

GLORY

A GLORY CASHINFINITY™ Case Study

Challenge

Eliminate manual cash counting and improve the efficiency of cash management and CIT collections.

Solution

Glory's CI-100 reduces the burden and risks of back-office cash processes. Automated processing of cash accelerates start and end-of-day processes as well as shift changes, reduces the risk of cash shrinkage and enhances staff productivity.

Benefits

- Saving 12 hours a week in cash handling time
- Huge time saving on Mondays when weekend takings are processed at speed
- Discrepancies minimised at end-of-day



**Cash processing and handling time
reduced by 12 hours per week**

St Andrews Links Trust®, St Andrews, Scotland



the home of golf®

THE CUSTOMER

St Andrews is the Home of Golf. Each year, visitors from around the globe play over 230,000 rounds of golf across the seven public courses managed by St Andrews Links Trust. They operate a diverse portfolio, including a golf academy, three clubhouses and four shops.

“GLORY has supported us 100% throughout trialling the solution for it to be a success for the business. Since implementing the solution across our organisation, we have been saving around 12 hours per week in manual cash processing.”

Paul Cree, Head of Finance,
St Andrews Links Trust



Image courtesy of St Andrews Links



Image courtesy of St Andrews Links



Image courtesy of St Andrews Links

THE CHALLENGE

St Andrews iconic status has seen it strike commercial relationships with brands like Allianz, Rolex and Callaway as well as having a retail presence in Japan and South Korea. All revenues assist the preservation of the historic golf links and the wider community of St Andrews.

Despite the relative simplicity of its product, it is a complex organisation. The Trust incorporates four wholly-owned subsidiaries, and manages a multitude of cost centres, sales channels, and revenue streams across golf, hospitality, merchandise and licensing. St Andrews Links Trust were looking to replace their existing cash recycling solution with one that would improve the efficiency of their cash management and CIT collections. The Trust needed a robust solution to reduce the need for manually counting and processing cash.

THE SOLUTION

St Andrews Links Trust approached Glory to trial their CASHINFINITY™ cash management solution. The key deliverables included ease of implementation into their existing business and CIT processes, and also the automation of the complete cash handling process. Glory mapped out The Trust's cash processes to accurately determine the correct solution and the CI-100B & C (note and coin) recycling solution was installed for a trial period.

Following a successful trial the Trust purchased three CI-100B & C units to be installed in their retail shops. The machines were seamlessly integrated into their existing CIT processes, and the solution offered a fully functional, reliably fully managed cash solution.

Glory's CI-100 reduces the burden and risks of back office cash processes. Automated processing of cash accelerates start and end-of-day processes as well as shift changes. It reduces the risk of cash shrinkage, enhances staff productivity and enables provisional credit where available. The CI-100 can be deployed standalone, with manual cash drawers, or as part of a secure closed cash management solution, accepting cassettes from Glory's CI-10 point of sale recyclers.



THE BENEFITS

The CASHINFINITY solution is now an integral part of day-to-day operations in each of the shops. It's had an immediate impact on the efficiency of their cash management in several areas:

COST SAVINGS

Float management processes are much more efficient, and discrepancies have reduced at end-of-day due to the automation of the cash.

STAFF PRODUCTIVITY

Less time is now spent manually counting and recounting cash. This is particularly important on Mondays where the weekend takings are counted.

CUSTOMER ENGAGEMENT

Automating the back-office cash process has reduced manual tasks and improved morale amongst the team, which reflects in other key deliverables within the department.

Glory, Booths Park 5, Booths Park, Chelford Road, Knutsford, Cheshire WA16 8GS

☎ +44 (0)844 209 0174 Sales enquiries +44 (0)844 811 2006 ✉ sales@uk.glory-global.com 🌐 [glory-global.com](https://www.glory-global.com)

CS-STANDREWS-0721_1.0

Glory Global Solutions is part of GLORY LTD. This document is for general guidance only. As the Company's products and services are continually being developed it is important for customers to check that the information contained herein includes the latest particulars. Although every precaution has been taken in preparation of this document, the Company and the publisher accept no responsibility for errors or omissions. The Company and the publisher accept no liability for loss or damages resulting from the use of the information contained herein. This document is not part of a contract or licence save insofar as may be expressly agreed. All capabilities and capacity and throughput figures are subject to note/coin size, note/coin quality and process used. GLORY, CASHINFINITY and their associated graphical representations are each a trademark or a registered trademark of GLORY LTD, Group of Companies in the EU, the U.S. and other countries. St Andrews Links, St Andrews, and the Home of Golf, are registered trademarks of St Andrews Links Limited, a wholly owned subsidiary of St Andrews Links Trust. © Glory Global Solutions (International) Limited 2021.