

# Epicor Eagle Business Management Solution for Garden Center Retailers

Properly tended with the right tools by experienced hands, plants grow and bear fruit—the same is true for your lawn and garden retail business.

For 50 years, Epicor has been developing business management systems that help retailers optimize their processes and boost growth. Today, our solutions are at work in more than 30,000 retail locations across North America, creating more satisfied customers and more efficient, profitable businesses.



## Epicor Eagle

Epicor® Eagle® is an advanced point of sale (POS) and retail management system. This robust, fully integrated software solution features built-in best practices and a host of tools that allow small and midsize lawn and garden retailers to improve productivity and drive results:

- Streamline operations
- Grow revenues and profits
- Improve labor efficiency



1

### Point of Sale

The POS solution is easy to master, even for new and seasonal staff. It provides your customers with faster, more accurate service while avoiding checkout errors.

2

### Mobile

Use a combination of mobile tools to operate your business more efficiently, meeting customer expectations and improving overall employee productivity.

3

### In-Store Gift Card

Attract and retain a higher level of customers who purchase more, more often. Customers who use gift cards spend 20% more than the card value.

4

### Inventory Planner

Bring precision to a number of your key inventory planning elements—including lead times, usage rates, order points, and more.

5

### Document Management

Reduce the volume of paper used and stored, cutting down on waste and increasing office efficiency. Scan all your important paper documents and store them electronically.

6

### Inventory Management

Implement real-time, integrated inventory management to maintain a clear view of what you have—and don't have—in stock.

7

### Customer Loyalty

Nurture your frequent shoppers with a flexible program that lets you choose how to measure, monitor, and manage customer loyalty.

8

### Purchasing and Receiving

Take advantage of automated methods for making group price changes, fine-tuning inventory, and updating price data.

9

### Integrated Finance

Integrated general ledger, accounts payable, and accounts receivable provide deep insights into your financial activities.

10

### eCommerce

Build a web storefront to increase sales by reaching more customers while providing the convenience of shopping online.

# Epicor Eagle Helps Garden Retailers Grow

## Streamlined Inventory

**65%**

of users reported more accurate and streamlined inventory management with Epicor Eagle.

*TechValidate survey of 981 Epicor users.*

## Employee Productivity

**100%**

of users saw staff productivity increase by 20% or more with Epicor Eagle.

*TechValidate survey of 479 Epicor users.*

## Increased Profit Margins

**46%**

of users experienced profit margin growth after deploying Epicor Eagle.

*TechValidate survey of 860 Epicor users.*

## Reduced Inventory Investment

**79%**

of garden center customers reduced inventory investment by 5–10% after implementing Epicor Eagle.

*TechValidate survey of 24 Epicor users.*

## Increased Gross Margins: Individual Results

Leo's Feed & Garden Center of Cedar Lake, Indiana, and Pesche's Flowers of Des Plaines, Illinois both increased gross margins by five points or more after implementing Epicor Eagle.

*Justin Govert, CFO | Leo's Feed & Garden Center and Chris Pesche, Owner | Pesche's Flowers.*

# Hear From Our Customers

*“Overall, Eagle software makes our lives easier. Without it, it would be much more difficult to get the information that we need to run our business and make good decisions.”*

*Jennifer Wannemaker, General Manager  
Wannemaker’s Home and Garden*

Wannemaker’s Home and Garden of Downers Grove, Illinois increased margins by 8% and saw a one-point increase in inventory turns and loyal customers.



*“When we scan products we can see the cost, stock levels, our gross profit, and outstanding orders—you name it. Eagle Mobile Manager really prevents us from spending money where we don’t need to and puts the money where we do.”*

*Derek Ellis, CEO | Ellis Home and Garden*

Ellis Home and Garden of Bossier City, Louisiana uses the Epicor Eagle Mobile Manager app to monitor business activity easily on a mobile device.



*“We love how simple our loyalty program is now, and it has helped us gain about \$100,000 in margin improvements over our prior loyalty program.”*

*Peter Mezitt, President | Weston Nurseries*

Weston Nurseries in Hopkinton, Massachusetts improved margins by 2%, enriched customer experience with more relevant promotions, and maintained more accurate inventory levels.



*“Epicor Eagle software has been one of the best investments we’ve ever made and has helped us achieve nearly a 6% increase in earnings and approximately 25% increase in sales.”*

*AJ Petitti, President | Petitti Garden Centers*

Petitti Garden Centers of Oakwood Village, Ohio increased inventory accuracy by 20%, while improving the overall customer experience through loyalty programs and instant access to answers via smartphones.

*“We’ve been an Eagle user since the late 1990s, and the solutions provided are a big reason we are able to keep an accurate count of all that merchandise—and having that merchandise available satisfies our customers.”*

*Richard Christakes, CEO | Alsip Home & Nursery*

Alsip Home & Nursery of Frankfort, Illinois saved more than \$17,000 in the first seven months with the new payment processor. They benefitted from real-time insights into quantity on-hand, which in turn drove better buying decisions.



**Whether you’re looking for a cloud-based or on-premises system, Epicor Eagle lets you choose the solution that works for your business. Contact Epicor today and learn more.**

## EPICOR

We’re here for the hard-working businesses that keep the world turning. They’re the companies that make, move, and sell the things we all need. They trust Epicor to help them do business better. Their industries are our industries, and we understand them better than anyone. By working hand-in-hand with our customers, we get to know their business almost as well as they do. Our innovative solution sets are carefully curated to fit their needs and built to respond flexibly to their fast-changing reality. We accelerate every customer’s ambitions, whether to grow and transform, or to simply become more productive and effective. That’s what makes us the essential partners for the world’s most essential businesses.

Contact Us Today: [info@epicor.com](mailto:info@epicor.com) | [www.epicor.com](http://www.epicor.com)

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