STORIS

The Unified Commerce Solution

eCommerce Solutions

STORIS ERP

STORIS NextGen

STORIS is the leading provider of Unified Commerce Solutions for home furnishings, bedding, and appliance retailers. Unified Commerce is a key strategy to enhancing the customer experience, increasing revenue across channels, and gaining a competitive advantage in today's dynamic retail marketplace.

STORIS' ERP software provides automation and integration of all facets of your retail operation including order management, inventory control, merchandising, business intelligence, supply chain management, accounting and more!

To provide your sales associates with a modern selling toolkit, our **STORIS NextGen platform** uses a state-of-the-art, web-based architecture to engineer our new technologies, CXM and Mobile POS.

Lastly, to support your eCommerce strategy, STORIS provides flexible options through either our integrated **eSTORIS platform** or via our **eBridge Commerce API solution**.

As a company, we are committed to our product offering. STORIS continuously sets the industry standard for annual Research & Development. In order to help our clients succeed, we also place an emphasis on a positive employee culture, which helps us retain top talent.

As a dedicated business partner, STORIS is invested in your long term success and we deliver:

◆ **Over 30 Years of Excellence**　　◆ **Consistent Leadership**

◆ **A Single Industry Focus**　　◆ **Professional Services**

◆ **Scalable Retail Technologies**　　◆ **Trusted by the Industry**

We encourage you to read on to explore why the industry's most successful retailers find measurable benefits for their home furnishings businesses with STORIS and how you can too!

The Leading Provider of Unified Commerce Solutions

> "Our **mission** is to deliver the strategic technology and **professional services** home furnishings retailers need to **succeed.**"

Ownership

STORIS has been in business under the same ownership for over 30 years. We enjoy an average employee tenure of 10.5 years across the company and 19 years for our executive leadership team.

Cloud Subscriptions

STORIS is available via our fully scalable cloud solutions. More than 70% of our clients choose the cloud. As a provider of cloud subscriptions for over a decade, we demonstrate the proven stability of our cloud infrastructure with an average 99.999% uptime.

Community

STORIS is a reliable partner to retailers around the globe. We service leading retailers headquartered in the USA, Canada, & Mexico, as well as retailers with locations running STORIS in other countries such as the Bahamas and Puerto Rico.

Scalable

STORIS serves retailers with annual revenue from $1M to $1B. While more Top 100 retailers choose STORIS than any other software provider, 60% of our clients own independent businesses.

Innovation

STORIS NextGen is the future of our technologies, engineered to be responsive on any web-based device. Our roadmap initiatives are driven by our customers' firsthand feedback to create a market-leading solution.

Product Suggestions

By partnering with STORIS, you tap into the intelligence of over 500 retailers in your industry. Our retail network shares development ideas through our interactive Product Suggestion Portal where retailers can vote for, iterate upon, and discuss new enhancement ideas.

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Serving the Top 100 & Industry Leaders

Partners Since 1991

> "No business can survive today without strong technology partners. For over 30 years, our partnership with STORIS has allowed us to devise technology solutions and strategies that are key for us as a Top 100 retailer. The integration of our stores and website platforms through STORIS makes order fulfillment seamless. Unified Commerce accomplished."

Jackie Brookshire,
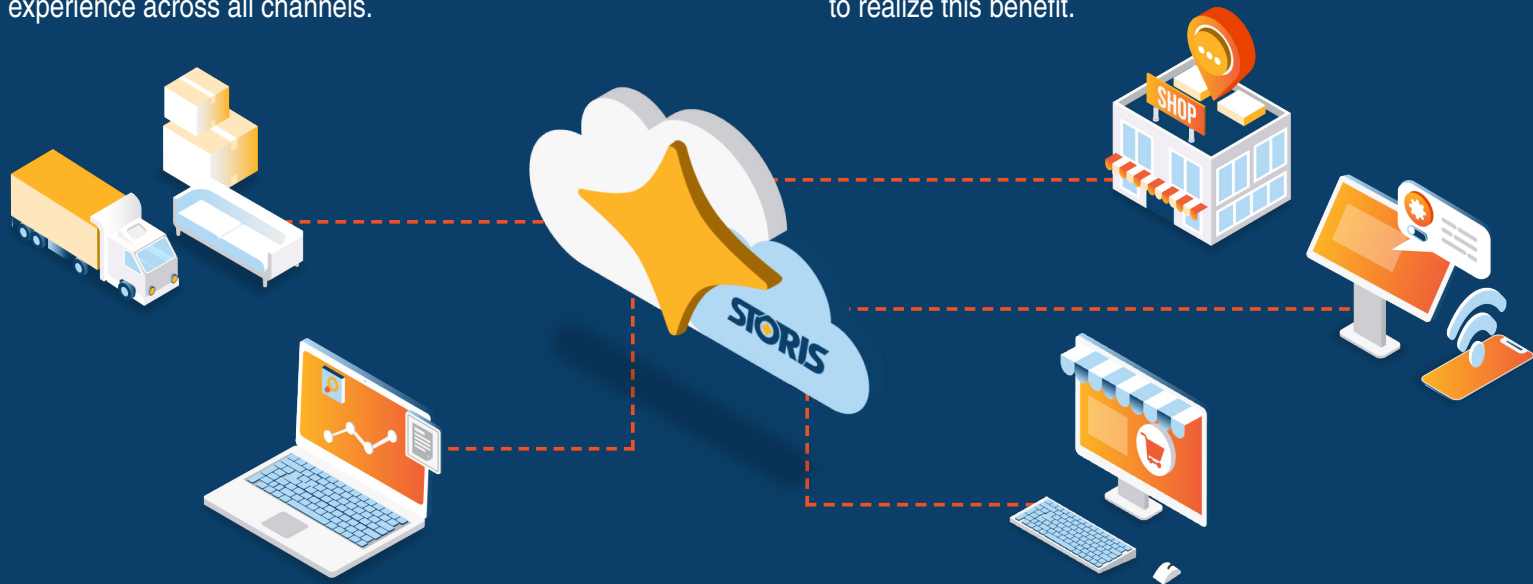*President*

American Furniture Warehouse

Unified Commerce

One Unified Furniture Solution

Unified Commerce is about creating a connected experience, so that no matter where and when customers shop your brand, your customers can always pick up where they left off without missing a beat. STORIS' Unified Commerce Solution enables retailers to provide a consistent shopping experience across all channels.

Technology Is the Foundation

Every interaction customers have with your brand must be seamlessly integrated, from their personal devices to the technology in your showroom. Research shows that customers who shop brands across channels purchase more often and spend more money and STORIS wants our retailers to realize this benefit.

STORIS NextGen

Our state-of-the-art STORIS NextGen platform is the future of customer experiences in home furnishings retail. Engineered to be mobile-responsive and device-agnostic, STORIS NextGen seamlessly supports retail wherever it happens. This technology transforms the traditional retail showroom with modern UI/UX design enabling retail teams to facilitate an organic, efficient, and enjoyable customer experience.

STORIS NextGen Advantages:

- ◆ **Easy-to-Use Interface**
- ◆ **Unparalleled Processing Speeds**
- ◆ **Streamlined Shopping Experience**
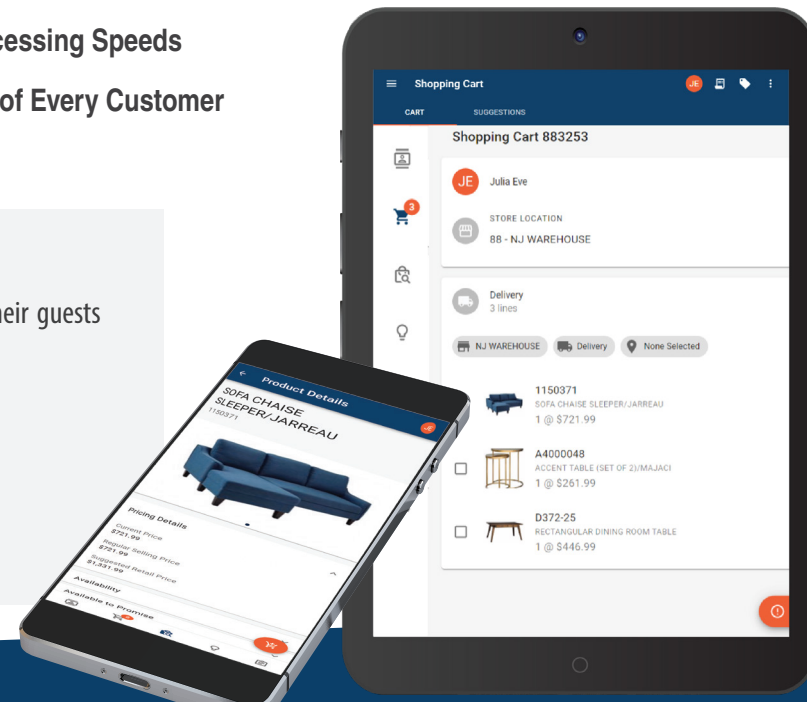- ◆ **Maximized Value of Every Customer**
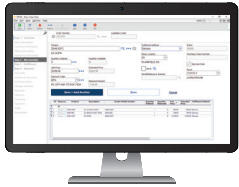
STORIS NextGen Solutions

STORIS NextGen solutions work in tamden, enabling retailers to service their guests organically from relationship introduction through sales order creation.

CXM for lead nurturing and opportunity tracking.

Digital Shopping Carts for intuitive product search.

Mobile POS for a fast checkout and completion of sales orders.

Unified Commerce

ERP

Enterprise Resource Planning software provides automation and integration of all facets of your retail operation. STORIS' ERP seamlessly connects your business' inventory, sales orders, customer information, and delivery logistics through a single database.

| Automate processes for an efficient workflow, saving time and resources.

Mobile Point Of Sale

Elevate the customer experience on your showroom floor with STORIS NextGen Mobile POS. Provide your sales associates with real-time information accessibility directly at their fingertips. Streamlined Sales Order creation and fast processing speeds help decrease checkout times and optimize the buying experience.

| Simplify the sales process with efficient access to information.

Customer Experience Management

STORIS NextGen CXM is an in-store technology application designed to support sales associates in delivering exceptional shopping experiences. Easily identify guests and track interactions to build relationships. Utilize lead nurturing tools to ensure proper follow up and re-engage sales opportunities.

| Optimize your sales team's effectiveness and productivity in your showrooms.

eCommerce

STORIS provides retailers with two powerful eCommerce solutions. eSTORIS provides a complete website solution directly integrated to STORIS, whereas eBridge Commerce is our re-imagined API integration that provides the ability to choose your eCommerce solution or maintain your existing third-party website.

| Meet the 90% of customers that start by browsing online where they are.

In-Store Kiosk

STORIS' in-store Kiosk is a self service, digital platform that caters to tech-driven consumers. Utilizing this in-store technology platform, customers can easily view a home furnishings retailer's product catalog, confirm inventory stock quantities and available delivery dates, and build individual shopping carts.

| Bridge the customers' online research with the in-store experience.

Business Intelligence

STORIS' real-time Business Intelligence solution for retailers makes data analysis accessible, actionable, and collaborative. STORIS BI captures data from in-store, eCommerce, and mobile technologies to empower your team with cross-channel consumer insights to devise actionable strategies.

| Synthesize cross-channel data and strategically plan using real-time insights.

Partners Since 2015

> "STORIS NextGen has completely changed the way our sales associates interact with our guests. With a wealth of information literally at their fingertips, they never have to leave their guests throughout the shopping experience. We realized an immediate impact through higher close rates, improved guest experience, and a boost in employee morale."

Charlie Malouf,
President and CEO

Also Pictured: *Stacey McCormick (VP of Retail Performance), Tim Sobkowiak (Sr Manager ERP & Retail Tech), and Harold Hampton (VP of IT and BI)*

BROAD RIVER R E T A I L

STORIS Product Features

Inventory Management

Enhance inventory control with accurate, real-time tracking across your entire operation, including store locations, warehouses, DCs, and eCommerce. STORIS lets you quickly determine availability, adjust product statuses, replenish stock, and manage purchasing from one integrated system.

Reduce the average age of inventory and increase turn ratios and available cash flow.

Merchandising & Buying Tools

STORIS' Buying Tools enable retailers to streamline your merchandise planning to meet customer expectations. Always have the right merchandise at the right time with Lead Time and Demand Forecasting. Generate merchandise strategies that lead to a higher GMROI using real-time analysis and historical trend data.

Eliminate guesswork using merchandise trends to make accurate buying decisions.

Customer Service

STORIS' Customer Service module helps furniture and appliance retailers seamlessly transition from sale to service of inventory. Retailers can track protection plans, manage orders for non-inventory requests such as time and labor, as well as inventory parts needed for repair.

Link service requests to original sales orders and customer profiles for easy follow up.

Logistics & Distribution

STORIS' integrated distribution tools allow you to set attainable delivery dates and delight customers by surpassing their fulfillment expectations. Mobile barcode scanning enables retailers to organize their warehouses efficiently for picking, receiving, and transferring processes and foster the productivity of their teams.

Dynamically plan optimized delivery and service routes with logistical scheduling.

Accounting & Finance

STORIS' Accounting & Finance Software delivers an accurate capture of your company's finances in real time. Secure company financials with privacy settings and audit trails. STORIS offers integrated financing solutions to seamlessly provide consumer credit through both in-house and third-party financing.

Reduce time, costs, and human error related to financial processing with integration.

Reporting & Analytics
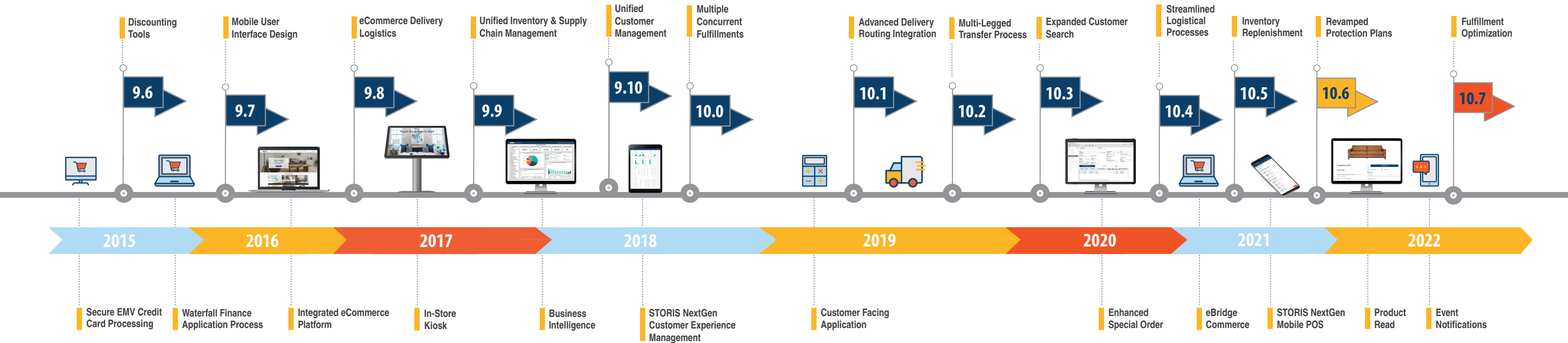
STORIS provides Business Intelligence tools to empower leaders with actionable information to grow their businesses. STORIS houses raw data points, from transactional sales and customer profiles to inventory and financials. Seamless data integration provides retailers with accurate and trustworthy analyses.

Measure and report on key performance indicators using interactive tools.

STORIS Consistent Development Roadmap

9.6 — Discounting Tools

9.7 — Mobile User Interface Design

9.8 — eCommerce Delivery Logistics

9.9 — Unified Inventory & Supply Chain Management

9.10 — Unified Customer Management

10.0 — Multiple Concurrent Fulfillments

10.1 — Advanced Delivery Routing Integration

10.2 — Multi-Legged Transfer Process

10.3 — Expanded Customer Search

10.4 — Streamlined Logistical Processes

10.5 — Inventory Replenishment

10.6 — Revamped Protection Plans

10.7 — Fulfillment Optimization

Timeline

2015 | **2016** | **2017** | **2018** | **2019** | **2020** | **2021** | **2022**

- Secure EMV Credit Card Processing
- Waterfall Finance Application Process
- Integrated eCommerce Platform
- In-Store Kiosk
- Business Intelligence
- STORIS NextGen Customer Experience Management
- Customer Facing Application
- Enhanced Special Order
- eBridge Commerce
- STORIS NextGen Mobile POS
- Product Read
- Event Notifications

On Providing Scalability & Stability

Partners Since 2012

"STORIS has been our trusted partner as we've built our organization from 9 stores to over 100. Their team has been instrumental in supporting technology rollouts that have assisted our growth and have helped DSG become a Top 100 retailer. STORIS always goes out of their way to provide top-notch service and show that they care about our success."

Chad Spencer,
CEO

DSG
DUFRESNE SPENCER GROUP

Professional Services

Software Training

STORIS' experienced trainers provide clients with guidance for successful software adoption and continuing education. Our interactive Learning Management System provides on-demand courses and video content for efficient onboarding.

Start your partnership with training to obtain an understanding of STORIS' features.

Consulting

STORIS' consulting services help our clients successfully adopt STORIS technologies using best practices. A Project Manager will be your point of contact from kick off to go-live. With ongoing consulting, our team is here to assist you in taking advantage of all that STORIS has to offer.

Leverage STORIS processes, strategies, and industry best practices.

Technical Support

STORIS trained technical professionals provide our clients with expert assistance and continued software education. We take pride in the expertise of our support staff and their unparalleled tenures in the home furnishings industry. Our Support team efficiently and effectively delivers in-depth product and industry knowledge.

Experience fast response times and accurate case resolution.

Engineering

STORIS consistently delivers major software releases that include significant enhancements and new functionality. We devote an unmatched amount of time and resources to the continuous development of our product offering. Engineering and design services are offered to meet the needs specific to individual operations.

A new release includes new features and enhancements every 6 months.

Operational Reviews

An operational review is a deep dive into a functional area of your home furnishings business' operation to uncover critical opportunities for improvement. STORIS offers two flexible options: onsite or virtual. Operational Reviews can span a complete business audit or target a specific functional area of your choice.

Evolve from a current to a future state with strategic operational recommendations.

Website Design and UX

STORIS' professional furniture Website Design and User Experience services provide expert guidance to create a captivating home furnishings website. Our professionals can help optimize your UX and UI design to create an intuitive experience that is tailored to your business goals.

Organize your website's structure to guide your eCommerce path to purchase.

Proud Partners Of

BRAND SOURCE®

drsg
Dufresne Retail Solutions Group

FURNITURE 1ST
NATIONAL BUYING GROUP

FMG
FURNITURE MARKETING GROUP

GREATER METROPOLITAN FURNISHINGS ASSOCIATION

HFA HOME FURNISHINGS ASSOCIATION

INTERNATIONAL CASUAL FURNISHINGS ASSOCIATION

nationwide marketing group

WithIt
Women's Leadership Development Network

Stop By and Say Hi at these Industry Events

For dates, details, and the complete list of events we attend, visit **www.STORIS.com/events.**
Our team is available to help you with your next strategic technology initiative.

avb EVENTS

HPMKT
HIGH POINT MARKET

LAS VEGAS MARKET

FurnitureToday
LEADERSHIP CONFERENCE

PRIMETIME

Client Success Story Highlights

Bassett

"STORIS helps us achieve margin goals, accurate inventory control, and an exceptional POS experience. We see definite advantages we didn't have in our previous software."

BROAD RIVER RETAIL

"It is paramount to the essence of who we are that we align our brand alongside innovative, retail technology-driven experiences at every touchpoint in the process. It's why STORIS is such a vitally important partner of ours."

DUNK & BRIGHT FURNITURE

"STORIS is one of those rare partners that exceeds expectations with their operational solutions. We are entering our third decade with STORIS and are more efficient than ever, growing sales, and keeping our customers satisfied."

FURNITURE & ApplianceMart

STORIS NextGen technology solutions enable our sales associates to engage with customers on a more personal level, accomplishing stronger relationships and successful follow up."

INTERIORS HOME

"STORIS enables us to meet strategic goals: improving customer experience and increasing profitability. The efficiency of Special Order processing and streamlined POS order entry are big wins for our customers and employees."

John V Schultz FURNITURE saving *you* more

"We have trusted our business to STORIS for decades. The software tools for inventory, vendor, and merchandise management provide a strong technical foundation for building a merchandise assortment customers love."

kittle's furniture Indiana's Home Team Since 1932

"STORIS' Client Services team is outstanding with a keen understanding of the retail industry & deep knowledge of STORIS' functionality, reporting capabilities, and customizable features."

NORTHWOODS FURNITURE

"STORIS' delivery management and seamless integration to routing have streamlined our fulfillment processes, increased productivity, and helped cut costs. We are able to consistently exceed our customers' expectations."

Setlakwe *depuis 1920* Meubler de bonheurs

"The eSTORIS website platform provides a framework for sleek design and marketing content. Its direct integration to our STORIS Point of Sale enables us to manage our inventory effectively and highlight key products."

Sit'n Sleep YOUR MATTRESS SUPERSTORE

"A pivotal element in selecting STORIS was having a partner that understood the requirements of the bedding industry. As we have grown, STORIS' integrated solutions have supported our demands."

Steger's FURNITURE • MATTRESSES

"STORIS was the easiest software conversion we've had. Many of the options we evaluated couldn't grow with us, but from industry experience, we knew we couldn't outgrow STORIS."

Urner's

"Our STORIS partnership has been a smart, strategic decision for Urner's. Having a partner that provides market-driven, innovative solutions helps Urner's meet our vision of being an efficient, mobile-first operation."

On Partnering for Growth

Partners Since 2010

> "STORIS provides the capabilities and partnership necessary for a growing furniture retailers to be successful. STORIS NextGen Mobile POS is a game changer for our RSA's. They are excited to have selling tools that help them sell more and our customer experience has never been better."

Jay Storey,
Owner

Jordan Storey,
VP of Retail Operations

Wichita **FURNITURE & MATTRESS** | **Furniture** ON CONSIGNMENT

Respect Customers	**Be a Great Partner**	**Pursue Excellence**	**Facilitate Personal Growth**
Exhibit Integrity & Accountability	**Create a Positive Work Environment**	**Embrace Change Courageously**	**Encourage Open Communication**
Leverage Teamwork	**Be Humble**	**Work Smart**	**Acquire & Demonstrate Knowledge**

Begin Your Partnership

STORIS is committed to providing our clients with more than just the industry's leading Unified Commerce Solution. Our partnership centers around our company's twelve guiding Core Values and is focused on supporting home furnishings retailers' success. As a member of the STORIS retail family you can expect:

- ✦ **Commitment to providing competitive advantages through software and services.**
- ✦ **Dedication to acting in accordance with your needs and industry demands.**
- ✦ **Collaboration with many of the industry's leading retailers.**
- ✦ **Investment in resources to enable your business to succeed.**

We look forward to hearing from you soon!

The STORIS Team   1.888.4.STORIS | STORIS.com | sales@STORIS.com

Our **vision** is to be obsessed with making home furnishings retailers **successful.**