



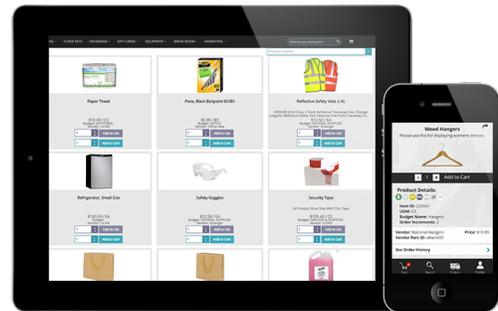
RETAIL OPERATIONAL EXCELLENCE

Tommy Bahama
www.tommybahama.com

Tommy Bahama Uses Technology to Give Store Managers 50+ Hours a Year Back to Focus on Customers

“To my team, looking at inefficiencies – it felt like a spinning wheel that was sucking the life out of our entire organization.”

- Mike Barrow, VP of Retail at Tommy Bahama



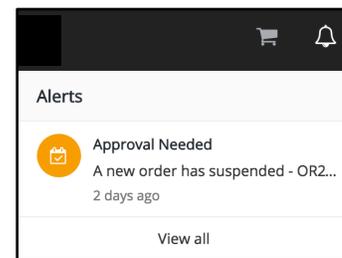
Flexible and scalable tools that work on any device.

EXECUTIVE SUMMARY

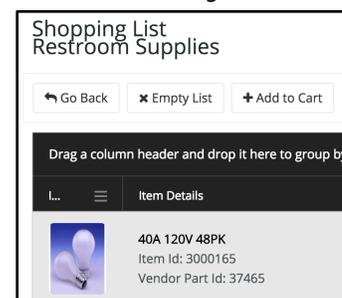
“What’s it like to have no idea where to get supplies to run your store?”

Tommy Bahama was asking these questions after talking with their store managers and seeing it first hand in their 150+ stores across North America. Their frustration level had reached a peak when they kept seeing the same story play out across different stores:

- Local store managers and personnel had no consistent or centralized way to manage supply ordering and store openings.
- Corporate was frustrated with ballooning budgets, employee dissatisfaction and the lack of central controls and oversight.
- Store managers were “running all over the place” to get supplies and would end up invariably buying the wrong items and having to deal with many different suppliers at a time.



Real-time alerts for fast and accurate decision making.



Convenient shopping lists make ordering fast.



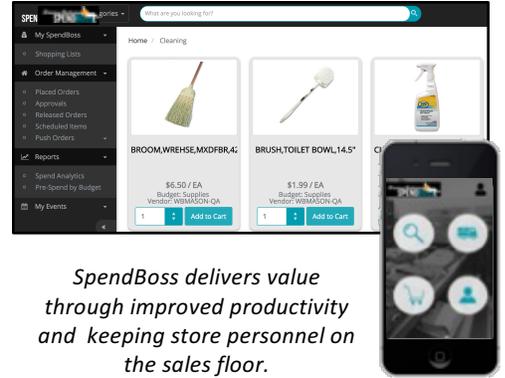
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Case Study

PURPOSE

Tommy Bahama set out to re-energize store managers and provide them with great technology and give them valuable time back on the sales floor. Based on an internal survey, the team initially estimated that store managers were spending 1-2 hours a week focused on ordering supplies, work orders and other back office tasks.

The team placed a high priority on easy to use, mobile and tablet ready technology with high hopes of reaching 100% adoption at the store level. The focus of the implementation was to streamline supply ordering, vendor management and to deploy technology in line with Tommy Bahama's core value - "simple is better." That mantra is a critical core value for the Tommy Bahama brand experience for both guests and employees.



SpendBoss delivers value through improved productivity and keeping store personnel on the sales floor.

"I don't want store managers to have to remember how much bleach they have! The technology should coach them, guide them and get out of their way."



Mike Barrow, VP of Retail at Tommy Bahama

SOLUTION

After learning about SpendBoss, Tommy Bahama got excited about realizing their vision of an easy to use technology that store managers would eagerly adopt. SpendBoss is designed from the ground up to help retailers both at the store and corporate level manage and control supply spend and other indirect activity.

SpendBoss provides the ability to manage order flow at multiple locations with a centralized service that allows retailers to have complete visibility and control across unlimited numbers of locations. Because SpendBoss is so easy to use, little training is needed and adoption is 100% to date.

SUCCESS

The results so far have been great. The team rolled out SpendBoss to 20 stores in early 2015, and within 90 days every location was using SpendBoss. Store managers see it as simplifying their lives while Barrow and his team are now seeing actionable insights from SpendBoss Analytics. The team is able to understand supply ordering at various levels (corporate and store level), consumption, pricing and more. By deploying SpendBoss, Barrow estimates that they are giving back between 1 and 2 hours a week per location.

Barrow said "SpendBoss is much more than just supply ordering, it could be the new store control platform used for everything."

SpendBoss is the most affordable, easiest to implement mobile & tablet ready spend management & analytics solution for small and mid-sized retailers.

SpendBoss makes it easy for managers and employee's to stay focused on what matters with mobile friendly tools that are easy to use and keep you in control.



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