

# Retail POS Case Study – Rooms To Go

## Requirements

- Mobility solution that eliminated the need to access a kiosk to complete a sale or enter information into the system
- Reliable mobile and device that would help sales staff keep customer connection throughout the sales process
- Connectivity, durability and peripherals to support mobility



## Results

- Salespeople stay with the customers throughout the entire sales process – from checking inventory to finalizing transactions
- Battery life supports all-day use
- Easily integrates with existing IT infrastructure
- Equipped with high-tech devices that continually impresses their customers and set them apart from competitors
- ROI includes better cross-selling and up-selling as well as a more efficient sales cycle
- Reduced customer abandon rates
- Better overall experience for both salespeople and customers