Standard ERP

Point of Sales

True integration
Point of sales, CRM, purchasing, inventory and accounts in the same application

Single server architecture
Have centralized control of your system and reduce the costs for hardware

Multi-store
Supports real-time single and multi-store operations worldwide

Offline Point of Sale
Mixed real-time and local, batch Point of Sales for greater flexibility

Mobility
Process sales transactions and even take payments on various handheld devices

Mixed Platform
Mix and match Windows, Mac, Linux and handheld clients

Business Intelligence
Graphical dashboards on key sales measures delivered in hours

The World's Best Integrated Business Platform

Automate point of sale processes and gain powerful insights to help you deliver superior customer service

Standard ERP is ideal for a retail Point of Sale environment. This fully integrated system links your front office point of sales system directly to your back office operations. Access the relevant data real-time, or offline if required.

Hardware setup

Standard ERP is ideal for a Point of Sale environment (POS), such as a shop. Standard ERP is loaded onto a PC connected to the network, which acts as the till. Various POS devices can be connected to the PC and used for data entry or output by Standard ERP:

Barcode scanners

Standard ERP accepts data entry for any field from a barcode scanner, including inventory codes, commercial barcodes, and serial numbers.

Receipt printers

Standard ERP is best set up to print to these printers using escape sequences. Document layout is customisable.

Cash drawers

Standard ERP can issue escape sequences to open a cash drawer when printing receipts.

Intelligent keyboards

Programmable keyboards allow one or more series of keystrokes to be preprogrammed, so a series of Standard ERP commands can be performed at the touch of a single key.

Keyboards can be used in this way for data entry (instructing Standard ERP to add a particular piece of data into a specific field), for printing, opening a cash drawer, and moving on to the next transaction.

"It was important for us that the selling process in the system would be quick and foolproof. It was important that the system was very user friendly, that it's almost impossible for users to make any errors. I am happy that we have achieved these goals with Standard ERP."

Alan Bekhor, Bekhor Offices
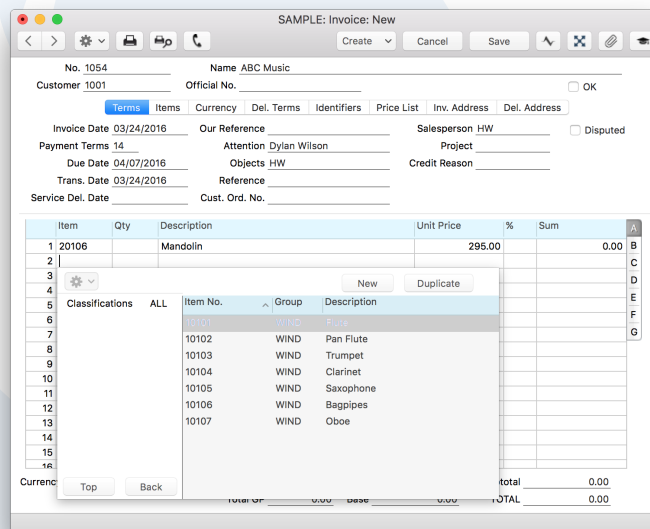
Touchscreen monitors

Touchscreens provide faster data entry in predictable environments with few items, particularly food and beverage stores.

Credit card processing machines

Standard ERP can be interfaced to software used to run these machines, removing the need for rekeying of amounts.

Customer Data Collection

Retail is a fast-moving environment, and so capturing customer details must be as quick as possible. In many cases, you will not want to capture customer address details - Standard ERP supports

configuration of a default customer with, for example, cash terms on a tax-inclusive price list.

The power of Standard ERP's integrated approach becomes apparent when you need to capture customer details. If you have dealt with the customer before (whether or not you have sold to them), you can find their details with a couple of keystrokes, and bring in automatically their payment terms, address details and pricing details.

If the customer is unknown to you, it is possible to enter their details quickly from the invoicing screen. In some countries, interfacing to ZIP code addressing software can further speed up this process, and help to eliminate errors.

Pricing

Each customer can be given a price list, for setting their unit prices, and/or a discount matrix (for setting a percentage discount). Price lists can be tax-inclusive or exclusive, and set in any currency. Promotional price lists can be configured, that apply only for a given date range. Prices can be set in this way for all items in the database, or for any individual items or groups of items. Customers can be given "customer-specific" variations to a price list without needing to create a completely new price list. Prices and discounts can also be made dependent on the quantity of an item that is sold.

"With Standard ERP we have dramatically reduced training time for retail operations by 75%."

Robert Ruigrok, CompNow

Cash, Credit Cards, Gift Vouchers

Payment terms will principally be cash, but can be any of the other terms in the database. For example, you may have trade customers that occasionally pick up their own items rather than requesting delivery and who want to be invoiced.

These terms can be overridden for each transaction - for example if the above trade customer feels like paying cash anyway. Accounts Receivable entries will be created automatically where payment in full has not been received.

"We need to have a good view about the overall operation and sales data in stores, and with Standard ERP's wide area networking capabilities we can log in from anywhere and get a bird's eye view of all the showrooms real-time."

Ghassan Bendali, iStyle

For cash transactions, Standard ERP will support multiple payment methods even on the same transaction, such as when a customer pays partly with one or more credit cards and partly in cash. Also cashback transactions may be required, and these are calculated automatically.

At the end of a shift, you enter a summary of payments received, split by payment type, and Standard ERP reports on the comparison between takings booked and received.

In many countries Standard ERP offers internet services supporting automatic credit card processing.
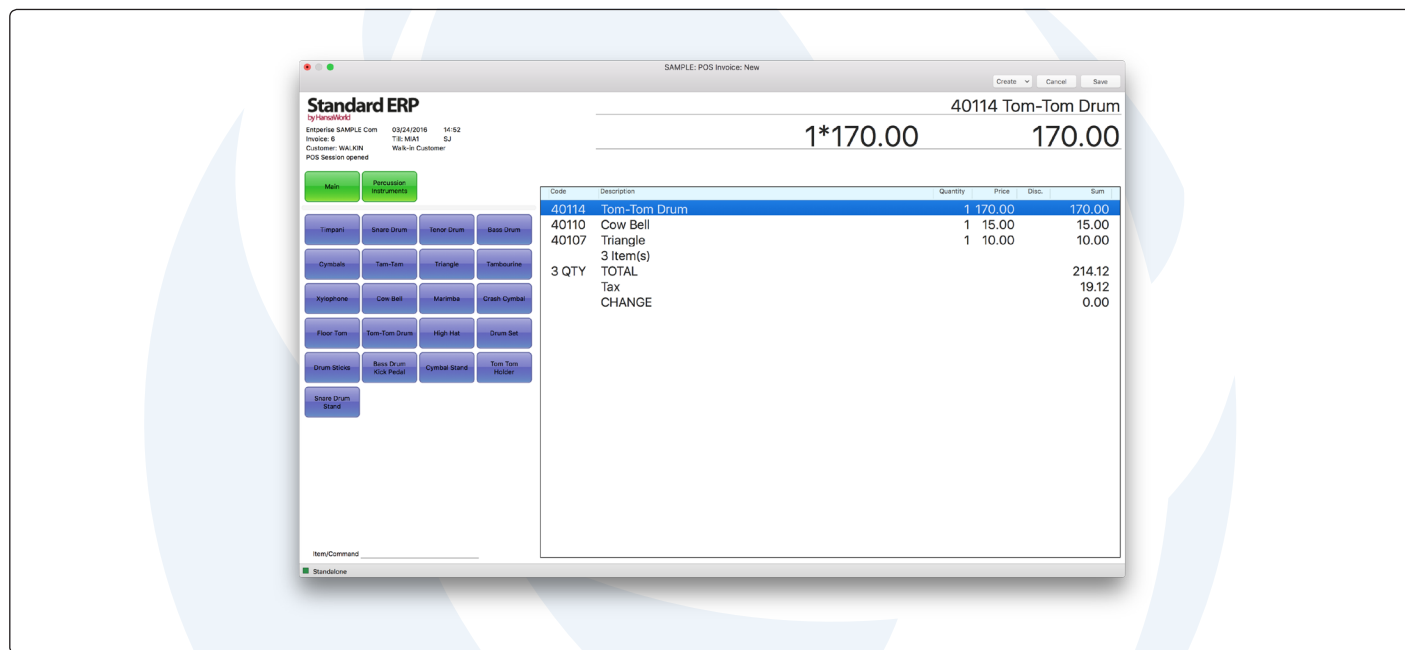
Standard ERP also allows you to issue gift vouchers, and track who these were sold to. Gift vouchers can be redeemed as just another payment method, although serial numbers are verified at the same time to ensure the voucher is legitimate.

Standard ERP also supports deposit taking, both on a discretionary basis and as a percentage of the total invoice. Items rung through on the till can be shipped subsequently to the customer.

Inventory

Standard ERP has a fully integrated inventory system. Refer to other product sheets: Inventory and Purchasing for more details. Inventory elements that can be unusual in other POS systems include:

- serial number tracking
- ability to take cash while issuing inventory later (whether for customer collection or dispatch)

- multiple locations, and multiple positions at each location (for easier inventory discovery)

- detailed and automated inventory counting features

- multiple inventory valuation methods

- support for consignment inventory

- extensive reporting on sales, margins, item histories, warranties and much more.

Interface and Searches

Careful thought has been given to the user interface to ensure ease of use coupled with rapid data capture. Examples include:

- cursor movement to mandatory fields only

- item warnings to assist users

- user-definable buttons, at multiple levels

- access to all other parts of the integrated database

It's vital in many POS environments to have quick searches to find data, in particular customers and items. Standard ERP supports searches on any string, with drill-through from lists of matching entries onto the point of sales invoice.

Items can be given multiple classifications, and then selected by moving through multiple level menus. You can select using Cover-flow - touchscreen or mouse-driven selections of pictures of your inventory items.

Real-time or Batch

Standard ERP is a real-time, fully integrated system. Many of the POS users will want to benefit from this, by keeping inventory control figures in real-time.

Standard ERP's unique design allows use over wide-area networks, including slow speed networks, without the requirement for expensive, complex third-party software. As a result Standard ERP is particularly simple to deploy real-time across multiple sites, allowing you to query inventory in alternative locations where necessary.

"Standard ERP has allowed us to merge information from all of our different locations into one database by each shop connecting to the central server directly."

Ilze Neihofere, Aproagrade

Some companies may feel insecure working real-time across multiple sites, and will prefer to use Standard ERP's routines for uploading data from remote locations to the server - these can be run at any regularity, not just the traditional overnight method. This "batch" method also provides a fallback for real-time users, should the network connection go down for any reason.
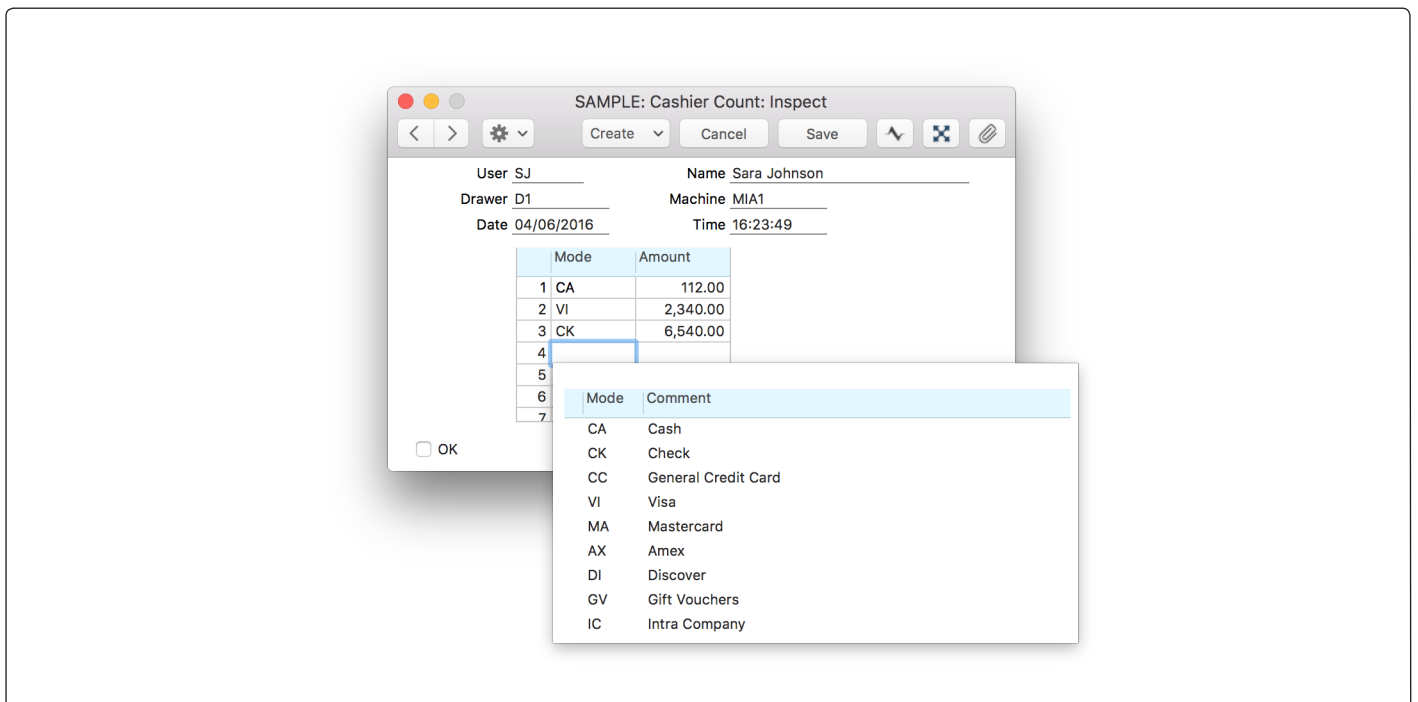
Queue Busting

In particularly busy retail locations, you may benefit from Standard ERP's ability to run on mobile devices such as Windows CE barcode scanners, or Apple's iPod Touch/iPhone. Use barcodes or touchscreen to enter items purchased, and then print to wireless network printers.

Interaction with Standard ERP database

Point of Sales is a module fully integrated with all other parts of the Standard ERP database. Many interactions are possible, promoting key efficiencies, in particular:

Accounts

Depending on your choice of real-time or batch, you get either real- time or batch accounting entries as well. Either way, you elimi-

nate the need for any rekeying or building of expensive interfaces, and you can navigate between relevant transactions with single keystrokes.

Inventory

Again depending on your choice of real-time or batch, you get either real-time or batch inventory control entries as well, across all your multiple locations. These figures are simply queried from point of sales entries.

Purchasing

It's easy to query when to expect delivery of items out of inventory, and store managers have many tools to assist them with purchasing (if they place orders directly on vendors) or with requisitioning (if there is central purchasing).
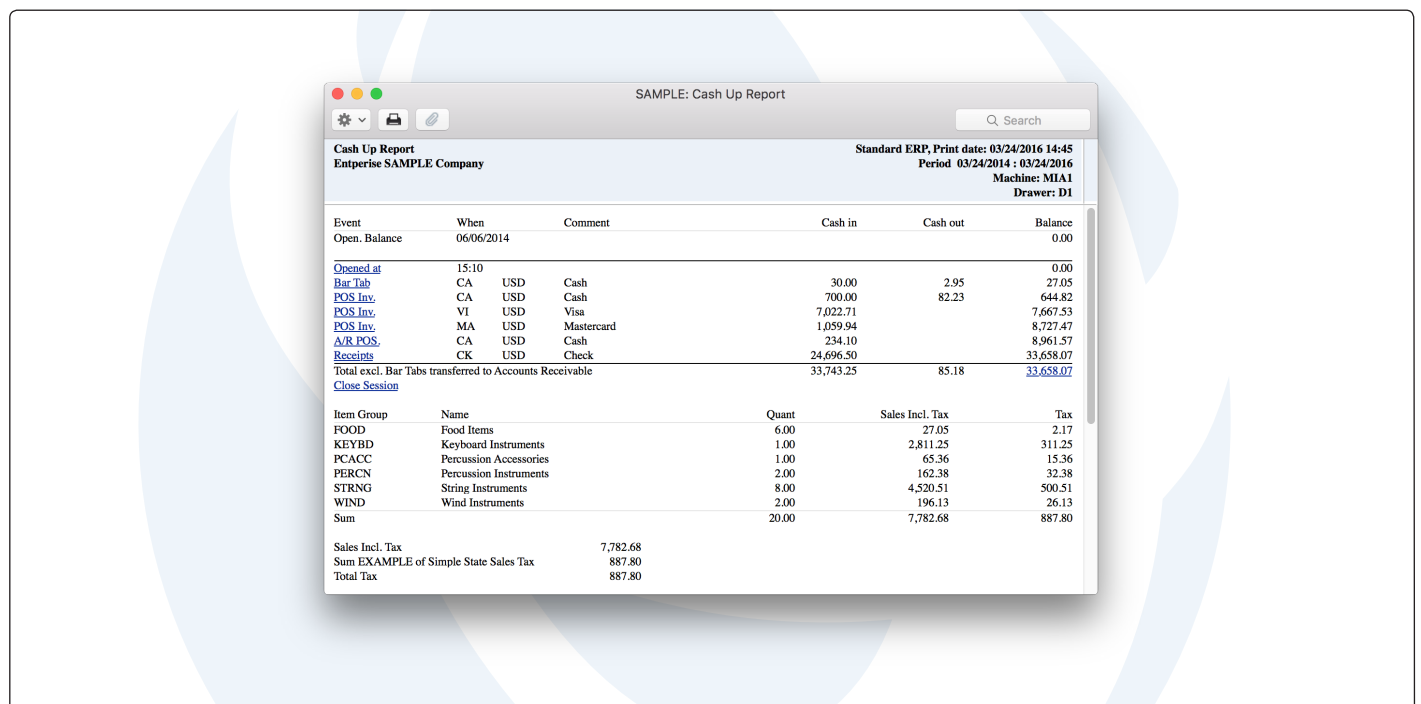
Customer Relationship Management (CRM)

If you capture data about your customers at point of sale, then it's straightforward to target mailshots on a regular basis - for example, it takes around a minute to create an emailshot to all customers profiled as interested in your most expensive product and who have not bought it yet.

Document management

Any file can be attached to any record in the Standard ERP database. Most frequently this will be pictures attached to the Item record - both to assist with data entry and for printing onto invoices.

Other vertical modules

As Standard ERP is a single, integrated database, it's natural for the POS user to be able to make sales or entries in other parts of the system - subject to access rights. The most frequent such entries include service orders (repairs), raising of maintenance contracts and sales of implementation services.

"When we close for the day, the Cash Up report makes it easy to balance the cash."

Frank-Steinar Pedersen, Eplehuset

Cash Up Report				Standard ERP, Print date: 03/24/2016 14:45		
Entperise SAMPLE Company				Period 03/24/2014 : 03/24/2016		
				Machine: MIA1		
				Drawer: D1		

Event	When		Comment	Cash in	Cash out	Balance
Open. Balance	06/06/2014					0.00
Opened at	15:10					0.00
Bar Tab	CA	USD	Cash	30.00	2.95	27.05
POS Inv.	CA	USD	Cash	700.00	82.23	644.82
POS Inv.	VI	USD	Visa	7,022.71		7,667.53
POS Inv.	MA	USD	Mastercard	1,059.94		8,727.47
A/R POS.	CA	USD	Cash	234.10		8,961.57
Receipts	CK	USD	Check	24,696.50		33,658.07
Total excl. Bar Tabs transferred to Accounts Receivable				33,743.25	85.18	33,658.07
Close Session						

Item Group	Name	Quant	Sales Incl. Tax	Tax
FOOD	Food Items	6.00	27.05	2.17
KEYBD	Keyboard Instruments	1.00	2,811.25	311.25
PCACC	Percussion Accessories	1.00	65.36	15.36
PERCN	Percussion Instruments	2.00	162.38	32.38
STRNG	String Instruments	8.00	4,520.51	500.51
WIND	Wind Instruments	2.00	196.13	26.13
Sum		20.00	7,782.68	887.80

Sales Incl. Tax	7,782.68
Sum EXAMPLE of Simple State Sales Tax	887.80
Total Tax	887.80

Modules

- Business Alerts
- Cash book
- Checks
- Conferences
- Consolidation
- Contracts
- Course Booking
- Credit Management
- CRM
- Customs
- Data Integrity
- EDI
- Email
- Expenses
- Fax
- Fixed Assets
- General Ledger
- Group Calendar
- Hotel
- Human Resource Management
- Internal Inventory
- Inventory
- Jewelry
- Job Costing
- MRP
- Payables
- Point of Sales
- POS Offline
- Pricing
- Production
- Purchase Orders
- Quotations
- Receivables
- Rental
- Report Generator
- Resort
- Resource Planning
- Restaurant
- Sales Orders
- Service Orders
- Share Trading
- SmartView (Business Intelligence)
- Task Manager
- Telephone Log
- TimeKeeper
- Warehouse Management
- Webshop and CMS

Technologies

- Business Communicator (Asterisk, Skype and TAPI)
- Forms Designer
- HAL Customisation language
- Intelligent Routing
- Interfacing Toolkit
- Massive Cacheing
- SQL Shadowing
- SmartApps Designer
- Wide-area Networking

Internet Services

- Address Lookup
- Credit Card Payment
- Credit History
- E-invoicing
- Electronic Bank Services
- Electronic VAT Return
- Exchange Rate Lookup
- Postcode Lookup

Company profile

HansaWorld is the first major software house to provide a full suite of Enterprise Resource Planning, Financials and Customer Relationship Management as well as a wide selection of industry-specifc solutions on tablets and smartphones. HansaWorld shows continued technological leadership in the international business software industry.

The group employs around 300 staff in a strong network of daughter companies and distribution partners covering over 110 countries on all continents, allowing HansaWorld to offer international implementations with a single point of contact across many countries. The solutions are available in more languages than anyone else, run on all major platforms and support mobility via laptops, the latest tablets and smartphones. More than 79 000 installations world-wide reinforce us as a global leader.

HansaWorld continuously invests in R&D to provide innovative and future proof solutions to help businesses run efficiently and smoothly, combining 26 years of experience with global knowledge and local representation.

Product Strategy

Standard ERP's advanced and successful user interface was first developed for Apple Macintosh in 1988. In 1994, when the program was ported to Windows, it had already been proved by thousands of users. HansaWorld's experience with international sales and modern technology puts it in the perfect position to meet the challenges of the next decade.

HansaWorld provides a wide range of technologies for e-business including internal and external email, several webshop solutions and PDA support. In addition, HansaWorld can help to build a corporate portal. Standard ERP is developed using C++ as its programming language, and proprietary technology for database design and for network communication. This allows HansaWorld to have the same products available for several different operating systems, each version optimised for maximum performance.

Currently, Standard ERP is available for Windows Vista and later, Mac OS 10.7 and later, Linux and AIX, with smartphone and tablet versions for Android, iOS and Windows 8.

Certified HansaWorld Business Partner:

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