

SAP® POINT-OF-SALE

A ROBUST, FEATURE-RICH APPLICATION FOR TODAY'S RETAIL STORE

Designed for general merchandise and multiformat retailers, SAP® Point-of-Sale is a highly configurable point-of-sale (POS) application that includes an easy-to-use business-rules engine. In addition to POS functionality, it includes powerful back-office support for store-level management and reporting.

The SAP® Point-of-Sale (SAP POS) application offers unprecedented flexibility that empowers retailers to quickly and easily configure the application, thanks to its powerful configuration tool and business-rules engine. When the application was first introduced, it pioneered the concept of a configuration tool for point-of-sale (POS) software; today, the business-rules engine contains more than half a million options. Using the configuration tool, a retailer's IT staff (and even nontechnical personnel) can access the business-rules engine to change the software quickly and easily.

SAP POS includes both front-end POS and back-office functions, as well as a mobile POS option. The application integrates easily with existing IT infrastructures, thanks to its open platform and operating system architecture.

Functions and Features at a Glance

The SAP Point-of-Sale application contains industry-leading configuration functions in areas such as pricing, discounts, promotions, tender types, layaways, and returns. Additionally, the application is offered with powerful back-office functions for in-depth store-level management and reporting.

Front-End Features and Functions

Definable tenders	Stored-value cards	Nonmerchandise transactions	Gift certificates
Service charges and fees	Suspend/resume	Returns and exchanges	Function-level security
Customer database	Foreign currencies	Global translation	Configurable user interface
Item and transaction voids	Item and transaction discounting	Coupons	Timed promotions
Mix and match pricing	Tiered pricing	Kit and package pricing	Embedded pricing
Weight and quantity	POS reporting	Integrated credit, debit, and check	Processing (dial-up and IP socket)
Send sales	Regional tax tables	Percent, step, and value-added taxes	Layaways
Special orders	Web order payment and pickup	Rain checks	Payment schedules
Transaction import	Receipt bar codes	Store credit notes	Receipt coupons
Definable menus and keyboards	Definable receipts	Loyalty programs	Integrated browser
Cash management	Loans, pickups, balances, and floats	Reason codes	Age and date verification
Positive and negative file validation	Regional and terminal group support	Centralized database access	





Back-Office Features and Functions

In-store safe and cash management	Label and sign printing	File maintenance	Pricing
Application launch	Terminal monitoring	Historical and real-time journal viewing	Inventory control
Purchase orders	Receiving	Transfers	Suggested ordering
RF handheld support	Physical inventory counts	Vendor and customer maintenance	Extensive reporting functionality
Data export to other applications or devices, such as weigh scales	Customer profiling and purchase tracking	User-definable item and customer fields	Employee payroll

Greater Return on Investment

As retailers around the world have discovered, the SAP Point-of-Sale application can help you reduce the operating costs for store systems, while at the same time allowing you to deliver an enhanced customer experience. Following are just a few of the many advantages that SAP POS can bring to your business.

Low Total Cost of Ownership

SAP POS delivers low total cost of ownership thanks to its inherent flexibility and ease of use. As a result, many retailers are now well into their second decade of relying on SAP POS as their store systems solution – gaining an even greater return on investment.

SAP POS drives down operating costs and improves business agility by empowering your IT and nontechnical staff to quickly change inventory and pricing rules, apply new discounts, add promotions, adapt to sales tax changes, and change countless other features and functions. You can define the scope of authority to allow individual stores to modify features such as exchange rates, receipt headers and footers, and taxes. Since nontechnical store-operations personnel can make changes easily, your IT staff is freed up for other functions.

The application's flexibility makes it ideal for international retailing, allowing multinational retailers to reduce their costs by standardizing on a single POS platform throughout the enterprise. Furthermore, SAP POS easily supports multiple currencies, languages, and business practices.

A Competitive Edge for Your Business
With SAP POS, you can respond immediately to changing business needs and competitive pressures by quickly implementing new business functionality or transaction types. For example, you can react to competitive pressure with new pricing rules or a gift card program. SAP POS enables you to meet the needs of special classes of customers (such as businesses) with multilevel pricing and discounts that can build customer loyalty.

SAP POS supports automatic triggering of negotiated corporate discounts at the point of sale, multilevel discounts based on customer needs, best-pricing proposals based on transaction and customer type, and much more. SAP POS can retrieve information instantly from internal and third-party databases for easy, flexible implementation of loyalty programs.

It all adds up to a better customer experience – and a competitive edge for your retail business.

Enhanced Customer Service with Mobile POS

The mobile POS option of SAP POS enables faster transactions and a new level of customer service, giving your sales associates the ability to scan merchandise with RF handheld devices before customers proceed to checkout. Sales associates can perform price checks on the spot and locate mer-

chandise in another store in the same city when an item is out of stock at their store – enabling retailers to complete the sale and provide a better customer experience.

Mobile POS can streamline your receiving and inventory processes. Automatically run receiving reports compare the amount of merchandise received on each shipment with what has been scanned into inventory, thereby eliminating paperwork and enabling real-time inventory tracking and adjustments with immediate host-system updates.

Find Out More

Discover for yourself how SAP POS can provide you with low total cost of ownership while providing a solid platform for next-generation store systems. For more information, contact your sales representative or visit our Web site at www.sap.com/retail.



With SAP POS you can respond immediately to changing business needs and competitive pressures, drive down operating costs, and standardize on a single POS solution throughout your enterprise.

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