

The Stock Checker App: “Empowers all staff to leverage all inventory in all stores to help the customer”

EXECUTIVE SUMMARY

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 to our inventory 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.”

ABOUT THE SAVANTIS GROUP

The Savantis Group helps mid-sized organizations to cost-effectively implement and support SAP business software. We offer software and implementation services, training and recruitment assistance, and technical support.

In addition to full SAP system integrations, we also develop complementary products that enhance the SAP system, including mobile apps, rapid implementation templates, and add-on applications such as rental solutions.

For more information, please visit our website: www.savantisgroup.com

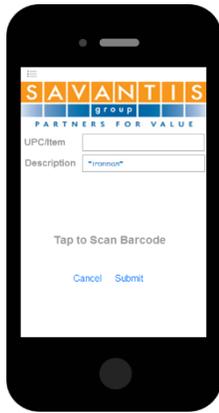
“Stock Checker allows us to compete with online retailers and go beyond the walls of the store.”



Anthony Biolatto,
Executive Team Member,
Sports Basement

RESULTS BY THE NUMBERS:

- Over **\$500,000** in increased sales were facilitated through this app in less than a year
- **6,500** customers would not have completed their transactions otherwise
- Over **17,000** stock lookups per month using the app



Scanning the barcode yields inventory information

SAVANTIS PARTNERS FOR VALUE		
RESULTS		
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	2

ENHANCING SALES STRATEGIES

The Stock Checker app is currently used in all six of Sports Basement’s locations. To date, the app is running on 27 tablets in all 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.”

WHAT IS NEXT FOR THE SAVANTIS AND SPORTS BASEMENT PARTNERSHIP?

As Anthony puts it, “We are really excited about the opportunities that the Stock Checker app has opened up for us, rather than the app itself. This says a lot because the app has been very successful so far.” 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 a customer’s loyalty rewards and create new rewards members, right within the interface of the app.

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

Savantis strives to build longer-term, mutually beneficial True Partnerships with our customers, because we believe that those relationships 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.



WHAT IS THE STOCK CHECKER APP AND WHAT DOES IT DO?

The Stock Checker app allows users to search for inventory across multiple locations and warehouses by item number or description, right on their mobile device. Real-time pricing information can be provided as well. “Stock Checker allows our associates to have all of our inventory in their back pocket,” adds Anthony.

BENEFIT: Store associates no longer have to tie up their cash registers that could otherwise be completing a sale in order to help a customer.

MAKING EMPLOYEES HAPPIER

In addition to increasing overall sales, the attitudes of the 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.” Anthony adds, “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.