

K3 Retail speaker

## Paving the path to success – Easier, Faster, Better

Niall McGovern | K3 Retail

### Keeping up with your competitors through latest updates

Such is the pace of change within the retail industry, and the ferocity of the competition, that it is imperative retailers invest sufficiently in their IT infrastructures and ensure they are always running the latest versions of their software solutions.

Speaking at the K3 Retail ‘Make Happy’ conference in London recently Niall McGovern, product manager at K3 Retail, suggested all retailers must at least be starting their technological and transformative journeys to enable them to compete more effectively with the growing number of powerful new providers in the market.

“Having the latest technology adoptions has its benefits of course but retailers need reasons for making such investments – whether they are commercial, functional or technical. However, the competition won’t stand still and stay in-line with a retailer’s legacy capabilities,” he warns.

### Agility as a retailer is crucial

“As Amazon pushes the boundaries then consumers expect all retailers to offer the same level of service. It’s the pull of the market. If a new social media tool comes along and is all the range, and it is in a retailer’s space, then they need to be as agile as possible to adapt to it,” suggests McGovern.

This becomes possible if they adopt cloud-based services whereby they can ‘plug & play’ with the new aspects of upgrades and remove them if they are insufficiently useful.

“By being on the latest technology releases retailers can benefit almost immediately from the push of new solutions. They need this to be able to avail themselves of the most recent developments of Microsoft and K3 itself,” he explains.

### Easier, Faster, Better

K3 is advocating an ‘Easier, Faster, Better’ methodology to the deployment of the upgrades to the software infrastructure of retailers. The ‘Easier’ component involves adhering to a process-drive, customer-first approach to the delivery of the latest solutions.

The ‘Faster’ aspect is the speed with which the data migration from legacy systems to the latest K3 Retail solutions can be undertaken. The final ‘Better’ piece is undoubtedly subjective, according to McGovern, and involves improving the deployment of the latest versions through cloud services.

“Retailers can reduce their IT costs through cloud-based hosting and can subscribe to cloud services with minimal up-front investment. The cloud could be managed and provided by K3 (in a private cloud) or managed by K3 but provided via Microsoft’s Azure (public cloud),” he says.

To find out more, visit [k3retail.com](http://k3retail.com)