

Thinking Outside the **BOXS**

Innovative point-of-sales solutions from BOXS help companies quickly scale up their business.



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Roman Podkorytov
Co-Founder
BOXS Limited

As retailers and restaurateurs emerge from the global pandemic, they are reconsidering what works best for their expanded hybrid customer base. Headquartered in Hong Kong, BOXS supports online and offline businesses through its proprietary point-of-sales (POS) solutions, helping retailers navigate the complexity of a myriad of payment systems from different vendors. Its customers’ payment options, including in-store cash sales, customer self-order through mobile devices, or pop-up kiosks, can all be managed within one virtual “box” of integrated solutions. As every payment received can be funnelled digitally within the same system, businesses can operate effectively and efficiently.

Hong Kong Nurtures a Strong Talent Pool

“Hong Kong has very smart and talented people who consistently work hard and do their jobs with passion,” stated Co-Founder of BOXS Roman Podkorytov, referencing his current team of 16 research and development staff members with a target to double that head count in the coming year or two. “Hong Kong is the optimal place to run a business. We can meet the whole world here. For one of our product demonstrations, we were able to receive feedback from people of all backgrounds from different countries. It meant that we can design products based

on the global experience. The icing on the cake is the government’s support. Through places such as Hong Kong Science and Technology Parks and City University of Hong Kong’s HK Tech 300 alongside support networks such as InvestHK, we have the means to work efficiently, achieve results and make meaningful contributions. Hong Kong’s very infrastructure allows for boundless opportunities.”

Simplifying Payments Channels

Podkorytov’s previous experience working in luxury Mainland Chinese hotels deepened his understanding of the pitfalls associated with scaling up utilising different software and payment systems. “One restaurant today could become three or four tomorrow. I notice how quickly the virtual retail and restaurant business space can change, and the challenges of managing various payment channels from different vendors,” he said. “Our innovative, integrated POS solutions greatly simplify the whole process. We offer a one-stop shop: one box system with all the tools to manage and grow business. We are able to set up solutions and conduct training for each of our client’s new shops within three hours. With just a few clicks, owners and operators can scale up easily. We want our products to be easy and enjoyable to use.”

Four years after its launch, BOXS has amassed a solid customer base. Looking ahead, BOXS plans to expand across the Guangdong-Hong Kong-Macao Greater Bay Area (GBA) and drive deeper integration into Mainland China, leveraging Hong Kong’s unique positioning and competitive advantages.

“Hong Kong is a world-class city with many different facades. It is a place of contrasts – of beautiful country parks alongside modern architecture and dense urban living. You can experience the world here.” Podkorytov concluded.

BOXS

- Founded in 2018 by a quartet of international tech entrepreneurs, BOXS allows retailers and restaurateurs to streamline payments through integrated point-of-sales solutions
- BOXS is headquartered at Hong Kong Science and Technology Parks with upwards of 30 staff members

 boxs.hk