



## SPAR looks to the future with Epson's IR-700

**SPAR is no stranger to retail technology. Favouring Epson's touchscreen innovations over recent years, SPAR stores are now championing the IR-700 – Epson's latest addition to its award-winning Intelligent Register range.**

SPAR has long dominated symbol group and convenience retailing in the UK. More than 2,600 branded stores across the country form the Spar network, each served by one of six regional distribution companies. Tates Ltd, with 201 SPAR stores across Central England and North and Mid Wales, is the largest independent convenience store operator in the UK.

Having been impressed with Epson's modular MR-800 point of sale system which Tates Ltd started to roll out to its network of SPAR retailers, the company recognised a need for a fully-integrated solution with the smallest footprint possible. "The efficient use of space is very important at the checkout," commented Martin Rushton, Retail IT Development Manager at Tates Ltd. "Although we've been very satisfied with the performance and reliability of the MR-800, some stores call for an all-in-one system to make the most of what little counter space there is. We wanted to implement the next generation of compact EPoS systems in order to make the checkout as comfortable and easy as possible for staff and efficient for our customers."

The answer was Epson's latest touchscreen Intelligent Register, the IR-700. Boasting the smallest footprint in its class, the IR-700 includes large touchscreen, built-in thermal receipt printer and magnetic stripe reader all powered by a single mains power plug. Stylishly and elegantly designed, the new IR provides Tates Ltd with all the functionality it needs. And, being totally open, the IR-700 provides the ideal platform for SPARPoS – software developed specifically for SPAR by Business Computer Projects (BCP).

First piloted at Liverpool's John Lennon airport and a newly acquired SPAR store in Nefyn, North Wales, the IR-700 proved an instant hit. "Installation is child's play - simply connect the mains, scanner and network cable and the job's done," said Martin Rushton. "Staff find them so comfortable and easy-to-use, and they are also incredibly simple for our staff to service and maintain."

"The IR-700 is Tates' EPoS system of choice. SPAR stores are designed and laid-out with customers' needs in mind, making the shopping experience altogether easier and more pleasant. The size and flexibility of the IR-700 allows us to design our counters around the system which is ideal," explained Martin. "Going forward, the terminals will be installed into all new stores as they are opened or during the refurbishment of any existing outlets – at present we undertake refits every 2 to 3 weeks with, on average, three IR-700s going into each store."

In the future, Tates will be extending its new EPoS system by taking advantage of the IR-700's dual screen capability to display customer facing advertisements and promotions. "We think the IR-700 is the ultimate tool for the point of service. With its unique features, advanced performance and compact design, it has everything a retailer could want."