

# Convenience store chain exceeds target openings with help from Copeland Intelligent Store Solutions



## Customer

The upstart convenience store is aiming to be the biggest online-to-offline (O2O) retail company in China. Their business is mainly focused on deliveries within a store's 2 kilometer radius. Fresh food and vegetables are delivered to the customer within an hour. They hope to become the leader in ever changing and rapidly expanding ecommerce market.

## Challenge

The convenience store chain had an aggressive expansion plan to open 5,000 stores within one year. They needed a partner that would not just supply their requirement but to ensure efficient and consistent equipment installation and support on such a substantial scale.

## Solution

Copeland provided a package of highly efficient Digital ZX Condensing units bundled with Dixell XR75CX Controllers and RS485 MODBUS configured with Site Supervisor. This solution is designed to help them quickly identify and prioritize issues that impact equipment, product quality and energy efficiency, enabling them to exceed their target.



Condensing Unit



Controller



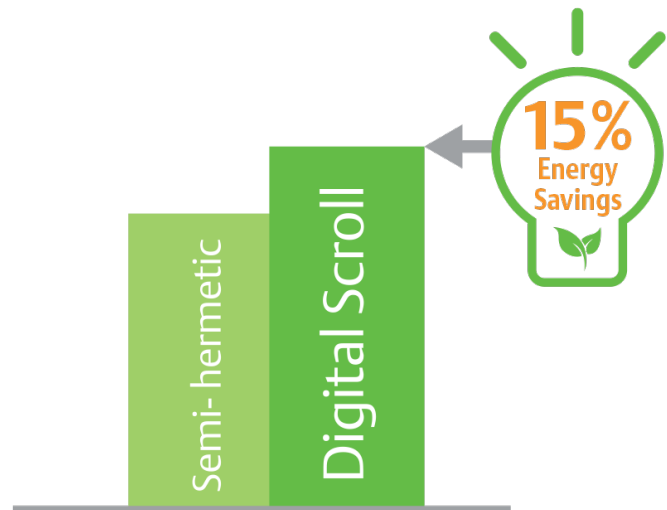
Site Supervisor





## Result

Copeland's Intelligent Store enables a rising convenience store chain to form better facility decisions while lowering operational costs. Our Intelligent Store solution automates site management tasks, prevents equipment failure and protects food quality in all of its stores. Copeland also provided technical training for its store personnel to ensure proper installation and worry free operations. They were not only able to achieve their target of 5,000 stores but exceeded it by more than a thousand stores in 2018.



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