

Spotlight - Point of Sales (POS)

Preparation

Use the latest Standard ERP version and import the demo data for POS.

Script

Every serious retailer needs a robust and secure Point of Sale system, backed by a flexible and expansive back-office system, to keep in control of profits and compete in a highly saturated market.

More and more small businesses are moving away from multiple standalone systems and looking for fully integrated solutions to manage their growing needs.

As retail evolves, the need for better functionality in a dynamic and future-proof system is the demand of the day.

With HansaWorld's Standard ERP Point of Sale module, the shopping experience and customer satisfaction are guaranteed.

Fast throughput at the tills, easy scanning, item search, touch buttons for fast-moving items, loyalty points and bonus points, redeemable at any location, along with real-time stock updates across all locations, emailing of receipts and invoices, serial number tracking, gift voucher issuing and redemption, multi-currency payments, changing POS invoices to Sales or Accounts Receivable Ledger, and much, much more.

Standard ERP's POS module is backed with powerful, automated re-ordering and stock replenishment.

Let's take a look at how easy it is to ring up a sale.

Cashiers can be set up to log in straight into the touchscreen invoice menu.

The entire screen is customizable to suit each business's needs.

Buttons can be moved from left to right depending on preferences.

Stock code searches can be made easy by grouping items into categories.

Let's take a look at how to process a sale using Standard ERP's easy to use POS Touchscreen invoicing.

First, we will log in as a cashier. This can be done by entering a username and password, swiping a card, or fingerprint login.

ACTION: Log in as EK (use button on login screen or type in) and NO password (setup as cashier for MIA1)
OR: Login as SJ (no password) and go to > Module: Point of Sales > Registers; POS Invoice Touch Screen > Create: New Invoice

Note: You may be prompted to set up email address, press ESC button to close the window and proceed.

Notice that it logs us straight into the touchscreen window.

A customer walks up with the products they wish to purchase.

The cashier can quickly ring these up either by scanning the barcode, entering the code, or, for fast-moving items, they can be selected from the POS buttons.

ACTION: Ring up one item by typing in the code (for example: 10102).
Ring up next item by typing in the item code: 50205 (Flare dress) and then show varieties window and put 1 in any of the variety blocks.
Ring up next item by selecting the item - select Wind Instr. > Flute

This customer is a regular shopper and has a loyalty membership. We can now look up and enter the loyalty membership number. As she is a regular shopper her name and details are already stored and linked to the loyalty card number.

ACTION: Select button: Loyalty Card > Enter nr. 3 > Proceed
Then show the payment options on the screen and select CASH to show the input screen.

To finish the sale, the till operator can select from the various payment methods and print the receipt. The customer chooses to pay by cash but realizes she does not have enough money on her and asks to put the balance on her account.

ACTION: Enter pay by cash 50.00 > Proceed. Select Manager > RETURN > Login with SJ and no password (press ESC if the set up email window shows up) > Transfer Inv

We can easily transfer the POS invoice to a sales invoice and debit her account.

This action, however, requires a supervisor override; so we ask the supervisor on duty to assist.

They come over, log in, complete the transfer, and finish the sale.

The receipt is printed, and the customer leaves feeling satisfied with the quick and easy processing of her sale, - and happy to have received bonus points on her new purchase.

ACTION: Show Sales Invoice in SERP and show its print preview. Close Invoice and it will open new POS invoice window

A new customer comes in, and we ring up the sale, this time, the customer has purchased items, which are on promotion, and wants to use his loyalty points and a gift voucher to make a payment.

**ACTION: Select Loyalty Card button > Enter 2 > Proceed
Begin a new sale > chose 3 random items from buttons and go back to the Main Page
Select Other Pay. button > Gift Vo. > Redeem Gift and pick number 3 (or any voucher that was sold before) and press Proceed.
Then select Other button > Loyalty P. Pay > A window pops up showing the customer's Total Points Balance and the number of points required to settle the transaction > press Proceed.**

Since he only ended up paying using his points and voucher for 3 items, this customer likely walked away feeling very happy with his purchase today!

It's the end of the day and time to cash up.

The supervisor can end the session and run the cash up report to tally the sales done for the day against cash taken. All entries for the day are summarized in the report, and the till operator can end the day with cash up in balance leaving his till ready for the next day!

ACTION: While you are logged in as SJ, press > End Day button and run end of day report by pressing Cash Up Rep button.

With Standard ERP's easy to use Point of Sale module, your customers enjoy a pleasant shopping experience.