

GLORY



High-Performance in cash management

How Autohaus Keusch Achieved
90% Time Savings with GLORY

KEUSCH
DAS AUTOHAUS

THE CHALLENGE

“Premium” Tolerates No Compromise

As a renowned partner for brands including Toyota, Lexus, and Maserati, Autohaus Keusch serves as the preferred destination for customers with the highest expectations. While the showroom and workshop employ cutting-edge technology, the daily cash closing process in the back office had long been a manual bottleneck.



Despite the growing trend toward digital payments, cash continues to play a significant role in the service and repair sector. Approximately 8% of total revenue is processed in cash—averaging €24,000 to €25,000 daily with roughly 100 transactions.

The previous process was both resource-intensive and error-prone. “In the past, when things moved quickly, two employees would spend half an hour closing the register,” recalls Martin Gartner. The rigid four-eyes principle tied up valuable labor. When discrepancies arose, they inevitably sparked internal disputes, finger-pointing, and exhausting troubleshooting. For an organization committed to efficiency and employee satisfaction, this situation had become untenable.

THE SOLUTION

The “Lexus” Among Cash Management Solutions

When searching for an automation solution, Autohaus Keusch applied the same meticulous approach it uses in selecting its vehicle brands. “We researched thoroughly and analyzed videos. One thing became immediately apparent: this is professional work. The company clearly approaches this subject with genuine expertise,” Gartner explains. His verdict on selecting GLORY captures the essence: “This is the Lexus among solutions— a very Japanese product.”

However, the existing IT infrastructure presented a technical challenge. Integration with the industry-leading ERP system “Motion Data” proved both complex and prohibitively expensive. GLORY resolved this with CI-ACTIVATE, intelligent middleware that enabled seamless connection of CASHINFINITY™ devices—eliminating the need for complex custom programming or expensive external IT services.

The hardware itself integrated flawlessly into the dealership’s premium aesthetic and was swiftly adopted by the team—especially younger staff—thanks to its intuitive interface.



Whether Toyota, Lexus, or Maserati—Autohaus Keusch stands for premium automotive quality in Vienna. To meet this standard in administrative processes as well, the company modernized its cash handling. GLORY CASHINFINITY™ and the intelligent middleware CI-ACTIVATE delivered a technological pit stop, relieving employees while dramatically accelerating processes.

“We selected GLORY because it represents, in my view, the Lexus of cash management solutions. It’s a distinctly Japanese product—professional, thoroughly considered, and utterly reliable.”

Martin Gartner,
Autohaus Keusch



THE KEY BENEFITS



Full Throttle: Efficiency and Security Combined

The implementation of the GLORY solution acted as a turbocharger for internal operations. The results exceeded expectations across multiple dimensions:

- 90% Time Savings: What previously took two employees thirty minutes is now completed by a single person in five minutes flat—transforming a half-hour task into a five-minute process.
- Zero-Error Tolerance: Cash discrepancies belong to the past. The system counts with precision and eliminates discussions about missing amounts, significantly enhancing workplace morale and trust.
- Enhanced Security: Cash is immediately verified and securely stored. Since funds are removed at day's end, no overnight risk remains in the device, eliminating a critical vulnerability.
- Stress-Free Work: Employees are freed from the burden of manual counting and accountability for discrepancies—a transformation that noticeably improves job satisfaction and team dynamics.
- Streamlined Banking: One employee now handles bank deposits with pre-sorted, verified cash—transforming a previously cumbersome administrative process into a smooth, efficient operation.

THE CONCLUSION

Innovation That Delivers Real Results

Autohaus Keusch has demonstrated that investments in automation yield measurable returns not only in manufacturing but also in the administrative operations of a retail enterprise. Through GLORY's implementation, the company gained more than time savings: they brought stability, confidence, and peace of mind to their financial processes. Gartner summarizes the success candidly: it was never about complex ROI calculations down to the last decimal, but a pragmatic decision to eliminate a clear operational bottleneck—one that delivered immediate, measurable results.

Results at a glance




- Time Savings: Reduction of cash closing from 60 person-minutes (2 employees × 30 minutes) to 5 minutes.
- Error Elimination: Cash discrepancies have been reduced to virtually zero.
- Smart Integration: Thanks to CI-ACTIVATE, the complex integration with the "Motion Data" ERP system was elegantly accomplished—avoiding costly custom development work.
- Employee Satisfaction: Staff satisfaction increased significantly through streamlined operations and elimination of the four-eyes verification principle.
- Process Security: Daily cash handling and deposits now occur without reliance on expensive armored transport services, reducing operational costs and complexity.



“Previously, it took two people thirty minutes to close out—typically with debates over missing amounts. Now one person handles it in five minutes. Done. That’s 90% time savings.”

Martin Gartner,
Autohaus Keusch

Glory Global Solutions Autria GmbH, Am Heumarkt 7/7/91, 1030 Vienna

 +49 (0) 6102 8334-0  info.germany@glory-global.com  glory-global.com

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