

## Electronic Point of Sale

**Maximise investment in the EPoS estate with rich functionality at the point-of-service**

**Reduce communication costs**

**Customise to suit your exact retailing needs**

BusinessEdge EPoS key functions:

**Sales capture**

**Promotion support**

**Chip & PIN**

**Cash management**

**Price change control**

**EPoS management**

**Integration to back office/  
head office**

**Customer ordering, mail order,  
web order**

**Personnel**

**Stock management**

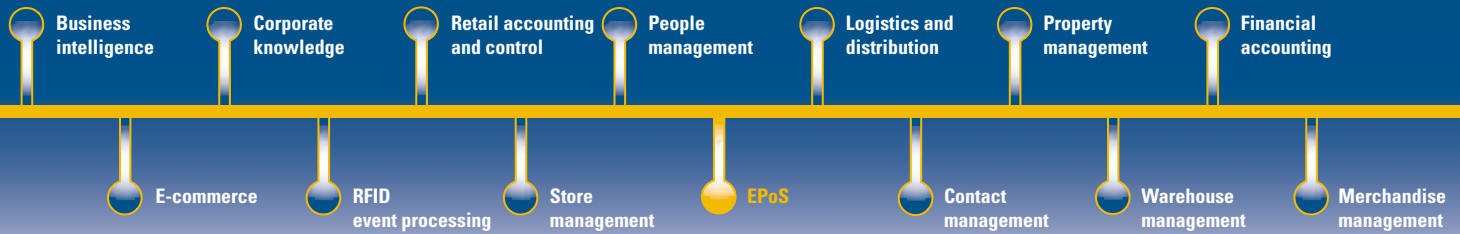


EPoS is the eyes and ears of retail, the point where information is collected and the place where information disseminated from head office is received and actioned.

The key driver is customer service: speed at the till – even for more complex transactions such as orders, stock location enquiries, gift vouchers, guarantees, extended warranties, price look ups or promotions as well as taking advantage of collecting data for customer profiling.

Intuitive, easy to use features, designed to suit your style of trading format, can minimise staff training and reduce the learning curve. Comprehensive automated end of day routines, cash management, personnel management, monitoring performance against targets and goods handling can simplify branch managers' tasks.

BusinessEdge for Retail EPoS meets these needs for successful retailing with a full range of point-of-service functionality, including integrated EFTPoS, Chip & PIN, multi-currency, stock and promotions control, backed by reporting across a range of parameters. Flexible interfaces to head office systems for central product price maintenance and sales and stock reporting, enabling profit-conscious reaction to changes in demand and branch performance.



## *BusinessEdge for Retail applications connect to the enterprise service bus for integrated business processes and management information*

Spar

World's largest international  
food retail chain  
2,800 stores in the UK

Average payback in 12-18 months

**"Working with our solutions partner  
has enabled us to develop the  
system to meet changing business  
and market needs and to retain our  
competitive edge."**

*Roy Ford, IT controller,  
Spar*

BusinessEdge for Retail EPoS solutions span food and non-food retailers including department stores, convenience stores, restaurants, petrol forecourts, garden centres, fashion outlets and general retailing and support a wide range of devices including touch screens, coin counters, kiosks, weighing scales, RF hand-helds in a single till or multi-lane supermarket environment.

A selection of EPoS features, supported by comprehensive reporting includes:

**Selling products** – multi-stock look-ups and partial search criteria, user definable mark downs, discounts and promotions including multi-buys, mix and match for sale periods or happy hours. Flexible payment types include gift vouchers, credit notes, stamps and loyalty schemes as well as Euro/multi-currency compatibility.

**Personnel management** – features here are designed to help you maximise staff performance, with staff targets, commissions, training needs identification and support for staff scheduling. Time & attendance and new starters' information can also be collected at the EPoS device.

**Stock management** – eliminates the paper chase for controlling all stock movements, including inter-branch transfers, stock receiving, checking, sending and tracking returns back to manufacturers. Web-based direct access to head office systems for auctioning stock movements and enquires is also provided.

**Deposits, orders and returns** – all necessary paperwork can be produced on the till receipt, returns can be restocked in-store or returned to head office or warehouse and supplier credit monitored.

**Customer profiling** – prompts at the till help to collect information and the operation of customer loyalty schemes, product information or catalogue requests

EPoS is a best of breed solution in the BusinessEdge for Retail suite, which easily adapts to fit your business needs without incurring long implementation times or delays in achieving a return on investment. All application modules share Progress® OpenEdge™ as the underlying technology platform and integrate together or with existing systems via the world's leading enterprise service bus, Sonic ESB®, in order to minimise integration time and cost.

### Finding out more

You can check out some of our retail successes at [www.progress.com](http://www.progress.com) or contact Marketing Unit on 0845 665 2754  
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