



# Keeping Up With Evolving Technology

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# **WHAT YOU'LL LEARN**

- The technology evolution – What to expect.
- Finetuning your store processes.
- Technology is an investment.
- Complacency is not good for business.
- Continuing education pays off.
- Don't get left behind.
- Achieving your return-on-investment goals.

# The Technology Evolution – What to Expect

- First step: Deciding on which retail technology solution. This is the hardest step.
- Second step: Implementation of the technology:
  - Loading the inventory
  - Training employees
  - Ability to check-out customers  
(This is where it often ends for a lot of stores)
- Third step: Continue investing in your technology for a higher Return on Investment.

*You only get out of it what you put into it.*



# Fine Tuning Your Store Processes



The highest value normally ensues when you:

- Use the technology solution the way it was designed.
- Fold store processes into the technology solution and not the other way around.
- Continue learning more ways to leverage your technology solution.

# Technology is an Investment

You invest in...

...Your business to build your nest egg for retirement.

...Your inventory to generate more revenue.

...Your community to spread goodwill and gain more customers.

...Your community to spread goodwill and gain more customers.

...Equipment/Computers/Software/Features to offer products and services that will help generate more revenue.

- *If you continue investing in technology, you can increase efficiencies, maintain better inventory control and drive more customers to your store, all of which contributes to growth and profitability.*



# Complacency is Not Good for Business



- Technology is like any other investment – you need to nurture it, stay current and informed, and continue maintaining it for a healthy ROI.
- Many stores let their technology atrophy and become an anchor rather than an accelerant to growth.
- It's human nature to stick with status quo if there is no catalyst to push us forward.
- Successful businesses embrace change, evolve, and continue investing in technology development.



# Continuing Education Pays Off

## Education:

- Gives us knowledge and transforms us into something better.
- Helps us to develop and build new perspectives.
- Leads to expanded options and alternatives for growth.
- Gives us the tools we need to enhance our personal and business lives.

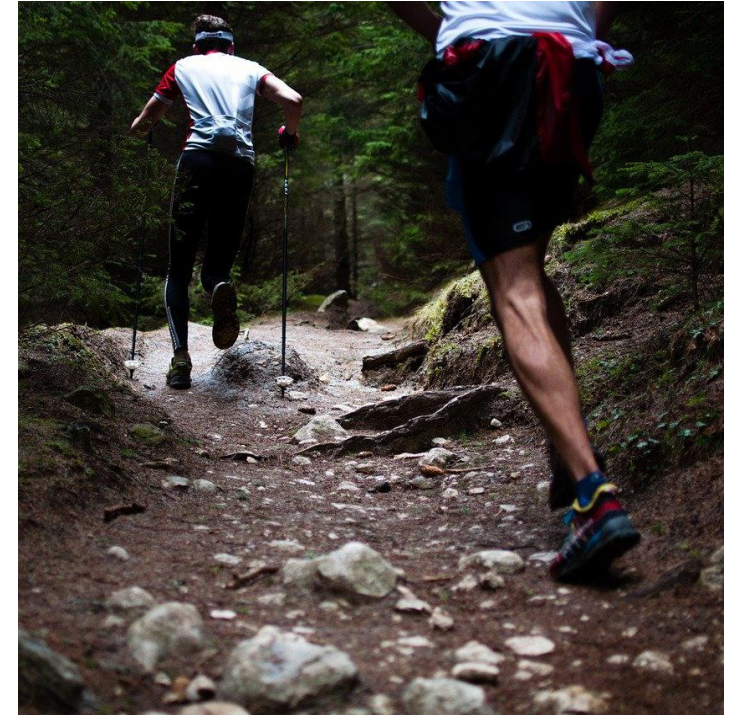
Technology is ever changing. Continually moving forward provides a wealth of growth opportunities and greater efficiencies.



## Don't Get Left Behind

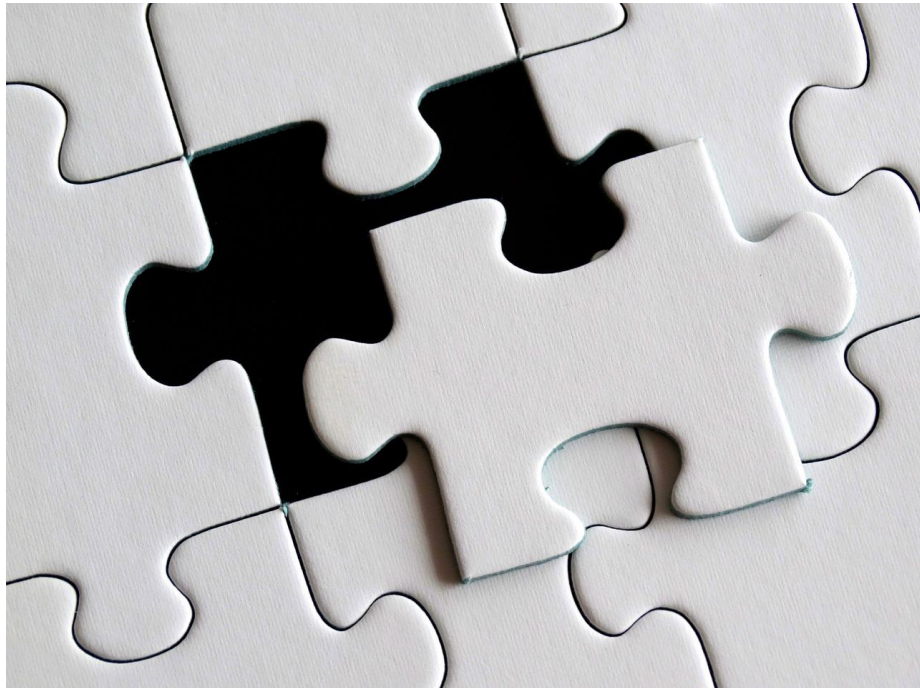
There are always opportunities to expand your knowledge of retail technology.

- Webinars
- Training videos
- Knowledgebase articles
- BizFit store assessment and advanced training
- Personalized training – over the phone or at our training facility
- Use your leftover training hours





# Achieving Your Return-on-Investment Goals



- Suggested ordering – Largest Return on Investment.
- PaladinNSight Dials – Manage your inventory investment.
- Accounts receivables – Have you checked out the BlueTarp option?
- Electronic Data Interchange (EDI) – Speed up the ordering & receiving process.
- Special orders – Automate the special order process
- Mobile2deliver – Delivery scheduler and manager.
- Mobile2checkout – Mobile POS terminal in the palm of your hand.
- New product lines and services like; social media, rental, email service, firearms, etc.

## Learn More

To learn more, see the following webinars in our [Help Portal](#)

- [Top 10 success tips to increase the bottom line - protecting your nest egg](#)
- [Suggested Order. Better than a magic 8 ball](#)
- [Best Practices Suggested Ordering](#)
- [Unraveling the mysteries of inventory control part 1](#)
- [Unraveling the mysteries of inventory control: part 2](#)
- [Unraveling the mysteries of inventory control: part 3](#)
- [All about that kit: Parts I and II](#)
- [PaladinNaight™: Hunt down lost revenue with the Lost Opportunity tool](#)
- [PaladinNaight™: Catch items that are slipping away with the Loss Experience Tool](#)
- [PaladinNaight™: Expose wasted investment dollars with the Non-performing Assets Tool](#)
- [PaladinNaight™: Manage your inventory investment with the Investment Review tool](#)

A recording of this webinar will be available at [portal.paladinpos.com/webinars](http://portal.paladinpos.com/webinars).

Q+A

Next Webinar:

*Paladin Manages All Aspects of Business*

January 26 @ 9am PT

Register: [portal.paladinpos.com/webinars](https://portal.paladinpos.com/webinars)



Check out our **Paladin 2020 Release Guide**  
on the **Help Portal**.

***Expand your Paladin Knowledge:***

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[paladinpointofsale.com/retailsience](https://paladinpointofsale.com/retailsience)

Self help at:  
[portal.paladinpos.com](https://portal.paladinpos.com)

Webinars available at:  
[portal.paladinpos.com/webinars](https://portal.paladinpos.com/webinars)

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