

# How a major retail chain turned a mass integration challenge into a massive success



## The Challenge

### Integrating solutions into custom environments

A large retail chain partnered with an IT firm to develop, design and deploy thousands of new point-of-sale kiosks, but struggled to integrate a video conversion solution that supported their custom Linux-based operating system.

## The Solution

### The hard-to-find problem solvers

The firm reached out directly to our team, and after meeting our Solutions Engineers, identified a straightforward solution that integrated a driverless adapter into their kiosks. The engineers also suggested a helpful code modification that allowed the adapter to be easily integrated into the existing design, saving both time and update costs.

## The Result

### Seamless integration for a worry-free mass deployment

Trusting that StarTech.com would have the hard-to-find solution to their video connectivity meant the customer didn't need to waste time or money juggling multiple proposals or solutions. This single-source approach ensured their deployment was successful, within scope, and on time.

### Key Product:

USB32HDPRO, a USB 3.0 to HDMI adapter that lets you add an HDMI display to a computer, providing a simple and cost-effective way to expand video capabilities.



The ability to work closely with our clients allows us to identify solutions that not only solve their issues but also save them time and money in deployments.



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