



GLORY

# **DRIVING EFFICIENCY**

in the retail back-office





# Reinforce your back-office processes as the key driver to increased profitability

**IN THE DYNAMIC WORLD OF RETAIL, GETTING THE RIGHT BALANCE BETWEEN EFFICIENCY, PRODUCTIVITY AND ACCURACY IS KEY TO THE ULTIMATE PROFITABILITY OF YOUR STORE.**

However, the efficiency of your back-office cash reconciliation process is often marred by a host of challenges that you must navigate to ensure smooth operations and optimal efficiency. Inefficiency in the back-office can lead to significant impacts on security and your customers' experience in the store.

It is therefore essential to reduce complex and time-consuming tasks in-store and the back-office, as much as possible.

By leveraging smart automation technology, you can give your full attention to customers, focus on customer service, and transform your businesses to match ever-changing customer behaviour and expectations.

With Glory's flexible cash automation solutions for the retail back-office, combined with our fully managed cloud applications and support services – Glory has a solution for virtually any scale of back-office environment.



# Build an efficient retail business through efficiency in the back-office

**Spending less time counting, collating and reconciling cash, means more time and cash available to build an efficient, customer-focused retail business.**

Automating manual cash processes in the back-office means your staff can be re-deployed to customer facing roles and cashiers can also spend more time with customers, not balancing their cash drawers.

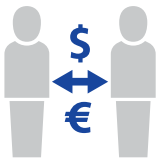
For you, the back-office operations of your store are complex to managed and pose many operational challenges:



**Manual preparation of daily change funds is time-consuming, expensive, and prone to errors.**



**Sales proceeds need to be rechecked when there's a miscount.**



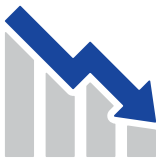
**Manual cash handling processes require double checks when handed over from managers to cashiers.**



**End-of-day balancing processes mean staff cannot leave until cash is balanced.**



**Labour shortages lead to valuable staff time taken up with manual cash handling tasks.**



**Cost of losses from exposed cash can severely impact store profitability.**



**A visual check for counterfeit notes provides no track and trace data.**

# Save time and increase back-office efficiency

**Whatever the volume of cash flowing through your stores, Glory has a retail smart automation solution to help you focus on profit generating actions.**

With a focus on automating back-office processes with recycling technology, Glory can help you to dramatically accelerate all cash related tasks. Reconciliation is fundamentally changed, the eradication of discrepancies and reduced time spent on end-of-day processes can have significant results for productivity.



## Improved efficiency

Optimise the timing and frequency of cash deliveries and collections.

Quick coin replenishment.

Eliminate manual cash handling processes.

Relieve staff from unprofitable tasks, free-up employees to perform value-add activities.

Reduce reconciliation time and end-of-day reporting and handover.



## Enhanced security

Eliminate human error associated with manual processes.

Enhance connections with your bank and CIT partners.

Limit cash exposure through Glory's 'closed-loop' solution with front-office devices.

Track and trace ability for counterfeits and serial number capture.



## Better business insight

Improved visibility of cashflow and inventory in the store.

Remote device management aids in monitoring equipment to reduce any downtime affecting customers.

Real-time sales information.

Central administration of your entire estate and across stores.



# Efficient cash recycling keeps your **cash working for your business**

**Glory's portfolio is made of a suite of hardware, software, and services to increase operational efficiency, enhance security and release staff to focus on the experience they deliver.**

Our innovative technologies, our experienced professionals, and our commitment to the success of our customers, allows us to design custom solutions that deliver real improvements in business performance.

Glory can help you save time, money, and resources. We will transform your business, reinvent in-store customer interactions; all to enable you to focus on customer experience.

We have a range of modular solutions available to suit the cash handling volumes in your store.

**Back-office Cash Automation**

**'Closed-loop' Solution**

**Maintenance Services**

**Professional Services**

**Enterprise Managed Service**

**Software Integration**



# Back-office Cash Automation



Delivering increased productivity and security for your staff and reducing the risk of cash shrinkage, Glory's back-office cash automation solutions enable a multitude of flexible operational processes to be implemented, allowing staff to focus on other activities that improve customer experience and drive growth for your business.



**CI-10X**

The most compact back-office solution, ideal for stores with limited space, CI-10X offers the optimal balance between footprint and cash recycling capacity.



**CI-50B/CI-10CX**

For higher volume banknote handling needs, the CI-50B/CI-10CX also offers a compact back-office solution. Banknotes can be collected from the device with a variety cassettes and safe bags.



**CI-50B/CI-100CX**

For higher volume of note and coin handling needs, CI-50B combined with CI-100CX offers a compact yet powerful solution to suit medium volume back-office operations.



**CI-100X**

The standard back-office solution, CI-100X offers high-speed and large volume banknote and coin recycling for larger retail environments. It can interface with note and coin collection cassettes from Glory's front-office solutions, to offer a 'closed loop' solution.



**CI-300X**

With a higher banknote capacity, CI-300X accelerates back-office processes in high-volume cash locations. CI-300X enables a multitude of flexible operational processes to be implemented.



**Coin Extension Unit**

Both CI-100X and CI-300X can be combined with the Coin Extension Unit, to further increase coin storage capacity for high-volume coin locations. The Coin Extension Unit doubles the coin storage capacity within a small footprint.



# Closed-loop Solution



**Glory can help you optimise cash management at both the point-of-sale and the back-office and can help secure the loop between the two.**

Combined with Glory's CI-10X front office solution, retailers can create a completely closed and secure loop between front and back-office cash handling devices. Both notes and coins from the CI-10X can be moved from its recycling area to secure interface cassettes. When full, staff can simply remove the cassettes and take them to the back-office and load the cassettes directly into the CI-100X/CI-300X. The cash is then reconciled and stored to either be collected by the CIT or for a bank deposit or used to refill CI-10X.





# Software Integration

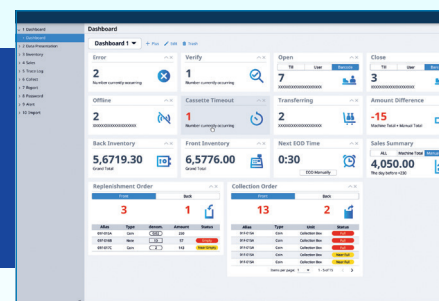


**Comprehensive and quick integration of retail cash management solutions is essential to realising their benefits.**

As part of our CASHINFINITY™ solution, CI-SERVERX software provides real-time business intelligence, resulting in improved operational efficiency, profitability and customer service in the store. This web-based reporting tool provides customised dashboard layouts to show specific reports and data. Integrated with CASHINFINITY cash recyclers, CI-SERVERX supports a wide range of user operations that allow your store managers to receive real-time device updates, status information and manage devices remotely.

## CI-SERVERX

- Central administration in-store
- Real-time status and inventory control
- Data management and transfer



## FRONT OFFICE



POS



CI-5



CI-10X

## BACK OFFICE



CI-10X



CI-50B/  
CI-10CX



CI-50B/  
CI-100X



CI-100X



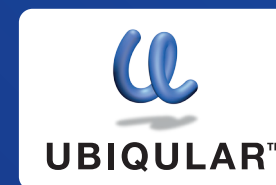
CI-300X



CI-100X/CI-300X  
+ Coin Extension Unit



# Enterprise Managed Services



**Enable enhanced decision making based on data driven insights.**

Glory's UBIQULAR Enterprise Managed Services provide insight into your cash operation in and beyond the store, and ultimately to the point of bank credit. Glory can help you focus on your core business activities and relieve cashiers of cash related tasks, leaving time to concentrate on their primary role of serving customers.



**UBIQULAR™  
Inform**

## **Automated business intelligence and reporting for process optimisation**

UBIQULAR Inform is a user-driven software solution which provides data regarding cash that is processed through cash handling devices. UBIQULAR Inform provides organisations the ability to view, compare and analyse cash processing data from different connected devices and locations within its infrastructure, thereby optimising resource utilisation and delivering higher performance.

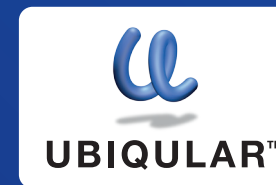


**UBIQULAR™  
Manage**

## **Simplified cash management and treasury optimisation**

Glory's UBIQULAR Manage service takes in-store cash automation solutions to the next level and allows store cash technology to drive value across the extended Retail Cash Chain, from consumer to bank and back again, ultimately allowing Glory's Digital Services team to manage your cash deposits and transform Cash into an Electronic Payment.

# Enterprise Managed Services



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**UBIQULAR™  
Bridge**

### Remote monitoring and device management for asset optimisation

By continuously monitoring the performance of cash automation devices, Glory can manage your fleet proactively and efficiently; thereby increasing operational availability and providing real time performance data. UBIQULAR Bridge also provides supplementary data for proactive support, faster issue resolution to help users and critical product health checks, resulting in higher operational availability.



**UBIQULAR™  
BridgePlus**

### Scheduled patch management and update service for retailers

UBIQULAR BridgePlus is a GLORY managed service providing patch management and updates to your GLORY devices. As a result of growing demand for IT security solutions and compliance, Glory can offer a centrally managed and deployed, subscription-based service to ensure your cash automation devices are always up-to-date.



# Professional and Managed Services

**Professional services and asset management for reliable business performance.**

## Professional services

Glory Professional Services provides industry leading expertise across a wide spectrum of offerings to drive customised technology deployments tailored to your business.

Glory puts its experienced Professional Services teams to work for you and leverages decades of combined experience in cash automation to ensure our clients optimise their cash automation technology deployments and maximise their ROI.

## Maintenance and managed services

Glory's full suite of support services are with you every step of the way. We support a smooth on-boarding process and optimise the performance of devices in your estate, through to managing change as and when you need to adapt.

Through the supply of superior products, which allow you to focus on your customers, combined with quality services that optimise the performance of devices in your estate.

## FROM INITIAL DELIVERY TO END-OF-LIFE

allow your investments to adapt as your requirements change

## EARLY PLANNING SERVICES

to ensure seamless integration of your investments and a smooth deployment experience



## KEEP YOUR SOLUTIONS OPTIMAL

through regular maintenance services to ensure they are fit for purpose in your environment

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