



Why Switch From a Traditional Cash Register to a Computerized Point of Sale (POS) System?

The thought of switching from a traditional cash register to a computerized Point of Sale (POS) System can be daunting, but computerized POS Systems have many benefits that make the transition worthwhile.

Quicker Sales & Higher Customer Satisfaction

Computerized POS systems have many available add-on tools to help make customer transactions much quicker, including electronic cash drawers, bar code scanners, credit card readers and receipt or invoice printers. Easier, faster transactions mean happier customers.

Increased Customer Loyalty

POS software can be used to store customer names, contact information and purchase histories. You can build customer relationships and increase sales by targeting advertising, creating loyalty programs, keeping track of gift cards, etc. Some POS software even offers social media integration and an e-commerce platform.

Better Inventory Management

Inventory management can be time-consuming, expensive and often not very accurate. With a computerized POS system, all sales are recorded immediately. Your POS can tell you how many of a specific product were sold and how many you have left. It can even warn you to order more items when stocks get low. Products can be categorized by name, brand, supplier, supplier code, SKU, color and more.

As well as allowing you to manage inventory flow based on current sales, detailed inventory reports also allow you to view historical sales data and watch your margins carefully. Reviewing your sales history enables you to project future inventory needs while knowing which products give you the greatest profits allows you to stock more of those and less of the products that give you the least profit.

Anytime, Anywhere Access:

Computerized POS systems offer online web access that allows you to run your business from anywhere at any time. View reports on sales, inventory, staffing, payroll and more remotely and in real time.



Envision Sales Solutions
FOCUSING ON CLEAR BUSINESS RESULTS

Improved Employee Efficiency

Most people are familiar with modern electronic devices such as computers, smartphones and tablets. This makes training employees to use computerized POS equipment quick and easy. What used to take days or weeks can often now be accomplished in a few hours.

With a computerized POS system, many inefficient and unproductive employee responsibilities such as double-checking inventory disparities and cash-register reconciliation can also be eliminated. This frees your staff up to focus on what really matters, customer service.

Accurate Pricing, Markdown & Promotion Management

When you use a computerized POS system, every product you sell has a price associated with it in your system. This eliminates the need to guess correct pricing during a sales transaction. It also allows you to automate the markdown process and to keep accurate records of discounted sales.

Your POS system can even be used to help you manage coupons, short-term specials and other promotional campaigns and allow you track their effectiveness.

Easier Accounting & Sales Tax Payment

A computerized POS system will help you calculate your sales due tax based on the exactly what you sold. Most POS software even comes with integrated accounting modules, including general ledger and accounts payable and receivable.

Conclusion: There is no question that a computerized POS system will benefit your business through increased efficiency, accuracy and profitability and improved customer relationships.

About Envision Sales Solutions

Envision Sales Solution is an **Intuit Authorized Reseller** and a **Certified Point of Sale Retail Solution Expert**. We have years of experience **helping business owners choose tools** that will work for them, **customizing business systems** and **offering training and technical support** as needed. We also have **experience owning and running retail stores** so we fully understand the challenges that retail owners face. We offer **hardware and software setup and customization** as well as **training and technical support** for QuickBooks Point of Sale Powered by Revel Systems.