



Macro and Crimson Partners with Open Systems for An All-In-One Retail Solution: Macro CLASS

Greensboro, NC, Toronto, ON, and Shakopee, MN, March 18, 2019 – Macro Integration Services (“Macro”) and their long-time partner Crimson Transaction Technologies (“Crimson”) are announcing a new partnership with Open Systems Inc. The partnership will provide liquor retail customers with an all-in-one solution for implementing Point-of-Sale (POS), Payments, Enterprise Resource Planning (ERP) with ongoing support services. This all-encompassing offering is called **Macro CLASS** (Complete Liquor Application Software and Services) and aims to provide the features and functionality that all retailers seek to enhance their businesses – conveniently.

Macro and Crimson, innovative providers of Point-of-Sale software and payments applications for retailers, will be offering their suite of retail solutions. With modules such as Back Office, Cashier, Headquarters, and Payments, this retail suite provides real time reporting, up-to-date security to protect transactions, private information and much more.

Open Systems is a provider of flexible ERP solutions designed to support unlimited business growth no matter the size of the company or industry. Their ERP software includes accounting, distribution, manufacturing, and enterprise resource planning that can provide a complete insight into every retailer’s business management needs. With an overall solution that assists in managing all facets of an organization, business success is that much easier.

Working in partnership with Macro for over 15 years, Crimson has collaborated with them in multiple customer implementations. As a trusted provider of services including hardware provision and staging, deployment, maintenance and project management this new solution leverages Macro’s expertise. With years of liquor retail experience behind them, they will deliver the overall **Macro CLASS** solution for the retailers.

The amalgamation of all three providers into one joint solution allows retailers to adopt enhanced technology in an efficient and cost-effective manner. Rather than pursuing the services of numerous providers, the all-in-one **Macro CLASS** solution is a one stop shop for any retailer to fortify their business with the solutions, service, and support that can only be offered by these top-class providers.

The complex retail environment is always changing. Macro is poised to be there to help our customers through the process based on our experience and knowledge of the ABC and Retail industry. "Partnering with companies like Crimson and Open Systems, allows us the opportunity to provide the NC ABC Boards a complete solution for any size ABC Board. Macro CLASS is a new innovative approach that we are happy to introduce" says Guy Penegar, Director at Macro.

Angelo Kalpakis, Director at Crimson expressed, “We’re excited about the partnership with Open Systems and the opportunity to provide a full solution to customers. We believe that Crimson’s strong presence in the POS and payments space is a great fit alongside both Macro and Open System’s many offerings.”



Open Systems adds, "The partnership with Crimson and Macro allows Open Systems to add additional offerings that show our commitment to our clients and the ongoing challenges they face," said Paul Lundquist, Vice President of Corporate Development. "We are so pleased to have the opportunity to be a strategic component of Macro CLASS and find that the Macro and Crimson technology offerings are among the best in this space."

About Macro

Based in Greensboro, NC, Macro Integration Services has been solving complex problems for retailers for 17 years. We are a trusted advisor to our customers and a knowledgeable advocate for our partners. Our deep experience and network of technology partnerships bring cost effective results tailored to each customer. The Macro approach is different. Each customer has a dedicated team of solution managers, relationship managers, and courteous and professional engineers. Our team of professionals are 100% committed to work within the customer's budget, schedule, and scope of work. It truly is our people that make the difference.

About Open Systems Inc.

Open Systems, Inc. is a leading provider of powerful business, accounting, CRM, ERP, and mobile software solutions for organizations in many industries, including distribution, manufacturing, and nonprofit. Open Systems has served customers with cutting-edge technologies, and adaptable business solutions for over 40 years. Products offered include Microsoft.NET and SQL Server-based TRAVERSE for the Microsoft platform, and Java-based OSAS for Windows, Mac, and Linux users. For more information on Opens Systems products, call 800-328-2279 or visit www.osas.com

About Crimson Transaction Technologies

Founded in 1998, Crimson Transaction Technologies is a privately held software development company focused on providing the ultimate secure, industry-leading payment processing solutions for various retail and government industries. Our skill in designing and implementing payment processing guides our ability to provide clients with secure and reliable systems that ensure a smooth checkout experience for cashiers and end customers. Learn more at www.crimsonpayments.com.

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