

Spotlight - Point of Sales (POS)

Preparation

- Download the latest SERP version and import the demo data for this demo.
- Login as SJ, Sample 99 and go to User Settings>>Settings>>Login Options and activate “Display Login Buttons” and “Display Login Key Board”
- Go to User Settings>>Registers>>Login Shortcuts and set up that SJ’s login leads to Navigation Center, and LDs login leads to POS Receipts Touch Screen.
- Then, create a local client/server system, and log into the client with LD / Password: Sample99

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.

First, we will log in as a cashier. This can be done by entering a username and password, swiping a card, or by using fingerprint login. Notice that it logs us straight into the touchscreen window.

ACTION: Log in as LD, Password: Sample99. Show the UI with buttons.

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.

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

The cashier can quickly bring these up either by scanning the barcode, entering the code, or by selecting them from the POS buttons.

ACTION: Bring up one item by typing in the code: 10102. Mention the sales message.
Bring up the next item by selecting the button Food>>Fettucini Alfredo. Press twice.
Bring up the next item by selecting the button Clothing>> Polo Shirt; and then show the varieties window and put 1 in any of the variety boxes.

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

ACTION: Select button "Main" to return to the main display.
Then, select Choose Loyalty Card > Enter nr. 3 > Proceed. Point out the customer name.
Click on the button 'Pay'.
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 he does not have enough cash on him and asks to pay part in cash, and part in credit card.

ACTION: Enter pay by cash 50.00 > Proceed.
Go back to Pay>>Choose credit card. Point at the remaining balance being calculated automatically. Choose to pay the rest by Credit card.

We can easily use several different payment methods on the same POS receipts. As the receipt is fully paid, the system starts a new screen for the next customer. This customer is buying a couple of items, but as a B2B Customer, they would like to pay by invoice.

ACTION: Enter any 2 Audio products. Then press the button 'Customer Search. Enter 001
choose the Against All Odds.
Then choose the button 'Transfer to Invoice'.

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

This action, however, requires a supervisor approval; 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 their sale - and happy to have received bonus points on their new purchase.

ACTION: Log in as SJ. Open the Invoice Register from the Personal Desktop, find the newly created invoice and show its print preview. Close and change user again to LD.

A new customer comes in. 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 3 > Proceed
Begin a new sale > chose three random items from Audio and go back to the Main Page
Select Payment Options button > Gift Vo. > Redeem Gift and pick number 10007
and press Proceed.
then select Other button > Loyalty Points 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.