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**\*\*\*FOR IMMEDIATE RELEASE\*\*\***

**BANDYWORKS ANNOUNCES EXPANDED SOLUTION TRACKS TO IMPROVE  
STORE OPERATIONS AND PROFITABILITY**

*BandyWorks helps retailers communicate more effectively and improve access to the data operators need most to improve their store operations.*

**COLONIAL HEIGHTS, VA (June 4, 2024)** -- BandyWorks, an operational management solution and follow-up system for convenience store brands including JD Streett, GoMart, Garrison's, Small Stop, and Warrenton Oil, today announced expanded solution tracks that add new tools and capabilities for operators as they progress through each track.

The "Growth" track begins with Scorecards aligning corporate and store staff for better store performance. Sales Optimizer helps maximize vendor offerings and margins while Upselling Coach focuses staff on adding more sales to each transaction to drive incremental profits.

The "Control" track begins with Shrink Control providing simple and specific notifications of exact transactions and staff that need attention. Age Verification addresses retail compliance for underage sales by identifying the stores and cashiers who are at higher risk of selling to underage customers. The Labor and Scheduling solutions allow operators to use payroll and transaction data to drive hours to the most profitable products while optimizing store labor to ensure sufficient customer service throughout the day.

The "Tobacco" track begins with Tobacco Scan Data processing multipack for Altria, RJR and ITG. Quick Loyalty enables operators to drive extra sales and achieve tiered level compliance in weeks using existing price book management. Identification & ODA / P+ allow operators to earn extra marketing dollars and the ability to create unique customer relationships.

Each of these tracks are managed in the BandyWorks platform - a store performance system that shows store and staff results by store, district, region or chain. The system

provides daily, weekly, monthly, quarterly and annual assessments based on historical results. BandyWorks removes unnecessary research, showing operational trends, listing specific items that need attention, and enabling structured oversight and coaching.

JD Streett tested the BETA version of BandyWorks and Darrell Meek found that it “provides all the data in one spot. It has everything we need to know about how our stores and staff are doing. Our results come from our people. We use this tool to coach and support our people to improve results.”

The BandyWorks platform is the culmination of a decade of analytical work with convenience store operators. It includes years of training, coaching and feedback. Mason Cowan, product manager of the BandyWorks platform, commented that “we know how hard it is to keep stores open, fully staffed and delivering consistent service with a smile. Our key is to allow managers to have more time to work with people – customers and staff. By reducing the research and data work, managers can apply the assessments with staff and customers quicker. It takes tedious work away and puts managers into their sweet spot – working with people.”

At GoMart, Ian Stewart has found that “BandyWorks levels the playing field. We have a lot of managers with different levels of technology skillsets. Now those great people managers that struggle with automation are able to have the same data understanding as the more technologically advanced ones. The time savings are real and significant. Our age verification compliance is much higher while our management tracking time has been greatly reduced. We always are looking for ways to have better results that require less time.”

### **About BandyWorks**

Like many of our C-Store customers, BandyWorks is family owned. We value simple, direct, motivating, and impactful insights. Our mission is to improve store operations: increase sales, reduce loss and save time. We manage your data analytics so you can manage growth. Our collaborative process, relationship building, problem-solving fixation and drive to boil data to the bare essential truths creates time by making it simple to see operational status – the good and the bad. For more information, please visit [www.bandyworks.com](http://www.bandyworks.com).

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