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*From
the Nov. 2006 Review of Point-of-Sale Systems*

Sage Accpac

ePOS is a point of sale program designed to work in conjunction with Sage Accpac ERP (enterprise resource planning). Sage Accpac ePOS is ideally suited for small to midsize retail stores with multiple locations.

EASE OF USE — 4.5 Stars

Prior to using Sage Accpac ePOS, one of the Sage Accpac ERP editions (100, 200 or 500) must be installed, and should be left to an experienced IT person. The standard user interface contains a drop-down menu at the top with functions such as File, Report, Functions, Options and Help. Below the menu bar is the main POS screen, which contains Main Screen, Customer, Item and Layaway tabs. The main screen option is where all charges are entered, layaway items processed, returns and exchanges processed, and pricing totals adjusted. Items can be scanned, entered by UPC code or looked up in the system. Transactions can be processed on a cash basis or by customer. The item search screen lets you search any or all locations and displays all available inventory items in stock at each location.

Users will find the necessary functions such as Cash Out, Enable/Disable Cash Drawer, and Process All Transactions under the File option at the top of the main screen. A simplified touch screen enabled interface can be used as well, that contains a keypad to the right of the screen with an area to enter or scan items, a tab to finalize sales, and lookup options. Because it's browser-based, system navigation and transaction processing is as simple as navigating through a standard web interface.

MODULES/SCALABILITY — 5 Stars

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and Sage Accpac 200 ERP can easily be upgraded to the next level (500), when necessary. Sage Accpac ePOS is available in two editions: 200 (supports standard inventory) and 500 (supports standard, serialized and/or lot-tracked inventory). Sage Accpac 200 ePOS can easily be upgraded to the next level (500), when necessary.

FEATURES/FUNCTIONALITY — 5 Stars

Because ePOS is deployed over the Internet, all system users can be managed remotely from one workstation. Users can choose between the standard and the simplified sales entry screen. The simplified screen uses touch screen technology, and would be used in high-volume retail stores. The standard screen contains more features and allows customer and item lookup (item lookup is also available in the simplified "scan-and-bag" interface), where you can also add new items, customers and transactions on the fly. Alternatively, users can also create their own User Interfaces customized to their own specific operations/job functions.

All locations are linked remotely with real-time access to inventory levels. Sage Accpac ePOS can also handle special and sales pricing, and customer quotes. It offers order entry functionality as well as the ability to create invoices, receipts and customized notes. Sage Accpac ePOS also has a built-in interface to process debit and credit cards. Using specific menu features, users can specify percentage discounts, process a transaction as tax exempt, and discount line items or the entire purchase.

Gift and loyalty cards can also be issued with Sage Accpac ePOS. Cash out procedures allow for the tracking of currency by denomination. Users simply enter the total for each bill type, and Sage Accpac ePOS will calculate the totals. Employees can be set up individually with their own passwords or groups

can be created, such as managers, supervisors, lead cashiers, etc. Each group

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TRACKING/REPORTS — 5 Stars

Customer loyalty and purchasing history can be tracked using loyalty points. Customers can be provided with gift cards, and subsequent purchases made with the cards can be tracked. Each customer is assigned a PIN number to provide identification upon redeeming points. Users can also authorize loyalty points on specific inventory items, change points for a limited period of time, or offer private sales for loyalty customers. With Sage Accpac ePOS, gift cards and gift certificates can be tracked and analyzed to determine customer buying habits for future sales events. Sage Accpac ePOS will also track inventory totals for all online locations, allowing users to view inventory stock at all locations in real time.

Along with standard financial reports available in Sage Accpac ERP, Sage Accpac ePOS also offers a variety of reports including a daily Cash Out report, a Transaction Report, a Payment Report, a Category Sales Report, and a Detailed Transaction Report. Batches can also be printed for order entry, inventory, AP and AR.

RELATIVE VALUE — 5 Stars

Sage Accpac ePOS is a sophisticated point-of-sale program that is suitable for both single-user and multi-user retailers with multiple locations. The Sage Accpac ePOS server component (which includes one free register license) costs \$2,000 (USD), and the register component costs \$1,000 (USD). This does not include the cost of Sage Accpac ERP, which must be purchased separately. An integrated retail bundle that includes all required modules of Sage Accpac 100 ERP (two users), and a two-register Sage Accpac 200 ePOS system is available for \$6,499 (USD). If you are looking for a product that can grow along with your retail establishments, this could be it.

2006 Overall Rating: 5 Stars

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