



NEWS RELEASE

For Immediate Release

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Lenox Corporation Serves Up Improved Store Efficiencies with POS from UTC RETAIL

Implements POS-J in-store solution, ReadyStore mobile POS and 2100 POS hardware platform

Rochester, NY, September 17, 2014: UTC RETAIL, a full-service provider of in-store solutions to the retail marketplace, including software, hardware and professional services, announced today that Lenox Corporation has recently completed a rollout out of UTC RETAIL POS software and hardware to its 21 retail locations.

“We are so pleased that Lenox selected us as their new POS partner,” said Sam Villanti, President and CEO for UTC RETAIL. “Their previous solution was 15 years old. So, they had a very specific list of things they wanted in a new solution, including a mobile application that offers both POS and back office functionality. With our robust suite of products and service capabilities, we were able to fulfill Lenox’s requirements and provide them with an exceptional overall value.”

Lenox Corporation has deployed a combination of UTC RETAIL’s products, including POS-J, Gift Card and Loyalty, and the 2100 all-in-one POS hardware platform. Additionally, they implemented ReadyStore, UTC RETAIL’s full-featured mobile POS or mPOS solution. ReadyStore is unique from other mPOS solutions in that it provides a fully functioning POS, with the same transaction set and user interface available in POS-J. This allows for a greater level of customer service, drastically reduced associate training time, and less risk by managing one application across traditional and mobile POS platforms. Lenox will also be deploying UTC RETAIL’s Gift Registry solution this year.

“When we decided to search for a new POS solution, we wanted something that met both our functional and technical needs. We evaluated a variety of vendors, and knew that it was important for us to find a vendor that would be a great partner too,” said Erik Andersen, CIO for Lenox Corporation. “UTC RETAIL consistently met our expectations throughout this implementation. Our store folks are thrilled with the new solution, including the mobile functionality. It allows them to be on the floor with the customer, checking inventory and ringing sales. Additionally, we’ve seen significant improvement in our ability to accurately and efficiently manage the large number of sales promotions that we run on a weekly basis.”

Lenox Corporation is a market leader in quality tabletop, giftware and collectibles. The company is celebrating a landmark 125th anniversary in 2014 and markets its products under the Lenox, Donna Karan Lenox, Marchesa by Lenox, kate spade new york, Dansk and Gorham brands. Lenox sells direct to the consumer through its website and 21 company-owned stores. For more information on Lenox Corporation, please visit www.lenox.com

About UTC RETAIL™

UTC RETAIL offers a suite of in-store solutions, including software, hardware and services, which help retailers to thrive in the ever-changing and always accelerating retail climate. With over 25 years of experience and more than 450,000 store-level installations, we have been recognized as the industry leader in delivering outstanding service and exceptional value. Most recently, UTC RETAIL was again named a top 20 overall provider in the 2013 RIS News Software LeaderBoard. By leveraging innovative, modern technology, our solutions provide you greater flexibility across multiple channels and platforms, and extend the long-term benefits of your investment, well into the future. For more information on UTC RETAIL, visit us at www.utcretail.com.