BEDDING

STORIS

Retail Software Solution

for Mattress Stores of **ALL SIZES**

Bedding Retail PARTNERSHIPS In Numbers

Bedding Retail Revenue
$7B

Store Count
1900+

Total Users
14,000+

Average NPS Score
9

About STORIS

STORIS has been dedicated to serving bedding retailers for over 30 years. We continuously develop and adapt our real-time technology solutions to bring relevant tools to mattress stores of all sizes. We pride ourselves on an innovative and market-relevant product, as well as highly-trained professionals that deliver in-depth knowledge and unparalleled tenure in the bedding and home furnishings industry.

STORIS Bedding PARTNERSHIPS

America's MATTRESS

American Mattress
Family Owned & Operated

Boston Bed Company

BoxDrop

City Mattress

Croft

DAKOTA VENTURE GROUP

Discount Direct
FURNITURE/MATTRESSES

FACTORY MATTRESS

FRED'S BEDS
MATTRESS CLEARANCE CENTER

homeFURNITURE
Plus BEDDING! Welcome home.

MATTRESS depot USA

MattressDirect
The Best Rest FOR LESS!

MATTRESSFIRM
Save Money. Sleep Happy.

MATTRESS KING
Nashville's Largest Family Owned & Operated Mattress Stores for 25 Years

MATTRESS RANCH

MATTRESS Warehouse

MURMAID MATTRESS

SIESTA BRANDS

The Bedstore
We'll even tuck you in.

Accurate Inventory TRACKING

STORIS' integrated technology solutions enable bedding retailers like you to gain better control over your inventory. With STORIS' inventory management tools, you can efficiently track the performance of each piece of inventory, streamline warehouse processes, and proactively expand your product offerings to meet customer demand. **Seamlessly monitor inventory activity from the point of purchase through your showroom floor, warehouse, delivery, and customer service in real-time.**

◆ **Seamless Multi-Store Management**
STORIS' centralized ERP enables you to streamline your multi-store management with tight user access controls for security. Seamlessly run unlimited store and warehouse locations and maintain accurate inventory information from a single database. Automatic transfers enable you to move and track precise inventory locations throughout your network with ease. STORIS' highly scalable technology helps you gain better control of your operational processes and inventory management while continuously supporting business growth.

◆ **Batch or RF Barcode**
Barcode scanning delivers piece-level precision and accuracy when managing your bedding inventory. STORIS' Barcode technology enables you to accurately transmit information throughout your organization to one centralized database. Easily streamline your processes for receiving merchandise, performing cycle counts and physical inventories, and conducting Bin-to-Bin transfers.

◆ **Product Families**
As a bedding retailer, you often have the same mattress SKU available in various sizes and firmness levels. STORIS enables you to streamline your inventory organization by grouping these individual products as a Product Family within the same SKU. Product Family SKUs can seamlessly sync to STORIS' eCommerce platform, eSTORIS , making it easier for customers to see attribute options for a product of their interest from a single product page.

Sit'n Sleep
YOUR MATTRESS SUPERSTORE

" A pivotal element in selecting STORIS was that they **understood the requirements and demands of the bedding industry.** As we have grown with STORIS, their integrated solutions support all of our operational needs."

Larry Miller
CEO

SIESTA BRAND.

Melissa Verea
Vice President

Alfred Verea
Warehouse Manager

Chuck Botts
Owner

> "Having a seamless customer experience is very important in the home furnishings industry. **STORIS provides the quality of support our business deserves.** There is an extensive, knowledgeable team behind STORIS' solution."

An essential part of inventory optimization is capitalizing on best-selling and high-turning items to meet consumer demand. STORIS' bedding software includes the tools needed for your buyers to **strategically balance your on-hand inventory quantities, execute upon an optimized replenishment strategy, and communicate vital information efficiently with supply chain vendors.**

Just-In-Time Inventory
Utilize the Just-In-Time inventory method to optimize fulfillment times by balancing stock levels and customer demand. Establish your desired on-hand quantities by products and vendor settings to reserve bedding merchandise in time to fulfill customers' orders. This allows inventory to be available just-in-time, increasing your available cashflow while reducing overstock of inventory.

Replenish Inventory for Backorder Needs
STORIS intuitively alerts your buyers to time-sensitive backorders when inventory needs to be replenished. Our automatic bedding stock replenishment system generates a purchase order that your buyers can review and easily send out with the click of a button. This technology can also cross-reference stock across your locations and automatically transfer inventory to another fulfillment location to ensure these quantities get to your store in need.

EDI Interface for Vendor Managment
STORIS' Electronic Data Interchange (EDI) electronically shares communications directly with your mattress vendors. EDI functionality includes confirming purchase order receipts, acknowledging costs and quantities, updating shipment notifications, and approving payables invoices.

Strategic Merchandising MANAGEMENT

STORIS' bedding software solution combines two vital retail functions: inventory and merchandise control. STORIS' Buying Tools provide insights needed to make strategic merchandising decisions that yield an optimized ROI and increase turns. **Seamlessly manage merchandise pricing, adjustments, and markdown strategies while creating a curated representation of the merchandise in your showroom.**

◆ **Costing**
As a bedding retailer, you see first-hand how the price of products can change often. STORIS provides the ability for buyers to update a unit cost within the system, ensuring your selling bedding merchandise at the best attainable margin. Additionally, buyers can easily utilize STORIS' functionality to calculate the average cost of a product, giving them a better understanding of product costs when planning assortments.

◆ **Forms Designer**
STORIS' Forms Designer allows you to create branded showroom floor tags, POS labels, inventory barcodes, receipts, and documents for purchasing, receiving, and distributing inventory. Automatically populate custom-designed receipts with imagery, logos, warranty, and product information based on merchandise from a specific Sales Order. Additionally, Forms Designer can be utilized across your multi-location operation, designing specific forms for various stores.

◆ **Replenish Stock Based on Sales Rate**
When a particular type of mattress is turning well, you want to make sure you're reordering it at the right rate. STORIS' collection of Buying Tools includes Replenish Stock Based on Sales Rate to help you capitalize on increasing turns of your mattresses in a timely manner. This tool automates the process of tracking stock and replenishment to save you time and manual effort while generating optimized replenishment recommendations.

> " The customer journey for a bedding consumer is constantly evolving. STORIS is a partner in supporting Dakota Mattress Ventures in **exceeding the requirements of the modern shopper.** We actively invest in our growth and how technology supports our goals, including streamlining our integrated finance offering ."

Paul Hollister
Managing Partner

Kelly Schaner
Co-Owner

DAKOTA VENTURE GROUP

MATTRESS FIRM®
Save Money. Sleep Happy.

Streamlined Point of Sale PROCESSES

Integrated eCommerce WEBSITE

The technology behind your transactions is key to running a successful bedding retail operation. STORIS' Point of Sale solution is fast, accurate, and reliable for your business to gain a competitive advantage. **Meet customer expectations effectively and complete their purchases efficiently with a streamlined, user-friendly Point of Sale.**

◆ **Sales Order Entry Simplified**
Deliver a user-friendly mattress store POS for your employees including streamlined order entry and security around pricing and discounting. STORIS' sophisticated and secure discounting logic ensures that your business effectively processes promotional offerings and maintains margins. After securing the accurate price, easily coordinate a customer's delivery directly at the POS to meet realistic expectations. Further, STORIS' integrated financing solutions enable you to present your customers with more buying power. With an efficient Sales Order entry system, your team can service more customers, all while delivering a seamless experience.

◆ **Upselling Prompts**
STORIS provides suggested selling recommendations of related items to increase your average ticket including rails, box springs, and mattress protection plans. Additionally, bundling products into Kits, a unique grouping setup in STORIS, will streamline the checkout of product groups often sold together.

NEW

NextGen Mobile POS
For retailers looking to mobilize their sales team, STORIS' NextGen Mobile POS is responsive and device-agnostic, enabling your sales associates to use this technology on the device of their choice. This Mobile POS technology is designed for speed, dramatically decreasing checkout times by using the data organically collected while shopping with your customer. From quick access to accurate product data to easily building Sales Orders, Mobile POS transforms your showroom with a modern technology experience.

With increased consumer confidence in buying mattresses online, the eSTORIS platform provides retailers with a complete website solution directly integrated into STORIS' Unified Commerce Solution. **eSTORIS software provides bedding retailers with the ability, to not only broaden their brand's presence, but also offer their customers an intuitive and easy-to-use self-service experience, without having to leave their homes.**

◆ **Ease of Use**
eSTORIS' software provides various types of self-service interactions that add convenience to your customers' online shopping journey. With an intuitive navigation and predictive product search capabilities, your customers can seamlessly find what they are looking for. Additionally, eSTORIS' built-in, user-friendly content management system makes it easy for bedding retailers to control their day-to-day website management and build web content.

◆ **Integration**
eSTORIS eCommerce software for bedding websites is directly integrated to STORIS, enabling retailers to provide a consistent shopping experience. This integration enables data on bedding inventory, pricing, availability, sales orders, and deliveries to be shared between channels, in real-time. Once orders are completed in eSTORIS, they are automatically sent to STORIS. Already have a third party website platform? Ask about our eBridge Commerce APIs.

◆ **Shopping Cart**
The eSTORIS platform is developed to make the path-to-purchase simple and easy to use. Through a single page, responsive checkout experience, your customers can easily view the breakdown of their total price, change between Ship-To address if they have an established account, schedule their own delivery date, or select their preferred store or warehouse location if they choose to pick up their purchase.

Quality Point of Sale
TECHNOLOGY FOR A
Quality Night's Sleep

STORIS' **Unified Commerce Solution** is engineered to help bedding retailers like you run your entire business efficiently. No matter what type of mattress operation you are running, from an independent business to multi-store franchises, our industry-specific, integrated technology enables you to provide a seamless customer experience.

Request A Demo

Developed & Supported For
BEDDING RETAILERS
Just Like You