

# Retail-1 Suite

Powering Retail Profitability

# Running Room

## Benefits of Retail-1 SaaS

*"The GSI SaaS model is fantastic! It has integrity and totally makes sense. Let's face it, no small or middle tier retailer has a true IT environment. GSI's SaaS model is the best strategy for a retailer. All necessary infrastructure is in place. You are assured of uptime as well as the most current, newest, and hottest retail software. It's a win-win strategy." - Michael O'Dell, Vice President, Running Room Canada Inc.*

Running Room Canada Inc. and its sister company, Running Room (U.S.A.), Inc. savor the benefits of Gemmar System International's software-as-a-service (SaaS) after completing conversion of its head office and its 102 stores. "We gain huge benefits with the new model. We have total faith in the infrastructure. We call this a cost neutral change. All the transition and annual operating costs are fully offset over a three year period by savings from our previous expenditures. What's more, we get the benefits of the latest version of the software including the new modules that make a difference in our efforts to improve how we work and how we manage inventory," said O'Dell.

Running Room initially installed Retail-1 when the chain was only 12 stores. Retail-1 has been the retail software solution supporting the chain's growth to 102 stores across Canada. U.S. stores are primarily in the Minneapolis area with planned expansions into Iowa and Wisconsin.

The decision to convert from an internally managed infrastructure to Gemmar's SaaS solution was a major step for Running Room. "When we received the call from Peter and explained the Retail-1 SaaS offer, it made a lot of sense to me. It allows us to do what we do best...that is to sell. We are a retailer. We do not manage computer infrastructure and have not done so for over 10 years," said O'Dell.

Conversion to the newest version of Retail-1 and implementation of the SaaS infrastructure was completed in a 90 day period. "We were really pleased with the Gemmar team. They made the upgrade and conversion a seamless, smooth transition," said O'Dell.

Peter Mitelman, President & CEO of Gemmar Systems, "Running Room has been a tremendous partner for us over the years and we have developed a strong, trusting relationship, which is why they had faith that we could deliver, and as always, we came through for them." He added, "We realize that SaaS may not work for everyone, but with operating systems and database licensing fees increasing as they continuously do as well as the resources necessary to support the corporate IT infrastructures, many small to mid-size retailers are realizing the benefits of moving to this hosted environment."

Benefits for Running Room are also felt immediately in daily operations. "We are already seeing an impact of the new version. Our buyers are given time to think instead of compiling data. Without the drudgery of extraction, we get clearer thought and better decision-making. Buyers report that they are loving the change," said O'Dell. "This is the epitome of a "win-win" as we now can take advantage of all the newest software modules and technology offered by Gemmar; we continue to have our IT infrastructure supported and managed outside our four walls; and most importantly having this done all by the same supplier."

Contact us today for more information!



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