
WHAT IS POINT OF SALE SOFTWARE?

HOW POS SOFTWARE HELPS RETAILERS RUN BETTER BUSINESSES

Point of Sale software, or POS software as it is often called, is software used by retail businesses to operate computers like a cash register. It gives the computer and the items connected to it facilities like you expect from a cash register.

It is called Point of Sale because it operates at the point of sale in a retail business. The terms Point of Sale and POS are generic, they do not refer to any particular company.

Point of Sale software comes in varying sizes and shapes and with many different prices.

Point of Sale software usually offers the following facilities at the sales counter:

- Scanning items as they are sold.
- Selling items by pressing a touch screen button for the item.
- Selling items by entering a text code (a PLU code) for an item.
- Searching a stock file in the computer for an item.
- Automatically applying discounts for catalogue and sale items.
- Totaling the sale on the screen.
- Processing payment by cash, credit card or other payment method.
- Printing an itemized receipt which meets regulations. In Australian, for example, the receipts meet GST reporting requirements.
- Printing out the totals for the end of the shift – with the same sort of detail (and often more) than you see on a cash register.

In addition to these facilities which are cash-register like. Point of sale software offers other many other facilities which you do not see on a cash register like: Lay Bys, customer loyalty facilities, security, answering customer queries, handling refunds, tracking sales by customer, reporting on exactly what is selling.

When considering Point of Sale software, it is important look at the software carefully to ensure that it meets your business needs. Make sure that you understand what you want – from the sales counter to the back room. Given the considerable difference in Point of Sale software, it is important to take time to ensure that the software you choose is a genuine solution.

Point of Sale software is nothing to fear. Indeed, good software can transform a business and the lives of those working in it.

Tower Systems currently serves in excess of 2,500 independent retailers with its Point of Sale software. The company has offices around Australia and representation in New Zealand. It's software has been sold internationally in seven countries. You can find out more by calling a Tower Systems Account Manager: NSW/ACT: Nathan Morrison 0417 568 148; SA/VIC: Tim Batt 0403 189 379; QLD/NT: Luke La 0434 072 417; WA: Joe Bredice 0412 899 013.

You can also contact Mark Fletcher on 0418 321 338. www.towersystems.com.au