

Case Study

Retail

CAPTEC

Tried, Tested and Trusted



The customer

The customer is a leading vertical specialist systems integrator dedicated to providing enterprise-wide solutions to blue chip companies in the hospitality and retail industries. They provide Implementation IT Services and Project Control Facilities to coordinate client-wide roll-out activities.

They also provide custom development and design on cabling and systems for EPoS projects. The customer collaborates with experienced hardware providers to supply the end-user with a complete integrated solution.

Real Time Integration of 1400 Retail Outlets

Requirements and issues

- The systems Integrator was engaged by one of the UK's largest managed public house groups to supply the next generation of front office software and upgrade its back office systems.
- Following recent acquisitions, the pub company required the roll-out of a new generation web-based back office system to its newly combined estate of over 2400 outlets nationwide.
- The requirement was for an upgrade of in-house management systems to monitor and control real-time supply and demand data, and provide a company-wide data distribution network.
- IP address security to maximize system security and integrity was also a basic system necessity.
- In recognition that innovative technology and applications assist in driving operational efficiencies and bottom line improvements, the customer sought an experienced industrial computer and communications supplier to provide the hardware solution.
- To harness the competitive advantages that web-based systems deliver, a requirement was to leverage cost benefits by safeguarding and ensuring full connectivity to legacy infrastructure so that next generation systems can be deployed at the lowest possible cost, with the minimum of disruption to outlets, whilst ensuring a common platform, estate wide.



The value proposition

Proven experience in large scale projects with large volume roll-outs, coupled with an understanding of the customer's issues and requirements.

Captec were the ideal technology partner on this project, with an extensive and well established global supply chain network providing the ability to obtain best price/value components and able to leverage volume purchasing to obtain best value for the customer.

Research, development and engineering capabilities to provide a customized solution to fit the customer's specific application, and modification of cabling systems and existing PCBs.

Partnering with a well established company with a proven track record and financial robustness and cash flow capabilities to handle this size of project.

The ability to manage and coordinate the logistics and scheduling of production for the roll-out of over 1400 units to a tight timescale.

The knowledge and experience of Commercially off the Shelf (COTS) technology to advise and supply customer with best fit and cost application.

The provision of expert consultation and analysis of industrial communications technology.

The solution



Customised Terminal device server.

Custom PCB and cable looms to reduce installation time and ease of interconnection to legacy systems.

The outcome



- ✓ The provision of a customized industrial communications solution, tailored specifically to the requirements of the application.
- ✓ Captec provided a nationwide roll-out of over 1400 units, to a tight time schedule.
- ✓ The solution enabled centralized, remote monitoring of stock control and EPoS systems.
- ✓ The Captec supplied solution made legacy serial devices available over an IP network.
- ✓ Bespoke electronics were developed and phased into production for application specific requirements.
- ✓ Collaboration with the customer's software provider enabled the end user to optimize their sales efficiency.

OUR PURPOSE - To be the recognised global leader in the design and manufacture of reliable and affordable industrial computers fit for demanding environments.

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INVESTORS IN PEOPLE



Strenuis Ardua Cedunt - Difficult things fall to the strong

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