



PRECISE BUSINESS SOLUTIONS

precise  
POS

## Epicor Precise Point of Sale

### Meeting the Challenges of Retail Operations

Being successful in today's global economy is a difficult proposition. Competition has never been greater and it has never been more critical to manage cost pressures. In addition, your existing customer base is looking for higher and higher quality products and services from you. Epicor Precise Point of Sale has been designed to empower your organization with the ability to exceed these expectations by unlocking value, removing redundant processes, and increasing customer satisfaction. The result is a consistency of experience for your customers.

## Get Control and Visibility of Your Retail Operations

The fully-featured Point of Sale (POS) solution provides retail transaction processing as well as business process and data management modules that bring you full control of, and visibility to, your in-store operations. Whether you have a trade desk at your facility dealing in spare parts or multiple geographical locations serving hundreds or even thousands of customers per day in full retail mode, the POS solution provides the capabilities to bridge the gap between these two aspects of your business.

Because the POS suite is just an extension of the rest of your Epicor solution, orders, sales, returns, credits and end-of-day banking summaries come into your head office system looking and feeling like they were entered by your staff like any other transaction. All operational master data—inventory, pricing, customers, and so forth—is stored and maintained in one place, irrespective of where it is going to be accessed and used, so there is no double handling or integration between systems for you to maintain. Add a new item or change pricing, update a customer's credit limit or any of the other critical information and it will replicate to your retail outlets in virtual real-time if they are online via your WAN or corporate VPN, as are the sales from the stores back into your central system.

And just because they might be located away from wherever the central system is running doesn't mean your store staff are on their own. You can manage the configuration and security of their system right from the central console, including tracking and maintaining data communication and integration status. The store manager also has the ability to review their operation locally through a variety of sales analysis reports.

## Delivering Consistency at the Point of Sale

Whether a customer walks into your shopfront, or chooses to transact with you over the phone, via e-mail or the Web, you need to deliver a consistent experience. If they are an account customer, your store people should be able to know what their credit status is, any specific pricing they're entitled to, their shipping details and so on, just as if they were interacting with you through your head office. If they are a walk-in "cash" customer then your system should make sure your associates capture whatever information you need and that the transaction can be completed as quickly and accurately as possible. Either way, the POS should allow your agents to add value to the customer, further helping generate repeat business.

All operations in Epicor Precise POS are subject to strict security and authorizations which you regulate for each service agent and the store management teams. You direct all this centrally, as well as other process configuration, data transfer and integration options, allowing you to define a set of standards applied to your retail business that the system enforces for you.



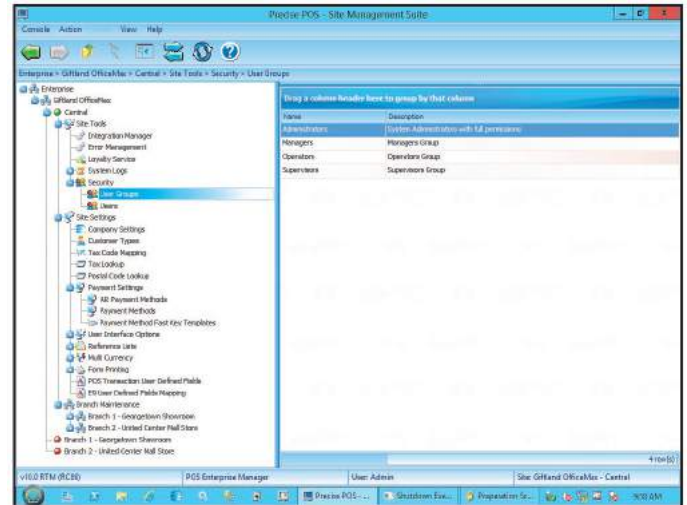
*Point of Sale mobile allows for fluid rapid transactions in the palm of your hand. Increasing the customer experience and staff's engagement with technology. Supported by Windows based wireless mobile devices*

## Comprehensive POS Functionality

Epicor Precise POS provides all you need to run a commercial retail business. It allows you to support all of the usual transactions you would expect like sales and orders, shipments, deposits, credits and exchanges, as well as take payments in multiple tenders. A variety of modules provide optional capabilities such as handling gift vouchers and loyalty programs, Electronic Funds Transfer at Point of Sale (EFTPOS) devices and lay-aways.

It provides excellent end-of-shift/end-of-day cash up and count processes, simplifying daily banking and greatly reducing the time and complexity of bank reconciliations in the Epicor Financial Management suite.

The system has been designed to be very user friendly and to enable rapid processing so as to allow your service agents to spend time with customers—not dealing with technology. Staff can be trained in a very short time and be up and using Epicor Precise POS quickly, something very important in retail situations where people can turnover quickly or only be available at certain times.



POS SMS is used for system administration and day-to-day operational management, e.g. reporting & enquiry, inventory and customer maintenance etc.

## The Best of Modern Technology

Epicor’s solutions leverage the Microsoft® .NET Framework and a service-oriented architecture, ensuring you are selecting a robust platform that will meet your needs today, and scale with you as your business grows. You have the ability to shape Epicor’s logic and business rules around the specific elements of your organization that can give you a competitive edge and enable you to embrace best practices for manufacturers.

For retail transaction processing at a store level, you can utilize standard Microsoft Windows®-based PC’s to run the system, as well as specialized point-of-sale components such as bar code readers, pole displays, cash drawers, receipt printers, and ‘all in one’ POS terminals (see the Epicor Precise POS Hardware Guide for details). And, the layout of the screens is highly configurable, allowing you to tailor their operation to suit the specifics of your business.

The robust technology foundation ensures that the store can keep processing retail transactions even if the connection to the host system is lost, and automatically synchronizes the data as soon as it is re-established—all with no human intervention, and without the need for complex procedures. Combined by the real-world flexibility and strengths offered by your Epicor ERP solution, Epicor Precise POS provides a complete solution with a low total cost of ownership.



Quick and easy product selection is enabled via the drill down buttons on the right. The user defined Fast Actions will streamline a retail organisation's POS processing requirements.

## DETAILED FEATURES

### COMPREHENSIVE POS FUNCTIONS

Epicor Precise POS offers comprehensive Point of Sale functionality including Product and Customer Management, Cash and Account Sales, Returns, Exchanges, Lay-By (Layaway), Quotes, Orders, Account Payments, Cash Out and Paid Outs.

### INTEROPERABILITY WITH EPICOR ERP

- All products, customers, pricing and other POS related data configured in Epicor ERP are available in-store
- Complete transaction audit trail from point-of-sale through to General Ledger
- Advanced data signing techniques ensure complete data integrity between store and central office

### KNOW YOUR CUSTOMERS

- Create and manage customer accounts at point-of-sale
- On-account sales with AR credit checking
- Global drill down to account details
- Enforce specific business rules by Customer Type
- Automatically apply trade discounts for customers

### SIMPLE, CLEAN USER INTERFACE

- Intuitive process-driven interface, for efficient data entry
- Define "feel" using configurable station layout templates & apply corporate UI skin
- Streamline point-of-sale processing using configurable, on-screen Fast Action buttons

### QUICK AND EASY PRODUCT SELECTION

- Quickly and easily scan, type or search for product codes
- Powerful searching using simple criteria, inventory fast keys and intuitive pushbutton- drilldown methods
- Context sensitive search-in-search and cross-searching
- Enquire on and sell products across your locations
- Define multiple codes for a single product; Supplier barcode, EAN, UPC etc
- Suggested cross-sell and up-sell products

### ENSURE THE INTEGRITY OF YOUR PRODUCT PRICING

- All pricing defined in Epicor ERP available at POS
- Full support for multi-tiered inclusive, exclusive and exempt tax codes
- Audited line level manual price and manual discounting with authorization limits
- Fine-tune global product pricing on a store-by-store basis to cater for local competitive factors
- Configure additional retail-style promotions & deals

### FLEXIBLE, CONVENIENT TENDERING OPTIONS

- Configurable hot-keys for quick payment method selection
- Multiple, split tendering options

- Electronic integration to EFTPOS terminals
- Full support for Store Credits and prepaid Gift and Store Card programs

### PRINTING FORMS AND REPORTS

- Full support for local and network based printing
- Configurable print rules determine what should print, when and where
- Configurable Crystal reporting
- Reprint feature allows all or selected associated documents to be reprinted

### END-OF-SHIFT

- Shift-based auditing tightens control and ensures accountability
- Shift and till totals printed direct from POS Station
- Cash Reconciliation wizard simplifies and speeds up cash drawer count process
- Cash drops and denomination tracking
- Open Shift
- Generation of Cash Management transactions simplifies Bank Reconciliation

### LOYALTY AND PAYMENT PROGRAMS

- Open Shift
- Points or monetary balances
- Earn reward for purchases or 'Gift Card' with pre-paid credit options
- Use program balances to pay for products or services
- Optional date/time period usage restrictions

### CENTRALIZED MANAGEMENT AND CONFIGURATION

- Centrally configure and manage POS across the entire enterprise
- Conveniently connect directly into multiple store systems from a single application
- System wide visibility of log files with automatic email notification options
- Enter and control stock counts at store level, directly or via handheld devices

### GRANULAR SECURITY AND AUTHORISATIONS

- User and Group based security model, with granular functional permissions
- Define authorizations and overrides for Price Changes, Discounts Given, Credit Limits, Gross Profit, Minimum Price, Returns and Store Credits
- Grant or revoke user access to store locations from a single, central point

### SCALABLE DEPLOYMENT OPTIONS

- Deploy across multiple locations quickly and easily
- Designed to scale from single station to large multi-station stores
- Offline capability removes the reliance on head-office connection, ensuring high availability in-store
- Support for remote users is ideal for trade shows, conferences or a travelling sales force
- Centralize administration and automate arms-length transactions across group/franchises using Multi-Company Services (MCS).

## Industry-Leading Service and Support

Epicor Software is a global leader delivering business software solutions to the manufacturing, distribution, retail, hospitality, and services industries. With 20,000 customers in over 150 countries, Epicor provides integrated Enterprise Resource Planning (ERP), Customer Relationship Management (CRM), Supply Chain Management (SCM), and enterprise retail software solutions that enable companies to drive increased efficiency and improve profitability. Celebrating 25 years of technology innovation, Epicor provides a comprehensive range of services that promote a rapid return on investment and low total cost of ownership, whether your business operates on a local, regional, or global scale.

**EPICOR**  
Platinum Partner

**precise**  
Software to Empower Your Business

Precise Business Solutions, Level 1, 116 Hobart Street, Mt. Hawthorn, Western Australia - 6016



+61 8 9242 5933



solutions@precisebusiness.com.au



www.precisebusiness.com.au