

## Update Bulletin

### Teamwork Win at Food Giant

April 16, 200

StoreNext is pleased to announce a major Tier II win at Memphis TN's Food Giant. This new CRS Alabama customer is an expanding 89-store chain with stores running from 3 to 13 lanes, and will be rolling out all stores over the next 18 months.

As is becoming more common, Food Giant did not stop at PoS. Although ISS45 V8 was certainly a core product decision for their IT group, Food Giant will also implement both StoreNext's C-STAR and CIH systems over Connected Services, and other StoreNext options may follow.

Food Giant not only will be one of nation's largest ISS45 users, but also represents a textbook case of the ideal partnership team that is required to demonstrate value and capability to supermarket companies of this type and size. Neither the Dealer nor StoreNext could have satisfied this customer alone: Terry Woods, CRS' president, worked closely with the StoreNext Team of K.C. Potts, Larry Schmitz and Dave Murphy. Pooling their technical, relationship, account and product capabilities, together they created a proposal – along with the support and product strategy – that met all Food Giant's requirements and negotiated the terms of the subsequent agreement.

Congratulations to Food Giant for their well-managed selection process, and to the CRS/StoreNext team for a job very well done.

To Your Success,

***Tony***

*Antony van Seventer*

***PS: StoreNext Dealers – make this same strategy work for you and put one up in the Win column! When you've got a big deal coming up, make sure you and your StoreNext account manager get KC, Bruce, Ray, and our Systems Engineering staff on your campaign team. Good things will happen.***

This document and information are supplied to StoreNext Retail Technologies personnel and third parties to assist them in doing business with StoreNext. They are not to be used or distributed for any other purpose.

StoreNext Retail Technologies LLC endeavors to ensure that the information in this document is correct and fairly stated, but does not accept liability for any error or omission.