Point of Sale

Designed for trade counters and retail sales outlets that require much greater functionality than offered by a simple till.

The Point of Sale Module

The module is suitable for a wide range of applications, from companies with just a single small trade counter, which is ancillary to the main business, to larger installations, where the sales counter is the main point of customer contact.

In conjunction with Multi-Location Stock and suitable inter-site communications, the Point of Sale module is also suitable for multiple depots, providing immediate access to stock levels, not just at the local depot but for other depots too.

There are two aspects to the Point of Sale module; firstly, enhancements to the software specifically for the point of sale environment and, secondly, there is built-in support for a range of specialised hardware.

The Point of Sale functions provide a very flexible approach to handling counter sales. It is possible, for example, to specify the payment method(s) and, if this includes cash, the change is calculated and displayed. A cash receipt transaction is generated and allocated against the invoice, automatically, as part of the invoice filing routine.

There is no need to manually allocate cash to such invoices, which results in time saving for the back office as well as improving the efficiency of the counter operations.

The Point of Sale module not only handles cash sales better but, by providing quick retrieval of customer and product details, possibly using a bar code scanner, improves the efficiency of credit account sales over the counter.

If your sales counter is subsidiary to your main business you can just use a standard workstation with a standard invoice printer and you will still be able to handle cash transactions more smoothly and efficiently.

You may prefer, though, to add a cash drawer, or perhaps a bar code scanner, whilst a till receipt printer will create a better impression with customers who dislike receiving large format invoices. The format is still acceptable to Customs and Excise as a tax receipt.

The **axis diplomat** Point of Sale module can also integrate with an online Postcode Database. This makes creating customer accounts for your cash customers for marketing purposes incredibly simple. At the Point of Sale, you simply ask the customer for their postcode and house name or number. If they have purchased from you before, their account is retrieved but, if they have not, a new account is automatically created, there and then. NB Online Postcode Database access is not supplied as standard with the Point of Sale module.

The Point of Sale module supports hardware in various configurations. It is possible, for example, to use cash drawers without using a receipt printer or a bar code scanner. It is not necessary to use all (or, indeed, any) of the specialised hardware to reap benefits from the Point of Sale module.

Cash Drawers

Single or multiple cash drawers are supported. This gives the choice of having one cash drawer shared between several operators or providing each operator with their own.

Bar Code Readers

The Point of Sale module records a bar code against stock items. Not all stock items need to be bar coded; those which are not can still be retrieved within Point of Sale Invoice Entry using the normal methods such as Reference or Key Word Search.

Since the Point of Sale workstation is still a fully functional client, it can be used for other functions, such as Stock enquiries, where the bar code scanner can still be used to retrieve stock details.

The ability to mix bar coded stock items with traditional keyed entry within functions means that the system is ideal for use where there is a mixture of small packaged items, which have bar codes on the packaging, and bulk materials, such as timber or piping, which may not have bar codes.

Receipt Printers

Small till receipts can make more sense, particularly in a retail environment, than larger 80 column or A4 invoices. An invoice entered via the Point of Sale functions is the same as any other invoice - the till receipt is simply a different way of printing the information on paper.

It is possible to have both a receipt printer and a conventional invoice printer on a counter. In this way, trade invoices can be printed in larger format whilst cash sales can be printed as till receipts.

Customer Information Displays

In most sales counters, computer displays are normally angled away from the customers view. This is often done deliberately to avoid customers seeing sensitive information, such as costs. The Customer Information Display is a small LED display unit, similar to those fitted to tills.

It is designed to be mounted on the counter and turned to face the customer. It is used to show stock references, quantities and prices during invoice entry. For cash sales, it also shows the amount tendered and the change.

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