



## The Athlete's Foot implement a new chain-wide Intranet solution, in record time.

### The Mission

To implement a fully functioning Intranet system for the chain, meeting an aggressive project deadline and set of milestones.

### The Solution

Biko Technologies implemented its FranchiseShare Intranet solution.

Project milestones were met and the system was completely delivered and accepted by the deadline.

The solution provides numerous features designed to streamline communications throughout The Athlete's Foot network, including;

- ? Fully indexed and search-able document libraries
- ? Collaborative tools such as discussion forums and surveys
- ? Contact lists, announcements and group-wide events calendar functions designed to keep everyone informed with what is happening.
- ? Franchise specific functions for consolidating royalties and sales data and for disseminating inventory updates to all stores
- ? Ability for stores to place orders for supplies from The Athlete's Foot warehouse.
- ? Ability for franchise owners who own multiple stores to manage information for all their stores with a single logon.

### The Result

The Athlete's Foot launched the new Intranet at their summer conference in Sydney.

Within a few days of going live, The Athlete's Foot stores were all successfully uploading their sales data and royalty information using the new Intranet.

| Month  | Quarter | Period | Total Sales | Total Royalties |
|--|---------|--------|-------------|-----------------|
| 1  | 1       | 1      | 1           | 1               |
| 2  | 1       | 2      | 2           | 2               |
| 3  | 1       | 3      | 3           | 3               |
| 4  | 1       | 4      | 4           | 4               |
| 5  | 2       | 1      | 5           | 5               |
| 6  | 2       | 2      | 6           | 6               |
| 7  | 2       | 3      | 7           | 7               |
| 8  | 2       | 4      | 8           | 8               |
| 9  | 3       | 1      | 9           | 9               |
| 10   | 3       | 2      | 10          | 10              |
| 11   | 3       | 3      | 11          | 11              |
| 12   | 3       | 4      | 12          | 12              |
| Total Sales for Period including GST \$ 0.00 |         |        |             |                 |
| Less GST \$ 0.00                             |         |        |             |                 |
| Total Sales for Period excluding GST \$ 0.00 |         |        |             |                 |
| Less Royalty % Fee \$ 0.00                   |         |        |             |                 |
| Total Royalty \$ 0.00                        |         |        |             |                 |

### The Customer

**“We selected Biko Technologies for this project because their considerable experience in working with both franchise chains and retailers meant that they were easily able to understand and respond to our needs.**

**More importantly, their track record of delivering projects to specification, on time and on budget gave us a great deal of comfort.**

**They certainly lived up to this reputation and in all respects delivered a project that exceeded our best expectations, despite the very tight deadlines that were imposed on them.”**

Mr Michael Hirschowitz  
Commercial Director



**The Athlete's Foot implement a new chain-wide Intranet solution, in record time.**

With 100 stores (and growing) situated in every state and territory of Australia and New Zealand, The Athlete's Foot is a leading retailer of sports, leisure and comfort footwear.

The group comprises a combination of company-owned and franchised stores.

**Fully Managed and Outsourced**

FranchiseShare is fully managed and outsourced.

This means that The Athlete's Foot required no technical infrastructure, technical expertise or training to implement their Intranet solution.

**Scalable**

The solution is built upon industry standard technologies and is hosted in a secure data center, ensuring the system will adapt and scale to meet the requirements of The Athlete's Foot down the track.

**Franchise System Friendly**

The solution includes several functions designed specifically to meet the needs of franchise systems, such as;

- ? Ability to collect and consolidate sales and royalty data
- ? Ability to disseminate inventory updates
- ? Ability to place orders for supplies from the central warehouse
- ? Single logon for franchisees who own multiple stores.

**FranchiseShare Benefits Checklist**

|   |   |
|---|---|
| <b>Secure and reliable</b>  |   |
| User ID and password authentication, encryption where appropriate   | ✓ |
| Hosted in a state-of-the-art data centre, monitored 24/7  | ✓ |
| <b>Straightforward</b>  |   |
| Simple to use and fast for franchisees to search, browse and access information online  | ✓ |
| Easy to update and maintain information   | ✓ |
| Auto email alerts when Intranet content is updated or when information is due.  | ✓ |
| Specific functions designed for franchise networks, such as Surveys, royalties, inventory updates, sales data consolidation and warehouse orders. | ✓ |
| <b>Effective</b>  |   |
| Reduce your communication costs   | ✓ |
| Encourage collaboration among your franchisees  | ✓ |
| Simplify the process of communicating with your franchise network   | ✓ |
| <b>Affordable / No Risk</b>   |   |
| No setup fees   | ✓ |
| Modest monthly access fees  | ✓ |
| Fully hosted and managed solution   | ✓ |

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