Point of Sale software is proficient, which can make it difficult to determine which system will work best for your business. The specialty high-dollar boutique may require a completely different system then the high-volume gift store or retailer. Customization capability can also be of importance, with the capability to customize the register interface playing an important role in the final decision of what product to use. We've examined six areas that we feel are the most important areas of consideration when making a decision to purchase a point-of-sale product.

EASE OF USE
This is an important area to assess when purchasing any kind of software. When looking at a point-of-sale product, it becomes even more important. The volume of transactions processed and the number of employees that will normally utilize the system in a retail environment dictate that the software must be easy to use or, at the very least, be easy to learn. Does the user interface screen allow users to process all types of transactions from a central location or do users have to page through numerous screens to handle layaways, refunds and/or voids?

MODULES/SCALABILITY
This area can be important for several reasons. If a retailer needs a front office/back office product, the modules available play a large role in the purchasing decision. If a business needs a stand-alone point-of-sale product, the modules available become less important. However, if a retailer plans to expand its operation in the future, modules and scalability can still play a role in the decision-making process. Scalability is important, particularly for those in

the early growth stages. Can the product expand as the business does or will

customers? Can users look up customer accounts easily and determine what their credit limit is, what their buying habits are, and how much on average they spend?

Executive Summary — POS Systems

- A customizable sales entry screen is vital in POS products.
- Gift Cards and Loyalty Cards play an important role for successful
  retailers.
- Touch-screen technology continues to evolve over time to offer more
  sophisticated program capabilities.
- Integration with popular hardware peripherals is necessary.
- POS products suited for high-end gift shops may not work for retailers
  with high transaction volume.
- Register security and monitoring capability is essential.

INTEGRATION
Does the product integrate with other modules? Will it integrate with the multitude of hardware peripherals that retailers utilize, including barcode scanners, card readers, receipt printers and cash drawers? Can data or reports be imported and/or exported?

TRACKING/REPORTING
This is another important area, particularly for those looking to keep a handle

on customer and product performance. Can the product track best sellers or best customers? Can it track product performance by month? Are the reporting options sufficient or will the business need additional reporting resources?

RELATIVE VALUE

The best way to determine which product will work best for a particular business is to actually utilize and test the product in the environment in which it will be used.

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Addsum Business Software, Inc. — Advanced Accounting

Advanced Accounting from Addsum Business Software, Inc. offers retailers a complete accounting system along with a solid point-of-sale module. All modules are included with the purchase of the product, making Advanced Accounting very attractive to small businesses with limited budgets.
Read Full
Review

CAP|Software — Retail Manager 2007

CAP|Software, makers of Retail Manager, has been designing POS and Inventory Control software since 1978. Known for its flexibility, Retail Manager is suitable for any retail environment. Retail Manager's POS sales screens are designed to work best when utilizing a touch screen or keyboard.
Read Full
Review

CAM Commerce Solutions — Retail ICE

Retail ICE from CAM Commerce, is a single-user point-of-sale product designed for small retailers. Available for the cost of shipping, Retail ICE is the precursor to the more comprehensive Retail Star, which is designed for larger entities with multiple locations.
Read Full
Review

Cougar Mountain Software —

InfoTouch Corporation — InfoTouch Store Manager ES

Recently acquired by PayTrans Network Inc. in San Antonio, Texas, InfoTouch continues to offer its excellent point-of-sale software to retailers and specialty shops. InfoTouch Store Manager ES is a customizable POS product suitable for a variety of retail and specialty stores. InfoTouch recently released Revision 1 for version 2.50.

Read Full
Review

Intuit Inc. — QuickBooks
Point of Sale

Like all QuickBooks products, QuickBooks Point of Sale is designed with the small business owner in mind. Ideal for small, independent retailers, QuickBooks Point of Sale is an affordable, easy-to-use retail management software product for tracking inventory, sales and customer information.

Read Full
Review

Radiant Systems — CounterPoint
SQL

CounterPoint SQL is a fully integrated POS system that is suitable for both smaller retailers and larger retailers with single-site or multiple locations. The program is available in two editions: CounterPoint SQL Express and CounterPoint SQL Enterprises.

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Review

Sage Software — DacEasy

DacEasy from Sage Software offers an affordable

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