

Buyer's Guide

How to select your POS Software

This buyer's guide can be a useful prospecting tool for POS Software comparison and or checklist for decision making.

Found in many retail outlets worldwide, point of sale (POS) software is an effective way to streamline the selling process. Complete with a number of systems used to speed up the checkout and ordering processes, this software can help minimize errors and help keep track of transactions. With a variety of programs to choose from, TallySales Retail Management Suite tops the list.

- [Functionality](#) : Consider the features that your business requires. POS software can execute a number of tasks, many of which your company may not be able to take full advantage of. Think about the tasks you want your software to perform now and make a wish list of features you may need in the future.
- [License](#) and [Deployment](#) : Software is distributed by purchasing a license, but we do work in a CLOUD environment if you choose to use one.
- [Industry](#) and [Company Size](#) : Many software developers tailor their programs to serve particular industries and areas of business. Check with manufacturers and read online reviews to see whether or not their POS service coincides with the needs of your particular area of business. In addition, company size also plays a factor in determining software compatibility. Some programs are better suited for small companies, while others are able to meet the needs of larger corporations.

How to Find POS Software

Company Size

Will the software best serve my company size and growth expectations? When examining this field, it's important to pick a company that is versatile enough to service your company as it expands. In addition, companies that handle international transactions should select a program able to calculate multiple currency types. [TallySales is scalable and virtually without limits. Additionally, TallySales is multi-currency and multi-tender ready.](#)

Industry

Does the software effectively serve my industry? A number of software solutions are specifically tailored for a specific area of business. The advantage to purchasing an industry specific program is having access to unique characteristics not found on basic programs. Inversely, while a basic program may lack the subtleties of a specific industry, it may be better suited for companies that deal in a number of areas of business. [The TallySales Management Suite provides complete retail management capabilities and functionality for specialty retailers.](#)

Deployment Model

Is the software distributed online or on premises?

TallySales Retail Management Suite

On Premise: Requires users to purchase a physical disc and host the software on their own server or hard drive. Applications are then accessed locally or via the server network.	TallySales is designed to support a network server and, if required, various levels of stage servers providing fast, accurate and secure synchronization.
Online: Software is hosted using the Software as a Service deployment model and accessed via Internet connection. Access to this software is typically gained through visiting and logging into the provider's remote site.	TallySales has CLOUD server functionality. TallySoft does not have a force requirement to a specified hosted site.

Functionality

What specific features do I need to streamline the retail process? Below is a list of features to consider when in the market for a POS System. Click on the links to find out how TallySales Management Suite provides the features you need to manage your business...your way.

TallySales Retail Management Suite

<u>Point of Sale:</u> Streamlines data entry processes during point of sale.	TallySales is a complete POS system that is fully integrated to a Retail Management System.
<u>Inventory Management:</u> A feature designed to automatically track the number of specific items in stock.	TallySales provides real time inventory management.
<u>Employee Management:</u> Stores employee information and keeps track of items such as hours and attendance.	TallyTime is an integrated feature of TallySales and provides employee time keeping and management.
<u>Customer Management:</u> Stores customer contact information and previous orders for quick access.	TallySales Customer Relationship Manager is designed to assist you with communicating with your customer, tracking customer purchases, and improving customer satisfaction.

<u>eCommerce</u> : A feature that helps promote and manage the company's online sales.	TallySales is integrated to many of the most popular shopping carts for eCommerce.
<u>Retail Accounting</u> : Tools to help manage the company's record keeping.	TallySales provides Data Exchange with many popular accounting applications.
<u>Reporting</u> : Reports sales information and trends within the company.	TallyReports has over 250 standard reports for your management needs as well as a custom report generator for unique requirements.

Point of Sale Features

Does the software have features that streamline data entry processes during point of sale?

TallySales Retail Management Suite

Customer History : Tracks and logs customer data records such as past transactions.	YES , TallySales also provides customer history for layaways, special orders, on accounts purchases and more.
Cancellation : Cashiers are able to cancel payments after the transaction has been completed.	YES , Void and Post-Void Functionality.
Store Credit : Customers are given credit to the store via Gift or Merchandise credit card rather than a cash refund.	YES , TallySales provides cards that can be issued and redeemed through the POS system with no transaction fees. As well as support for integrated gift card and old fashion paper gift certificates and merchandise credits (all fully tracked).
Coupons : Certain items may be discounted, and the information may be stored in the POS system.	YES , TallySales supports manufacturer coupons as well as in-store generated coupons.
Buy X, Get Y Pricing : Allows the company to set deals such as buy one get one free, and 3 for the price of 1.	YES

Age Verification: Requires inputting the birthdate of the buyer for age-restricted items.	YES
Returns: Helps cashiers manage items returned by customers.	YES
Print Receipts: Prints sales receipts that contain important information such as date of sale, method of payment, and more.	YES , Standard Receipt Printers, Windows documents, and e-mail are all supported.
Revenue Totals: Keeps track of sales figures in one or multiple stores.	YES
Layaway and Quotes: System features that allow cashiers to create layaway transactions and track payments.	YES
Sales During Downed Network: Gives stores the ability to complete transactions while the network is down by storing the information and uploading it when the system is restored.	YES , TallyRegister utilizes a local database that dynamically synchronizes when the network and/or web is available, our architecture is 100% fully network tolerant.
Customizable GUI (Graphical User Interface): The ability to customize program interactions to meet aesthetic and professional needs.	YES
Tax Exemption: Gives cashiers the ability to remove tax from applicable items or purchases.	YES , Both Tax Exemption and Tax Shift to different Tax Rates.
Special Orders: Allows buyers to order items that are not normally stocked in store.	YES

Transaction Hold/Recall: System operators are able to put certain processes on hold and come back to them later.	YES
Time-limited Specials: System data can be set to include discounts for specific periods of time.	YES
Sales Commissions: Calculates and tracks information regarding commissions received by employees.	YES , both Commissions and Spiffs at Product and Departmental Levels.
Void Transaction: Total or partial sales transactions can be voided completely.	YES
Multi-system Integration: Systems can be interlinked between one or multiple stores.	YES
Discounts: Cashiers are able to provide discounts on total transactions or specific items.	YES
Bar Code Scanning: Users are able to receive pricing information from scanning barcodes.	YES
Product Lookup: Users are able to lookup product information at the point of sale.	YES
Receipt Notes: Keeps important records on receipts and stores the information.	YES
Multiple Payment Forms: Customers are able to use multiple forms of payment for purchases.	YES

Mobile POS: Point of sale tasks can be performed with the use of a mobile device.	YES
Multiple Currency: Users are able to use multiple currencies during purchases. This feature is useful for companies that participate in international commerce.	YES
Exchanges: Buyers are able to exchange products within the store without performing returns.	YES

eCommerce Features

Will the software help my company manage and sell products or services on the internet?

TallySales Retail Management Suite

Important Orders: Users can change the availability of their online inventory.	YES
Automatic Inventory Update: Tracks warehouse inventory and automatically updates the number of items shown on the company site.	YES
Online Payment and Shipping: Gives customers the ability to complete their order using only the Internet.	YES

Inventory Management Features

What inventory management capabilities am I looking for?

TallySales Retail Management Suite

Supplier Database: Tracks supplier records, saves contact information, tracks past vendor orders.	YES
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Discounts: A feature that gives management the ability to key in discounts or sales on particular items.	YES
Sale Scheduling: Management is able to key in sales and discounts for future dates and set expiration dates for current deals within the system.	YES , TallySales allows you to set-up any sales event (for any period of time) and the system will automatically run and price products at the register.
Package Assembly: Individual items are able to be bundled together and sold as a single price.	YES , TallySales allow you to select a group of items to be sold together at a discounted price.
Variable Pricing: Prices are able to be set based on day, department, category, and other criteria.	YES
Multiple Locations/Vendors: Tracks the sales and information for other locations within the company as well as their financial figures.	YES
Inventory Matrix: Gives users the ability to create matrices for items with several pieces of data such as color, size and width.	YES , TallySales makes it easy to track inventory with many variations of sizes, widths and colors.
Loss Prevention: Displays differences between sales and inventory in order to detect instances of theft or negligence.	YES
Automated Ordering: Updates inventory figures each time a unit is sold and informs users when stock dips below a predetermined level.	YES
Price Override: Cashiers are able to override system prices during the point of sale process.	YES

Serial Number Assignment/Barcode Generation: Unique serial numbers are generated in order to track specific inventory items, or barcodes can be generated for scanning when the item is sold.	YES
Purchase Orders: Creates purchase orders by logging quantities on order and received, product costs, vendor discounts, etc.	YES
Inventory Transfers: Facilitates the management of item transfers between stores within the company.	YES

Reporting Features

Can the software provide the sales reporting information I need?

TallySales Retail Management Suite

Sales Reports: Reports that are created yearly, quarterly, or based on sales figures defined by management.	YES
Inventory Reports: Details regarding product quantity levels, item purchase history, and other information regarding item stock.	YES
Customized Reporting: Users are given the ability to create designated fields and charts based on the company's needs.	YES
Department Performance Reporting: Divides figures by department in order to create a more comprehensive look at the sales dynamic.	YES

Product Movement Rate: Figures that report the rate at which products are selling at high and low rates.	YES
Over/Short Product Reports: Displays inventory data regarding items that are over or under stock projections.	YES
Daily Closing Reports: Creates reports detailing the final day's figures upon each closing night.	YES
Item Performance Reports: Creates reports regarding the performance of specific items within the system.	YES
Regional Performance Reports: Reports generated to illustrate company performance on a regional scale.	YES
Purchase Reports: Displays trends in company purchases in order to help view trends and correlations that may save the company money.	YES

Employee Management Features

How can the software help me manage employee related business factors?

TallySales Retail Management Suite

Price Override: Tracks when price overrides go below a selected margin as well as the individual who performed them.	YES
Time Clock: Provides an individual time clock for each employee and tracks attendance for payroll purposes.	YES , TallySales integrated time clock functionality allows employees to punch in and out of any POS workstation.

Employee Info: Information regarding employees is stored in a database, which can be accessed later.	YES
Security Level Assignments: Allows admins to set specific levels of access to different employees.	YES
Employee Performance Tracking: Tracks employee aspects such as sales, punctuality, attendance, and other performance factors.	YES
Commissions Management: Tracks and calculates commission figures based on predetermined management settings.	YES

Customer Management Features

How can the software help strengthen business/customer relations?

TallySales Retail Management Suite

Salesperson History: Keeps records of salesperson interactions with customers such as item details, dates, etc.	YES
Payment History: Tracks payment information such as date, amount of purchase, and method of payment.	YES
Purchase History: A record of items that customers have purchased, including by size, by color, by price point, etc.	YES
Grace Period: Users are able to set a predetermined time limit to denote when payments are considered on time.	YES

Label Printing: Creates invoices, shipping instructions, and emails for purchased items.	YES
Customer Comments: Logs comments made by customers.	YES
Upselling Target Display: Displays items that should be targeted during the sale, based on the item being purchased.	YES
Default Payment: Stores a default payment setting for quick customer checkout.	YES
Key Date Tracking: Tracks important customer dates, such as birthdays or anniversaries, in order to strengthen relations.	YES
Targeted Mailing Lists: Analyze customer info by specific categories and demographics for the purpose of targeted advertisement.	YES
Standard Discounts: Allows sales and discounts to be managed across a number of outlets.	YES
Product Triggers: Attached to a product being purchased, sends information to cashier regarding upselling points and other notes.	YES
Loyalty Rewards: Businesses are able to create loyalty rewards programs and track customer progress.	YES

Email Marketing: Supplies companies with the ability to devise email campaigns to customers.	YES
Customer Information Database: Keeps track of customer spending, payment, and purchase information in a comprehensive database.	YES

Retail Accounting Features

What tools do I need to help my company manage its accounting practices?

TallySales Retail Management Suite

Sales Audit: Uses sales reporting to ensure that your company is in compliance with government regulations and/or restrictions.	YES
Purchase Orders: Tracks all of the necessary information associated with each order until the shipment is received.	YES
General Ledger: Keeps a record of all accounting transactions on a general ledger document.	YES
Bank Reconciliation: Compares transactions with bank statements to ensure financial accuracy.	YES
Accounting Statements: Uses company data to create statements regarding customer account information.	YES

What to Watch for in POS Software

Consider your current and future needs. When searching for POS software, it is almost always a better financial option to choose a company that is able to meet the growing demands of your business. A system that works for your company now may find itself unable to accommodate additional stores and expansion, so be sure to find a company that is able to increase their services and features as your company continues to grow.

TallySales Retail Management Suite

Can you select your own Credit Card Processor?	<p>TallySales provides an integrated credit card solution, allowing our customers to retain or select their own processor.</p> <p>Many POS competitors require you to select their processor. This is an additional profit center for them and lack of opportunity for you.</p>
Do I have to purchase proprietary hardware?	<p>TallySales is a Windows based system. If you have existing computers, monitors, printers or other POS peripherals, you can retain your investment; as long as they meet minimum requirements and have available drivers.</p> <p>Although TallySoft is a software developer, we do recommend manufacturers and sell hardware to our customers.</p>
What if I need to have a customized application?	<p>If you find that you need a custom modification and have a unique interface requirement, TallySoft can develop custom application solutions.</p> <p>TallySales is incredibly easy to use and configure, allowing our system to adapt to your business.</p>
How is their Support?	<p>TallySoft provides and delivers:</p> <ul style="list-style-type: none"> • 24/7 Customer Support Center

How is their Support? cont.

- Implementation – Project management is the key to a successful deployment of software
- Training
- Customization
- End-to-end consulting and advice – We not only work with you on the initial software configuration to match your needs; we continue to support you after the sale.

Choose TallySales as your Point-of-Sales and Retail Management



Complete Retail Management Solution

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