

# RM6000 EPOS from Opus gives Toy City the edge using Sybase SQL technology



## Background

Toy City have been in business for over 12 years retailing from seven sites across the Republic of Ireland. The sites include a warehouse, gift shop, bookstore and a toyshop, together with their two new superstores recently opened in Galway and Sligo.

## Challenge

Toy City owner, Noel O'Connor new there was growth potential for the business but needed an effective system that would integrate all the diverse businesses into one. Aware that at some stage they would need to adopt a more advanced EPOS system, Noel was introduced to Opus Solutions by Ciaran Burns of Toymaster, Cookstown. Toymaster

were already benefiting from the introduction of RM6000 EPOS technology in their business and knew how flexible the system was in running multiple business models.

Barry O'Connor, IT Logistics Manager from Toy City explains, "As Toy City expanded in terms of retail units and warehousing, we needed an integrated system that would not only facilitate our shop units but encompass the whole business process. This needed to include inventory management, business reporting and POS across the company. We also needed a system that would suit our needs now and in the future as our plan was to open new sites and build our e-commerce division."

## Solution

The RM6000 EPOS solution from Opus is built on Sybase SQL Anywhere database technology. This powerful combination provides the flexibility and stability to allow information to be delivered and customised around the demands of the end user. With over 30 years development and testing invested in the EPOS technology, the robust system also offers great stability in demanding retail environments.

The various Toy City sites had to be linked to a central stock control system and work with existing CRM and Finance systems. The system also had to be robust and offer good levels of security with the ability to report any unusual transactions or discrepancies to a manager in real time.

"Due to the flexibility and scalability of RM6000, we can provide

customised solutions to a wide group of business types." said Michael Harkin, Sales Manager at Opus Solutions. "The software can be configured to run multiple business models. It's multi language, multi currency, multi site and multi user. Integration is another strong point, RM6000 is open source allowing easy integration into existing legacy systems including ERP, websites, CRM and finance packages." Jon Dickinson, Managing Director of Opus Group commented, "RM6000 EPOS software was originally developed in conjunction with a major PLC. The company's extensive wish-list was incorporated into the product leaving it feature rich and ahead of its competitors."

## Business Benefits

Barry O'Connor from Toy City reflects on the project, "The implementation of the whole process by Opus was fast, professional and efficient from the start, especially as we decided to change to the new system during the approach to Christmas and just before the launch of our new store in Galway, possibly the largest in Southern Ireland."

"The POS training mode facility allowed our staff to practice using the system with minimum disruption and without effecting live data. With the new technology we could now customise a whole new series of management reports using the "Report Manager" tool. These reports can be automated giving us up to the minute information on stock availability, the best selling items that day or week, store profits by site location etc, the list goes on. Information like this is essential for

any business wanting to grow and become more profitable."



At Opus Solutions we understand the value of information. Our award winning IT solutions have been helping our clients to build profitable businesses by reducing costs, improving efficiency, and increasing revenues since 1991. That's why successful retailers choose RM6000 as their preferred retail management EPOS solution.

To find out how RM6000 can grow your business, call us today on **+44 2890 589800** or email us at [michael@theopusgroup.ie](mailto:michael@theopusgroup.ie)

**RM6000 from Opus - Retail Management Re-defined.**

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