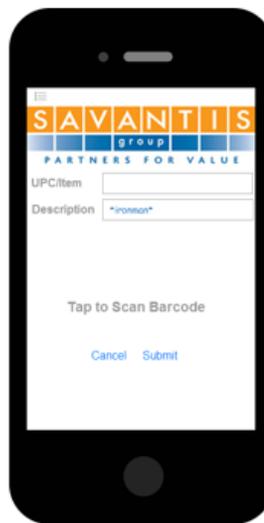
WHAT IS STOCK CHECKER AND WHAT DOES IT DO?

Stock Checker is a mobile application where users can search for inventory across multiple locations and warehouses by item number or description. Real-time pricing information can be provided as well. "Stock Checker allows our associates to have all of our inventory right in their pocket," adds Anthony.

BENEFIT: Store associates no longer have to tie up their Point of Sale systems for inventory lookups that could be interrupting or slowing down other customer sales.

The Implementation Process

The overall implementation went smoothly, with only a few minor complications. Sports Basement was a pilot customer to use the Stock Checker app, so the process took several weeks from start to finish. However, Savantis can have the app up and running within a week for new clients, once we gain access to your SAP interface. Another implementation option is that Savantis would provide the required materials, and your company could implement the app yourself.



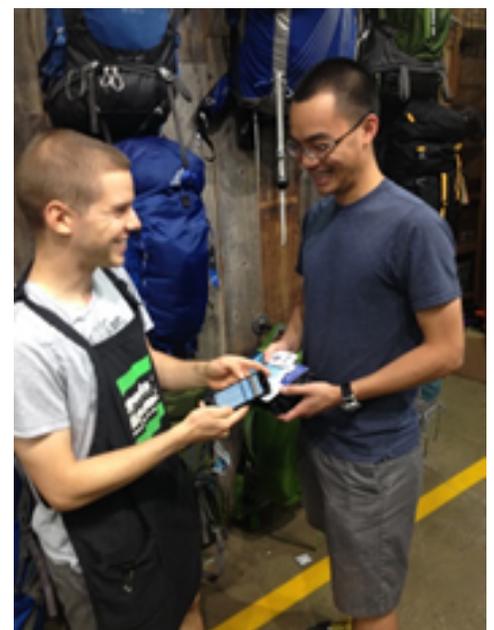
Scanning the barcode yields inventory information.



DESCRIPTION	PRICE	SOH
Ironman Duallie - Yellow	500.00	0
Ironman - Yellow	365.00	0
Ironman - Navy	365.00	0
Mid 30 Lap Ironman Blue	40.00	2
Full 100 Lap Ironman HRM-C	100.00	0
Ironman Road HRM - Full	88.00	5
Ironman Road HRM - Mid	88.00	5
Going Long Ironman training	20.00	3
IronMan Perform, Lemon Lime	17.00	-10
IronMan Perform RTD, Lemon Lime	1.50	9
IronMan Perform RTD, Mixed Berry	1.50	-53
IronMan Perform RTD,	1.50	€

Making Employees Happier

In addition to increasing overall sales, the attitudes of Sports Basement's store associates were greatly improved as well. According to Aaron Schweifler, Director of Operations for Sports Basement, "It was difficult to look up our inventory. Our associates had to walk far to a computer that had SAP loaded, and then the process of looking things up required many clicks and an un-intuitive interface." Adds Anthony, "People want to work smart, work efficient, and we are using the available technology to help them get there. Our employees want to be efficient with their time, they want to be motivated, and they truly want to help our customers." Now that they are armed with the Stock Checker app, they feel empowered to close the sale and bring customer satisfaction to a whole other level.



Enhancing Sales Strategies

“The app has given us the confidence to invest in these devices for our employees.”

The Stock Checker app is currently used in all six of Sports Basement's locations. To date, the app is running on 27 tablets spread throughout the six locations, and they are planning on tripling the number of tablets available within the next year.

The ultimate goal is that every Sports Basement store associate (540 in total) will have their own tablet. Once that happens, we expect the results to increase dramatically. According to Anthony, “The app has given us the confidence to invest in these devices for our employees.”

The Stock Checker app is available for easy download on iOS and Android 3.0+ devices, store associates' own smartphones, and is accessible through your browser as well. However, Anthony adds that “Sports Basement does not currently require this of our employees, as they are their own personal devices.”

What is Next for the Savantis/Sports Basement Partnership?

As Anthony puts it, “We are really excited about the opportunities that the Stock Checker app have opened up for us, rather than the app itself. This says a lot because the app has been very successful so far.”

“We are really excited about the opportunities that have opened for us.”

One future project that Savantis is helping Sports Basement with is the Sales Saver app. This new app will allow Sports Basement to:

- Transfer stock from one location to the other, or ship directly to the customer's home address, thereby capturing every available sales opportunity
- Look up customer's loyalty rewards and create new loyalty rewards members, right within the interface of the app.

Savantis strives to build longer-term, mutually beneficial True Partnerships with our customers, because we believe that those are the only ones worthwhile to be in, and the only ones that last. We are proud of our friends at Sports Basement, and we can't wait to see how our relationship progresses in the years to come.

For more information on the products and services that we offer and how we can become True Partners, please visit our website: www.savantisgroup.com