

GLORY

# CASHINFINITY™ LABOUR, SECURITY & CASHFLOW



## The Business

- Largest Italian marketplace in the world
- Awarded “International Retailer of the Year” at NRF in 2016
- 37 locations worldwide, in 12 different countries



“ *At the end of any given week we are saving up to 7-10 hours (per day in manual cash processes).* ”

Peter Mutino  
GM of Retail Operations at Eataly's NYC World Trade Center

## The Challenge

Eataly needed a new approach for managing cash drawers for all cashier stations. Staff were burdened with the manual counting of cash at the end of each shift.

## The Solution – CI-300

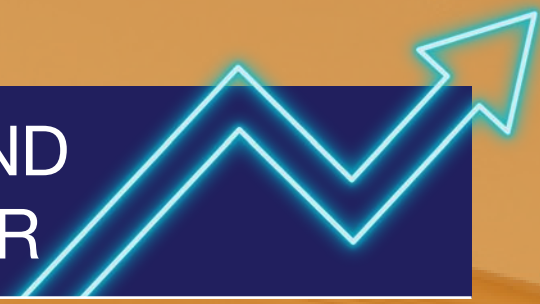
**Eataly significantly improved their cash processes with Glory's CASHINFINITY CI-300 Cash Recyclers**

- Increased end-to-end traceability
- Added security and counterfeit detection
- Detailed reporting



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# CASHINFINITY™ – CHOPPING TIME AND COST AT MCKEEVER'S PRICE CHOPPER



## The Business

- Family owned business since 1976
- 60,000 sq.ft. high-end grocery stores
- Operates more than 10 stores in the greater Kansas City area



**“GLORY machines have become the new normal, our people like the new normal. It works and it works well.”**

Jeff Blobaum  
McKeevers Price Chopper CFO

## The Challenge

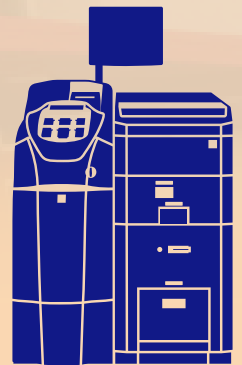
**In the grocery store industry, very low margins and cost are major concerns. McKeevers needed to:**

- Streamline cash management
- Improve till reliability
- Reduce or eliminate cash counting at the end of shifts
- Reduce cash handling labour costs
- Increase the efficiency and accuracy of bank deposits

## The Solution – CI-300

**GLORY CASHINFINITY provided the ideal retail solution**

- Staff freed for customer engagement
- Labour time savings of one shift per day, per store
- **\$400k in savings** and increased cash flow



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# CASHINFINITY™ – EASY TRANSITION TO CASH RECYCLING

## The Business

- Large grocery / convenience store chain
- 84,000 employees
- 240 stores across the Midwest USA



## The Challenge

Hy-Vee required an effective and easy-to-deploy solution that would improve cash processes, including eliminating human error, reducing time counting, and reducing cashier stress.

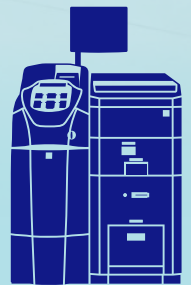
**“ This GLORY [CASHINFINITY device] is the first for our company, and hands down, I love it!**

Kristi Tennill  
Accounting Manager, Hy-Vee, Inc.

## The Solution – CI-300

**GLORY CASHINFINITY CI-300 installed for the opening of one of Hy-Vee’s new stores**

- Provided easy transition to cash recycling
- **Saves 30-45 mins per day,** counting cash
- Cashiers love the transparent cash accountability and increased security





# CASHINFINITY™ – OPTIMISING THE CASH MANAGEMENT PROCESS

## The Business



- More than 100 stores
- Next generation shopping centre, dedicated to food and designed as urban centres

## The Challenge

E.Leclerc wanted to modernise and improve the cash management process as well as staff productivity.

- Reduce daily cash processing
- Eliminate manual sorting at registers
- Improve staff efficiency



*Glory's complete CASHINFINITY solution was the perfect solution to improve efficiency and give new dimension to the store.*

## The Solution – CI-10s & CI-100

**GLORY CI-10s & CI-100 were integrated, resulting in:**

- **Cost savings:** with cash automation
- **Security:** eliminates cash exposure
- **Staff productivity:** reduced stress caused by manual cash process
- **Customer satisfaction:** faster transactions



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# CASHINFINITY™ – EFFICIENCY AND SECURITY IN CENTRAL VALENCIA

## The Business

- Fully consolidated pharmacy in the city centre of Valencia
- Physical and mental health space in the Valencian Ensanche



*The most immediate advance we have obtained thanks to Glory's CI-10 has been considerable time savings.*

Anna Beltrán  
Propietaria, Farmacia Gran Via

## The Challenge

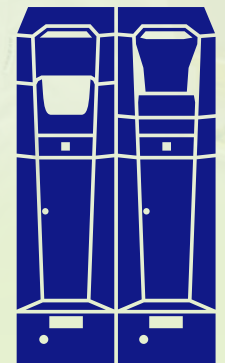
The pharmacy undertook a renovation process and was looking to implement the latest technology to deliver:

- Better safety due to its operating hours in central Valencia
- A solution that would easily integrate to the pharmacy's software
- Automated cash management

## The Solution – CI-10

**CASHINFINITY CI-10 solution significantly improved cash management:**

- Approx. 120 cash handling min. saved a day
- Simple & efficient cash balancing
- Increased employee productivity and improved customer service



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# CASHINFINITY™ ROARING IN SHENG SIONG



## The Business



One of the largest supermarket chains in Singapore.

- Established in 1985
- 61 locations
- Annual turnover is close to one billion Singapore dollars



*Reducing time and cost for daily cash replenishment and collection, cashiers were re-branded to **CUSTOMER SERVICE OFFICERS.***

Ong Wai Tick  
Outlet Manager, Sheng Siong

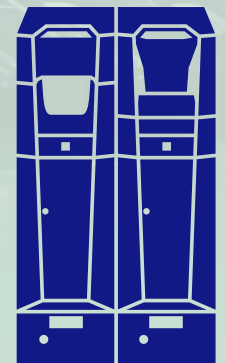
## The Challenge

- Reduce cash discrepancies
- Highest level of quality, reliability and mobility needed
- Minimise cash security risks
- Reduce cost of in-store cash handling

## The Solution – CI-10

**More than 420 CI-10 devices were installed, improving both customer and staff experience:**

- Cashiers no longer handle physical cash
- Customer waiting time reduced by 30 seconds
- **Reduced transaction times by 37%**





# MAXIMISING BUSINESS PERFORMANCE WITH CASHINFINITY™



## The Business

- Grupo Las Palomas first opened in Zaragoza over 50 years ago
- Now expanded to a number of hospitality brands beyond Zaragoza



*We are making a very positive impact in the level of customer service provided in our restaurants. Now customer waiting time has been reduced by 50%.*

Owner  
Grupo Las Palomas

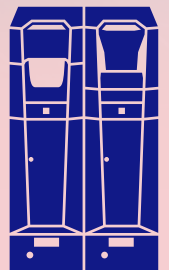
## The Challenge

For those restaurants with high volumes of customers, they needed a solution to automate their cash handling processes for quicker acceptance of customer payments and change provision in order to reduce customer waiting time and offer a more personalised service. They needed a solution with proven reliability, accuracy & efficiency.

## The Solution – CI-5 & CI-10

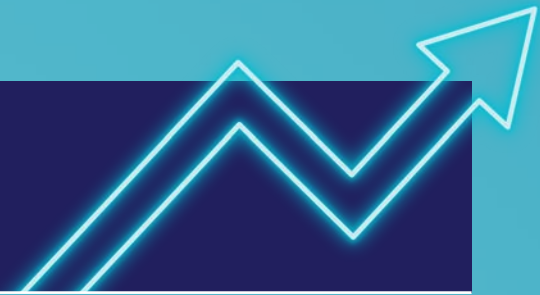
Since the installation of CI-5 and CI-10, Grupo Las Palomas:

- Reduced customer waiting time by 50%
- Saved 30 mins per day, per site, in cash reconciliation
- Eliminated errors and counterfeit notes



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# CASHINFINITY™ – REDUCED MANUAL CASH COUNTING



## The Business

- John G. Shedd Aquarium is home to 32,000 animals
- 261 employees
- Ranked 1st among its top 10 competitors



**“GLORY’s machines are a huge time-saver. I don’t think we had to show our staff more than once to use them! They are very intuitive and easy to use.”**

Jeff Steele  
Assistant Director of Box Office Operations, Shedd Aquarium

## The Challenge

Shedd was in the market for reliable, user-friendly cash automation device that could handle large amounts of cash and would:

- Minimise time counting & securing cash
- Provide accountability for users, while increasing accuracy & efficiency of deposits and audits
- Be user-friendly with trouble-shooting

## The Solution – CI-300

**Two GLORY CASHINFINITY CI-300 note and coin recyclers were installed, delivering:**

- Self-auditing and reporting features
- Counterfeit detection
- User accountability





# CASHINFINITY™ OPTIMISING CASH HANDLING



## The Business

- The flagship store in Singapore is a city landmark
- Expanded operation to serve tourist and travellers
- Delivers one-stop-shop for authentic Chinese goods



**“ Before implementation of the CI-100 solution any cash discrepancies meant cashiers had to find the errors and this resulted in wasted time.**

Tham Yuet Meng  
HoD, Customer Experience

## The Challenge

Cash counting had become a major area of concern for the business and was adversely affecting productivity through:

- Counting cash & coins
- Reconciliation of points of sale
- End of day deposit

## The Solution – CI-100

**GLORY CASHINFINITY CI-100 has delivered:**

- Time savings of **eight hours per day**
- Increased staff productivity
- Significantly reduced staff stress from handling cash
- Focus more staff time on customer service rather than back-office tasks



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# ENHANCING CASH HANDLING SECURITY AND CUSTOMER SATISFACTION

## The Business

- Located in a modern business park
- Open for long operating hours each day
- Up to 300 cash transactions per day



## The Challenge

The Fruits of the World shop needed a sophisticated solution to minimise cash handling from the start to end of the business day and improve:

- Cash management
- Security
- Speed & Efficiency

**“ With the CASHINFINITY solution from GLORY, we can save 30 minutes per day when carrying out cash balancing. ”**

Jose Luis Caro  
The Fruits of the World Owner

## The Solution – CI-10

**GLORY CASHINFINITY CI-10 was installed in The Fruits of the World resulting in:**

- Improved staff productivity
- Significant cost savings
- Higher level of hygiene
- Better customer engagement

