

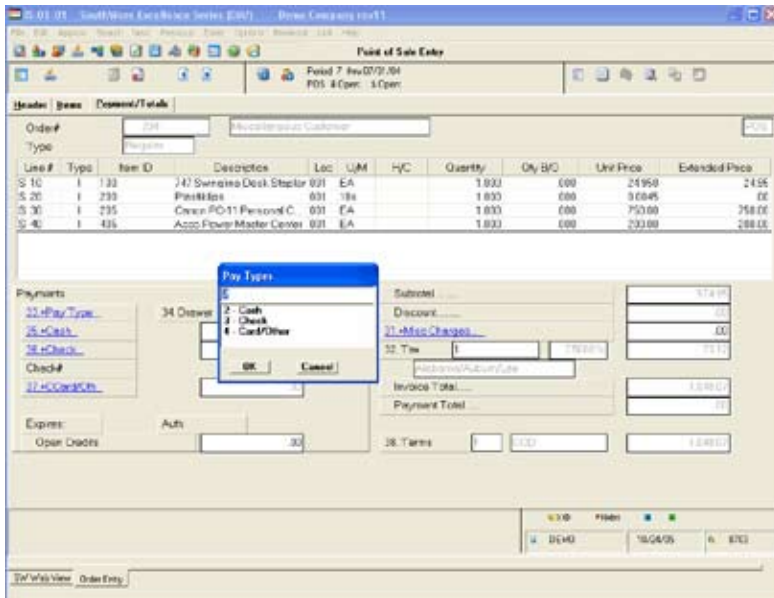
# Point of Sale

For simple sales situations you want to process the sale fast so the customer can be on his way. If the customer has questions you want instant access to the answers. For more complex sales situations you want to handle returns, discounts, delivery, split payments, and other needs quickly and accurately. A great answer to all these needs is SouthWare's Point of Sale.

S O U T H W A R E   E X C E L L E N C E   S E R I E S   >

## BENEFITS

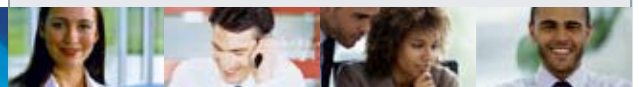
## DISTRIBUTION



Make Sales Fast

- Get your customers' purchases checked out quickly
- Customize which keystrokes should be required to record a sale
- Combine returns and new sales on the same invoice
- Capture as much or as little information about each customer as you wish
- Make your people more efficient with hardware options such as electronic cash drawers and bar code readers
- Easily handle special situations such as layaways, requests for delivery, and special orders
- Instantly know the availability and location of any stock item
- Remind your operators to suggest related add-on items
- Monitor your sales throughout the day
- Tightly control receipts by tracking your cash, check, and credit card payments and reconciling them per operator

Point of Sale integrates with SouthWare's Inventory Series to give you a complete inventory sales and management system. With Point of Sale you get most of the power of an order entry system with the speed and convenience you need in a point of sale station. And you can customize the entry features and integrate hardware options to create the system that's right for your business.



## Features & Functionality

### General Entry Features

- Customize the keystrokes and security features per operator
- Regular, no charge, credit memo, billing adjustment, payment on account, and layaway type orders
- Option to add customer record during sale
- Optional PO#, shipping info, other info
- Text and Notes for the order

### Line Item Entry Features

- Sale of an item, return, sale of service
- Option to zoom into inquiry for an item
- Numerous pricing options (see Inventory Control features)
- Serial, lot, or other tracking numbers
- Option to display suggested related items
- Text and Notes

### Payment Entry Features

- Allows miscellaneous add-on charges
- Calculates proper sales tax
- Any combination of cash, check, credit card, or on account payment
- Calculates change due
- Optional interface to electronic cash drawer

### Other Special Features

- 80-column invoice or 40-column receipt
- Option to print and read bar codes
- Sales tax and commissions may vary per item sold
- Terminal lockout and other security options

### Management and Reporting Features

- Daily totals report
- Cash drawer reconciliation
- Department/operator cash reconciliation
- Daily deposits report
- Daily sales report
- Operator "override" report
- End of day sales register
- Interactive sales inquiry
- Numerous sales analysis reports
- Inventory turns analysis per item and other inventory analysis reports
- Optional ExecuMate II™ and ExcelReport™ analysis

### Unique benefits you get with Point of Sale include:

- The speed of a cash register without sacrificing the ability to handle complex customer and invoicing situations
- Instant access to your inventory status to answer questions
- The option to special order or backorder an item for a customer
- Serial numbers and other tracking to help you with warranty and service claims
- Automatic suggestions to boost add-on sales
- The option to tailor entry features for each operator or department
- Access to past sales history for a customer
- Complete security for your POS stations and monitoring of what was done on each terminal
- Inventory and sales analysis per stock item instead of just in total for your inventory
- Pricing options to handle all types of special situations

