



“One system that does everything”



NAAFI chooses Microsoft Navision and Landsteinar Strengur Retail solution.

NAAFI (the Navy, Army and Air Force Institutes) has selected Microsoft Navision and Infostore Solutions from Landsteinar Strengur to handle all their retail and leisure business internationally. NAAFI is HM Forces' official trading organisation, providing British Troops with services, wherever the British Forces need them.

Flexible software

As Operations Director of NAAFI International, pointed out: “For Operations this is the most important project that will take place over the next six to eighteen months because it will provide management with information, allowing us to make timely and accurate decisions. It means that, from establishment managers in Cyprus to the Commercial teams there and in Germany, we will be able to be proactive rather than reactive in managing the business.”

No effort is being spared in this quest to give NAAFI the IT system it needs to run the business effectively. “We are going for a very flexible piece of software – Infostore solutions – provided by the software company Landsteinar Strengur in Iceland, because we realise how fundamental getting this right is to NAAFI's future success.”

Integrated solutions for all shops and clubs

Nigel Roorcroft, NAAFI's IT Director: “We spent a great deal of time looking at the systems available in the marketplace, going through a rigorous selection exercise with NAAFI's senior management team. The end result was the selection of a system called Infostore. We are particularly pleased that the system is able to cover all our requirements, providing an integrated solution for all shops and clubs.” This means that Cyprus will run its retail, leisure and

Case story

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wholesale business using one system. This system will also handle product, supplier and financial management. In practice, data will be processed in one system and not have to be transferred or duplicated into another, no matter who needs to use it and where they are, e.g. Operations, Commercial or Finance.

“Upon completion of the Cyprus project, other areas of the NAAFI world will benefit from the solutions. We are currently working on an outline plan for the next stages and will have that prepared well before the pilot is completed.”

Global recognition

According to Ingvar Kristinnsson, Landsteinar Strengur Director, the NAAFI project is yet another example of the global recognition Infostore is enjoying. "We are proud that NAAFI chose Infostore after a thorough selection exercise working closely with a team of business experts. We are looking forward to our cooperation with NAAFI and I'm confident that the NAAFI deal will mutually benefit our two companies. In the last few years Infostore has experienced significant worldwide market penetration and is now operating in over 20 countries and has been installed in over 3000 stores."

Retail Solution for Microsoft Navision Infostore is a flexible solution for the retail industry, built entirely inside a MBS – Navision database. Infostore setup can vary from a single shop with a single POS, to multiple shops, connected either via a Terminal Server, or with data replication between the shops and the main office. The Frontoffice can be either a touch-screen or keyboard/mousebased Infostore POS Cashier. The Backoffice has extended functionality, beyond standard Microsoft Navision. Infostore Inventory Management connects the Backoffice of Infostore to equipment such as wireless hand-held units, Palm Pilots®, etc. Infostore also offers plug-ins (Shadow Systems) for special functionality like restaurant, pharmacy, rental, apparel, etc. Infostore in combination with Microsoft Navision, therefore, covers the whole supply chain for its users, suitable to most mid-sized businesses.

Infostore is an authorized add-on for Microsoft Navision and fully utilizes all standard modules within Navision software.



The Max Store at Akrotiri in Cyprus

NAAFI

NAAFI (Navy, Army and Air Force Institutes) was established in 1921 to provide services and products to the British Forces and their families that were unavailable through the military system. It has evolved into over 500 outlets world-wide and ranges from sophisticated supermarket and department store type facilities to one-man canteens operated on ships.

NAAFI currently operates in 16 countries, including Belize, Brunei, Afghanistan and Oman and on 38 ships around the world. It operates shopping facilities, bars and clubs, bowling alleys and wholesale services where required, and returns profit to the Services in a number of ways, both locally and centrally as a contributor to welfare funds. It is a major sponsor of Services sport, enabling over 800 men and women to pursue their sports representing the Navy, Army or RAF in disciplines as wide-ranging as canoeing, basketball and football.

Members of NAAFI's staff operate shops and canteen facilities under the banner 'EFI' (Expeditionary Force Institutes). They serve alongside the military and undertake some military duties in addition to their NAAFI roles. Many of them carry military decorations and citations, as well as large numbers of campaign medals.

NAAFI employs over 4000 staff world-wide, 1000 of these are in Germany and many wives of Servicemen are able to pursue a career overseas through NAAFI. NAAFI is not owned or operated by the military and is a self-sustaining business operated for the benefit of the British Forces and their families. NAAFI has no shareholders.

For further information:

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