

Intellifying retail stores

रिटेल स्टोर्स का बुद्धिकरण



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Long haul Checkout

If lines are too long, customers won't be willing to wait no matter how good the prices.

"Basically the margins that are built up because some of our retail chains are inefficient. Think about the amount of inventory that is being held in the Indian apparel business. It is humongous. Stores are full of inventory and most of them don't even know how much inventory they are holding. All that stuff is being reflected in the prices that we pay."

- Professor Rajiv Lal of Harvard Business School

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Leverage your Data

Retailers are realizing that they need to rely on data in order to get to know their customers and provide customized shopping experience.

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Lack of Engagement

Brick-and-mortar stores in almost all verticals are feeling the squeeze from the increasing number of consumers going online to shop.

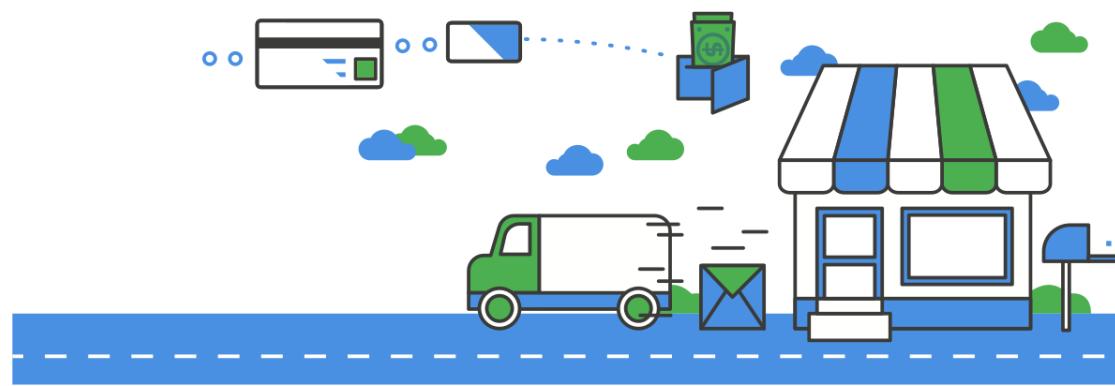
WHY
क्यों?

The Problem

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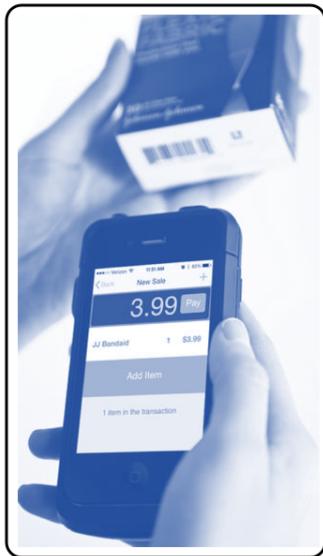
Dull Store Experience

There is a reason the Apple Store is so exhilarating and fun to visit.



HOW કેસે?

The Solution



Mobile Point of Sale

mPOS is a smartphone based system that performs the functions of a cash register or an electronic point of sale terminal.

Retail in a box

Scanbee's **Retail-in-a-box** solution is a bundle of software and hardware tools for retail businesses that streamline their operations and deliver a faster and smarter in-store experience.



Android
App



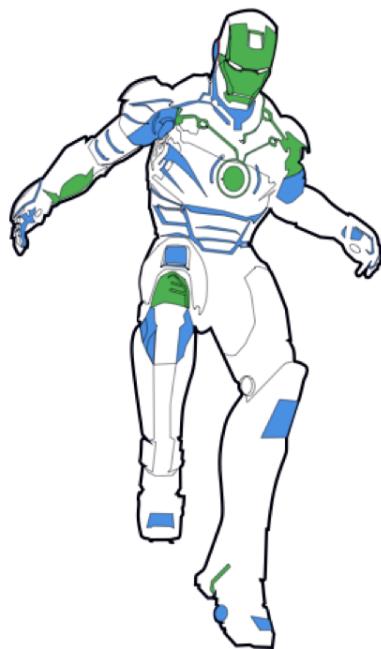
Barcode
scanner



Processing
Hub



Payment
device *



Scanbee mPOS

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Increasing Revenue

Identify items that frequently sell in pairs (e.g., flashlights and batteries) and rearrange for upsells.

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Multi Store Support

Get information trails from all store locations that let you know what's happening in your business even when you're away

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Eliminate Inefficiencies

Keep track of inventory and issue reorder alerts.

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Improve Customer Relations

Know who your customers are and what they're buying so you can target the right customers with the right incentives.

WHAT क्या?

Our Product



Traditional POS

लॉग इन करें

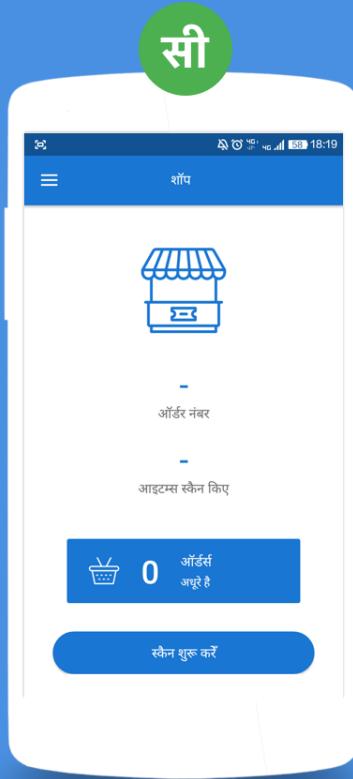


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Scan Items
using barcode
device

Login using your pre-
provided credentials

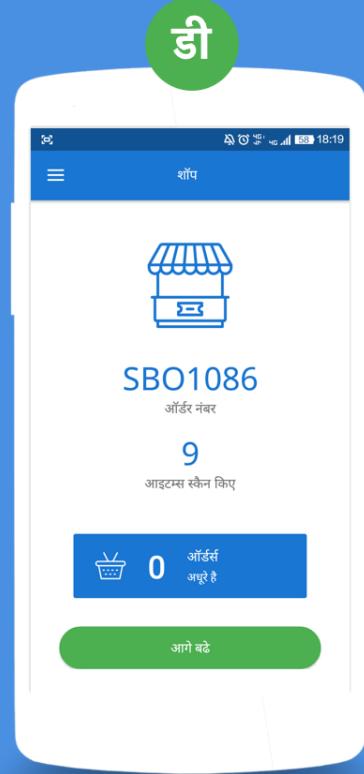
स्कैन करें



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Click on blue button to
fetch data from scanner

जांचे और आगे बढ़े

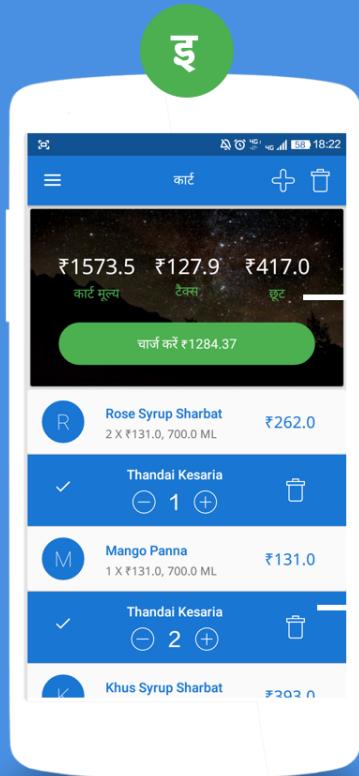


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Verify & Click on green
button to continue

Bilingual
दो भाषाओं में

कार्ट जांचे और बदले

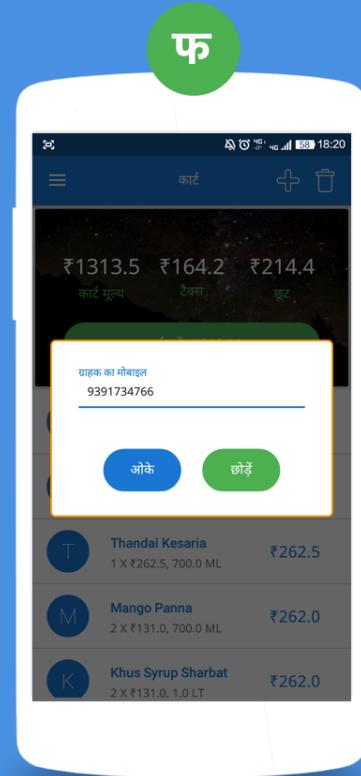


Check all cart financials

Edit quantity and delete cart item

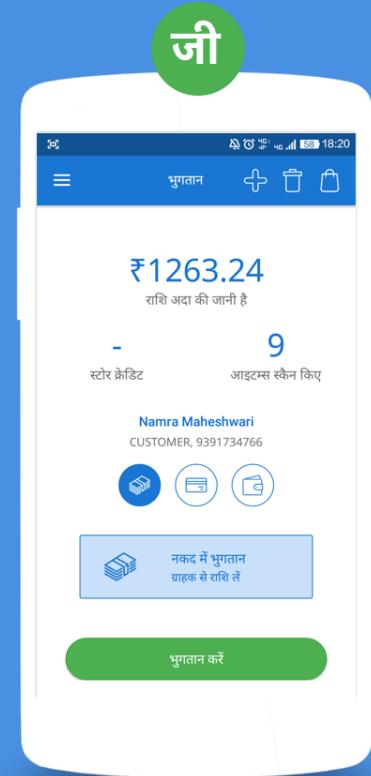
Check cart & Click on green button to proceed

ग्राहक की जानकारी



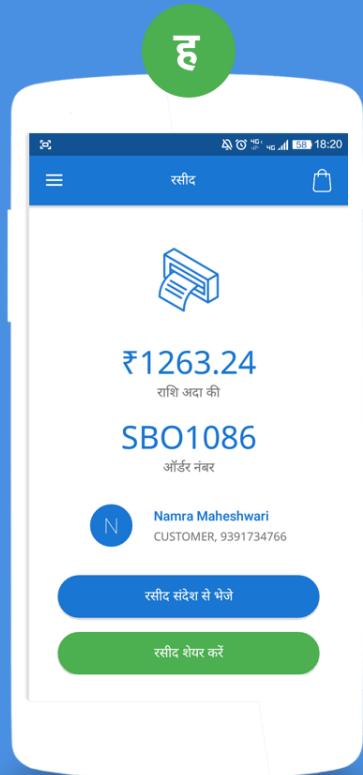
Provide customer phone number or skip

भुगतान करें



Choose payment option - cash, credit and continue

रसीद शेयर करें



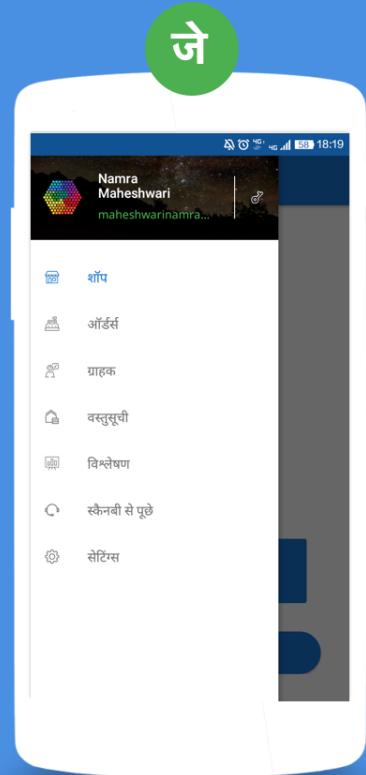
Share receipt by SMS,
Whatsapp or Email

दैनिक विश्लेषण



Daily analysis of orders
and sales, trending
products

अन्य विकल्प



Manage multiple orders,
inventory, customers etc.

TIMING

अवसर

Why now ?



POS, the most intimate portion of the consumer's path to purchase, has seen little to no innovation at an enterprise level. Giant organisations (Oracle, IBM, and NCR) are unwilling to forego millions of dollars spent implementing and customizing these systems. The POS of the future is part of an overall experience. This is something that startups understand, retailers are starting to grasp, and legacy POS providers seem helpless to defend.

Retailers are struggling ...

"E-commerce firms have meanwhile strengthened their hold over consumers. The share of e-commerce in the overall retail market is expected to jump from 2% in 2014 to 11% in 2019, while the share of organized brick-and-mortar retail is expected to fall from 17% to 13%, said a February 2015 report by property consultant Knight Frank India Pvt Ltd and RAI."

- [LiveMint, April 15 2016](#)

... and hence opting new startegies

Latest statistics reveal that there are 14 million retail outlets in India, which implies a demographic distribution of an average of 1,000 shops for 11 users. Therefore there is a clear and pressing need to build a bridge between the e-commerce and retail space. What better way to do this than the growing online-to-offine (O2O) space ?

- [YourStory, April 15 2016](#)

5/5 - Vendors on board

Launch - Hive (Vendor Dashboard)

80% - Consumer App

100% - Stabilize Vendor App

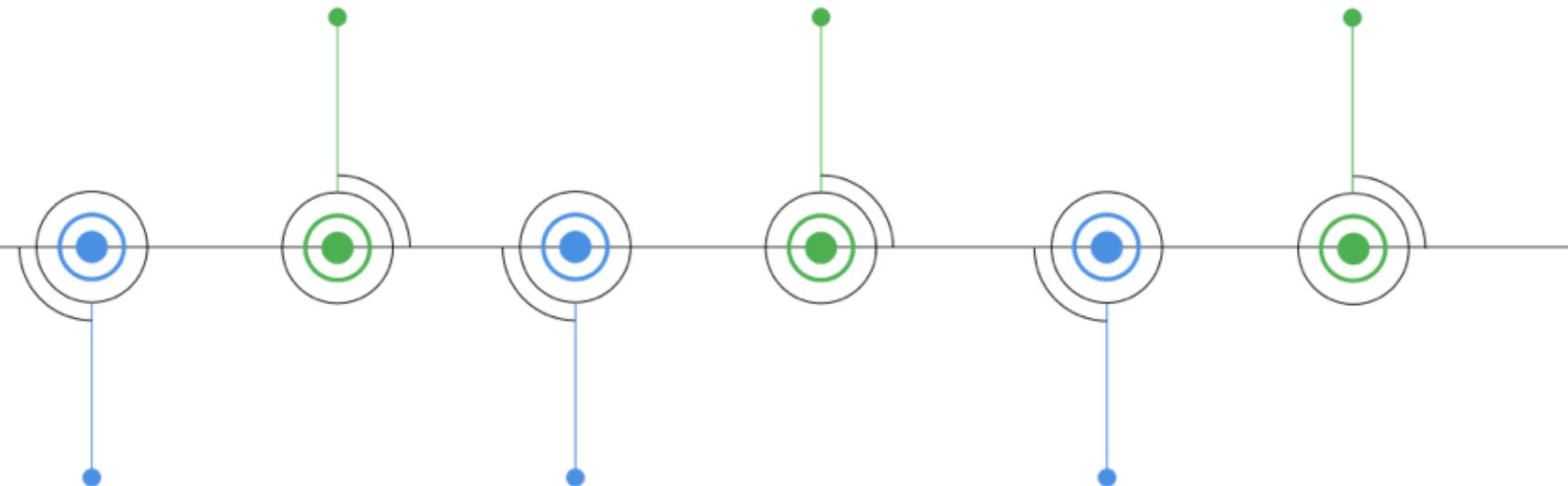
Stablise and scale - All 3 platforms for Full launch

Final Review - Decide how to move forward ?

5 NOV 2016

5 JAN 2017

5 MAR 2016



5 OCT 2016

3/5 - Vendors on board

80% - Hive (Vendor Dashboard)

30% - Consumer App

50% - Vendor App

5 DEC 2016

Launch - Consumer App

Feature Add - Vendor app

Feature Add - Hive

Optional - Increase Vendor App

5 FEB 2017

Launch - All 3 platforms and increase vendors to 10



Office and Furniture Cost

Monthly Rent - 8K, Furniture Cost - 20K, Electricity and Food - 5K. ($48K + 20K + 30K$)

+1.0L



Team Salary

2 Android Developers- 50K - 1L / month
1 Data Engineer - 50K - 1L / month
Myself - 70K / month
(My Existing salary is 1.3L / month)

+13.0L



Cost per Customer

Hardware cost - 8K, Smart Phone - 6K. Total cost includes one time cost for 5 Customers.

+64K

= 14.64L

* All figures in Lakhs. All team members will receive a salary between 50K to 1 Lakh depending upon the investment, where as I will receive a flat salary of 70K / month regardless of the amount of investment. Shown amount of 14.64 Lakhs is the minimum amount needed for 6 months. If we are able to get more money, it will be invested in salary of 3 employed engineers, Better engineers mean better product.

Capital for 6 months
6 महीने में पूँजी व्यय

GOAL

લક્ષ્ય

Engagement through a
Consumer App

Repeat a past
purchase



Compare products
based on reviews



Access Store maps
to locate products



Scan smart posters
to interact

We are a young team and have just started.

We are looking for a fulfilling association
with industry experts who would like to
collaborate with us as our **first customer** and
permit us to operate on their premises.

Installation

Would take 3-4 days •
Training the vendor •
Loading inventory into system •
Testing the environment •