

# RETAIL CLIENT CASE STUDY – ILLUMINATION

## EasyRetail **lights** the way for Illumination Lighting



**Illumination**, a reputable and progressive Lighting retailer in Swords owned and managed by **Kevin and Amanda Mooney**, is a name synonymous with value for money and superb after-sales service. Located in the heart of Swords Village, Illumination has been looking after the domestic lighting needs of the people of North County Dublin for over a decade. Kevin and Amanda pride themselves on their ability to meet their customer's requirements by stocking all the best brands and ensuring that management and staff are fully trained on all their products.



Crucial to Illumination's pursuit of quality and excellence in servicing their customer base was the choice of the right **Electronic Point-of-Sale (EPOS) and Stock Control** software to underpin their endeavours. Kevin and Amanda installed our **EasyRetail** system because it met their exact requirements and they were also reassured by the fact that it was working successfully in other prominent members of the lighting retail trade such as **Peter Murphy Lighting**, Galway and **The Lighting Emporium** in Dublin.

In March 2005 Illumination took delivery of a three-user **EasyRetail** system set up on a peer-to-peer network to computerise their busy retail and stock control functions. Stock control using bar codes was paramount in terms of achieving the desired level of processing speed and efficiency at the counter and in the stores, so included in the system purchase were two **Metrologic** bar code scanners which were connected to the two Till PC's and a **Unitech Portable Data Collection Terminal** for the stores PC. The Unitech portable terminal is used by Illumination to perform goods-in and stock checking procedures remotely from the main system and is capable of storing hundreds of scans before they have to be uploaded into the EasyRetail stock control system. Illumination also purchased a **Cognitive Blaster** Label printer which they use to print their own in-store bar coded stock price labels.

Illumination's initial foray into implementing a full-blown EPOS and Stock Control solution was for them a relatively painless one because their main suppliers provided us with stock catalogues in EXCEL files which we then imported into the client's EasyRetail Product Database. Live running commenced three days after the system was installed on-site.

***Illumination and EasyRetail: another EuroSoft managed retail enterprise management solution implementation success story.***

