



# Extending 100% Sales Transparency to New Stores with SAP® Customer Checkout



**OUTFITTER GmbH**  
Neu-Isenburg, Germany  
[www.outfitter.de](http://www.outfitter.de) (German)

**Industry**  
Retail – apparel and sports accessories

**Products and Services**  
Sports clothing, accessories, and shoes

**Employees**  
135

**Revenue**  
€50 million

**SAP® Solutions**  
SAP® Customer Checkout application

Famous for its online sales for soccer and sports equipment in Germany, OUTFITTER was eager to extend its business model to additional stores in Frankfurt and Neu-Isenburg. As a future-proof and flexible point-of-sales (POS) solution, SAP Customer Checkout turned out to be the best fit, integrating easily with OUTFITTER's existing IT landscape in other stores. With UNIORG Group as OUTFITTER's experienced implementation partner, SAP Customer Checkout went live smoothly within three weeks.

## Before: Challenges and Opportunities

- Search for a suitable, easy-to-use, high-performing POS application
- Integrate local facilities into an existing online business model

## Why SAP and UNIORG Group

- SAP Customer Checkout as a future-proof POS application that can also be used as a stand-alone application
- Perfect integration of SAP Customer Checkout with the SAP ERP application
- Comprehensive integration of SAP Customer Checkout with existing software
- Longstanding experience with SAP solutions

## After: Value-Driven Results

- Implementation project completed successfully in less than 3 weeks
- On-time go-live event of the application in two different stores in Germany
- Increased sales transparency, with real-time access to all sales data
- Faster access to sales figures with the power of the SAP HANA® business data platform
- Possibility to integrate the application easily with SAP ERP in the future

**“With SAP Customer Checkout, we found a POS solution that suits our IT landscape perfectly and that can easily be extended to include more shops in the future.”**

André Hornemann, Head, Back-End IT, OUTFITTER GmbH

Featured Partner

**UNIORG**

## Real-time

Access to all sales data in all stores

## 100%

Transparency across sales revenue

## <3 weeks

Implementation time