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City Furniture Selects Ingenico Group and IBM to Deliver Enhanced In-store Experience

Ingenico Group's mobile point of sale solutions, combined with IBM's MobileFirst applications, enable City Furniture to streamline the in-store path to purchase

Atlanta, GA – August 2, 2017 – [Ingenico Group](#) (Euronext: FR0000125346 - ING), the global leader in seamless payment, today announced [City Furniture](#), South Florida's leading furniture provider, has chosen to upgrade the point of sale (POS) across its 15 City Furniture and 12 Ashley Furniture HomeStore showrooms.

All stores have implemented Ingenico Group's RP750x mobile point of sale (mPOS) card reader, which is paired with an iPad Pro via Bluetooth to run additional applications. The solution also leverages Ingenico Group's mPOS EMV Software Development Kit (SDK) and Ingenico Decryption Web Service (DWS). Ingenico Group's mPOS EMV SDK allows City Furniture to process and securely accept all forms of payment, including EMV chip & sign, EMV chip & PIN, magstripe and NFC/contactless. In addition, the DWS allows every location to process City Furniture's "Private Label" finance cards and City Furniture gift cards.

To address the shift brought about by today's empowered customers, City Furniture also partnered with IBM to roll out three [MobileFirst applications](#), which enable its 400 sales associates to streamline the in-store path to purchase. The 'ASAP (Sales Assist),' 'Payment,' and 'Finance' applications, combined with the benefits of Ingenico Group's mobile card readers, equip City Furniture's associates with the insights and flexibility required to deliver a more efficient, personalized shopping experience for their customers.

"Our goal at City Furniture has always been to provide consumers with the best customer service and in-store experiences, so partnering with Ingenico Group and IBM was an easy decision," said Steve Wilder, CFO and CIO at City Furniture. "Their solutions allow us to accept different forms of payment from anywhere in the showroom, while offering a more engaging sales experience. This gives us a significant competitive advantage because not many retailers are using mobile payment systems, especially in furniture retail."

Additional benefits of City Furniture's partnership with Ingenico Group and IBM include:

- **Improved Security:** The powerful and compact RP750x has allowed City Furniture to implement multi-layered security using point-to-point-encryption (P2PE), which has significantly lowered its Payment Card Industry (PCI) compliance scope.
- **Enhanced Payment Acceptance Flexibility:** By working with IBM to build a custom payment acceptance application that integrates with Ingenico Group's mPOS EMV SDK, City Furniture has the ability to update and change its sales tool as needed. Also, Ingenico Group's mPOS device allows City Furniture's sales associates to accept a myriad of different payment types anytime, anywhere.
- **Delivering a Better In-store Experience:** Consumers have come to expect more streamlined retail experiences. By partnering with Ingenico Group and IBM, City Furniture has taken the necessary steps to implement the technology that enables this, allowing the company to differentiate itself from the competition.

"Ensuring that our customers are able to accept and securely process all forms of payment anytime, anywhere, is at the core of our business," said David Szczepanski, COO, Mobile Solutions at Ingenico Group North America. "As the brick-and-mortar retail landscape continues to evolve, we are proud to provide solutions that enable merchants to accelerate the checkout process and let their customers pay when and how they want."

About Ingenico Group

Ingenico Group (Euronext: FR0000125346 - ING) is the global leader in seamless payment, providing smart, trusted and secure solutions to empower commerce across all channels, in-store, online and mobile. With the world's largest payment acceptance network, we deliver secure payment solutions with a local, national and international scope. We are the trusted world-class partner for financial institutions and retailers, from small merchants to several of the world's best-known global brands. Our solutions enable merchants to simplify payment and deliver their brand promise. Learn more at www.ingenico.us or twitter.com/Ingenico.



About City Furniture

Ranked among Furniture Today magazine's Top 100 U.S. Furniture Stores, City Furniture leads the industry in its trading area by providing shoppers with an outstanding array of styles and choices at great values. Key product categories include furniture, mattresses, and home accessories. The company has 15 City Furniture stores in its network, which stretches from Miami through Vero Beach in southeast Florida, as well as Naples and Fort Myers on the state's west coast. Also, as a premier Ashley HomeStore licensee in southeast and southwest Florida, City Furniture owns and operates 12 Ashley HomeStore locations. For information visit www.cityfurniture.com.

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