

MICROSOFT® POINT OF SALE SOLUTIONS

**Microsoft**  
**Business**  
**Solutions**

Success depends on more  
than just the **right** store location.



Looking for a way to level  
the competitive playing field  
with big box competitors?  
Microsoft point of sale  
solutions can help  
with two applications that offer  
affordability and reliability.

## Comparison Guide

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Choose the product that's right for you.

## Microsoft® Point of Sale

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Microsoft® Point of Sale provides small, single store retailers an easy-to-use application to track sales, inventory, and customer information. Designed to replace a cash register, Microsoft Point Of Sale saves time and money, automating stores at an affordable price.

## Microsoft® Retail Management System

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Microsoft® Retail Management System provides small and medium-size retailers with an integrated point of sale solution to manage operations within stores and across the business. This powerful software package enables retailers to track inventory more efficiently and improve customer service. Microsoft Retail Management System in combination with Microsoft® Business Solutions—Great Plains provides a comprehensive solution for retailers who manage their store, financial, and inventory operations from a central location.

# Microsoft point of sale solutions comparison guide

## Choose the product that's right for you

Microsoft point of sale solutions are used by thousands of retailers in dozens of vertical markets, helping them manage inventory, control cash, reduce costs, and improve customer service. Retailers can use point of sale solutions out-of-the-box with existing PCs and peripherals, or purchase complete hardware and software bundles from leading technology providers.



FEATURES AND BENEFITS	Point of Sale	Retail Management System
Efficiently manage and track inventory within store	✓	✓
Automatically generate POs based on reorder points and restock levels	✓	✓
Import items, customers, and supplier info from Excel	✓	✓
View sales and inventory information in real-time, modifiable reports	✓	✓
Print labels for items, shelves, customer mailers, and more	✓	✓
Integrate sales information with QuickBooks Financial Software	✓	✓
Use a touch screen to speed transactions	✓	✓
Track customer visits and purchase histories	✓	✓
Speed check-out with built-in credit/debit card processing services	✓	✓
Assign role-based security to employees	✓	✓
Suspend and resume transactions	✓	✓
Track employee hours with time clock	✓	✓
Manage inventory and customer information across multiple stores		✓
Design custom sales and inventory reports		✓
Integrate sales information with Microsoft Business Solutions Financials, Peachtree, MYOB, Blackbaud		✓
Track work orders, quotes, back orders, and layaways		✓
Manage customer accounts receivables		✓
Connect POS with e-commerce via third-party add-ons		✓
Manage multiple item dimensions—color, size, and style		✓
Manage gift cards, assembly, weighed, and gasoline item types		✓
Automatically break down cases into single units		✓
Assign field-level security to employees		✓
Improve cashier accountability by tracking tasks performed		✓

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**“Microsoft Point of Sale has given us back our lives; we no longer spend endless hours tracking inventory, guessing what stock to order, or closing the till. Now more of our time at the store is spent doing what we do best: building relationships with our customers and finding them the music they love.”**

– ELIZABETH GEIST  
CO-OWNER, THE LANDING MUSIC LTD.

**“Microsoft Retail Management System enables Altex to serve our customers better and faster. There isn’t anything more important than that. Then it helps our accounting staff find and correct human errors almost immediately. They can isolate mistakes to a single register—even a single transaction—before they enter Great Plains, where our corporate accounting, accounts payable, general ledger, and payroll take place.**

– MIKE MYERS,  
PRESIDENT/CEO, ALTEX ELECTRONICS LTD.

# Microsoft® Point of Sale

for small single-store retailers

You offer customers something they can't get anywhere else: personalized service and unique products. But you still struggle to find the right balance of inventory, staffing, customer information, and business control to make your store as competitive as it should be. Microsoft Point of Sale helps you level the playing field in today's competitive retail environment by letting you easily automate point of sale, inventory management, reporting, and gain powerful insights to help you deliver superior customer service.



## STREAMLINE BUSINESS PROCESSES

- Streamline and track business operations, including inventory, supplier management, and POS processes.
- Process transactions quickly with bar code scanning, custom POS buttons, and an easy-to-use touch screen.
- Hold transactions for later retrieval while you assist other customers with their purchases.
- Give associates at the point of sale an easy way to check prices, inventory availability, and locations quickly. They can access customer information, handle multiple tenders and partial payments at checkout, and quickly create and process returns.
- Save time and money by integrating credit and debit card transactions at the POS and eliminating the need for expensive card payment terminals and high transaction fees.
- Make informed decisions with accurate information and powerful reporting tools.
- Integrate and exchange information with Microsoft Office Word, Excel, and Outlook and Intuit QuickBooks accounting software. Make full use of existing software investments and share information across applications without additional training costs.

## EASY TO SET UP AND USE

- An intuitive user interface helps users learn POS procedures in minutes—even if they've never used a computer before.
- Train new employees quickly using the practice mode option.
- User-defined custom fields allow you to define and track information you want to see about your customers.
- Microsoft Business Solutions partners provide expert support and assistance to quickly set up and tailor Microsoft Point of Sale to meet your specific retail needs.

## TRACK AND MANAGE INVENTORY EFFICIENTLY

- Save time and reduce employee overhead by automating inventory tracking and receiving.
- Set reorder points and restocking levels to help eliminate the number of out-of-stocks and overstocks.
- Multiple pricing structures for markups and discounts provide flexibility.
- View real-time inventory status such as quantity sold, on hand, on order, and more.
- Track and manage items across your business using familiar and flexible stock and sales methods.
- Replenish top-selling items efficiently and negotiate lower purchasing costs by tracking item movement and supplier histories.
- Create automatic purchase orders and identify your best-price suppliers.
- Create bar code labels with a built-in label designer.

## HELP IMPROVE SECURITY AND YOUR BOTTOM LINE

- Help reduce shrinkage, false returns, credit card fraud, and unauthorized discounts. With several security roles that can be assigned to employees, managers can help control access to sensitive data and track returns efficiently.

## MAKE BETTER-INFORMED BUSINESS DECISIONS

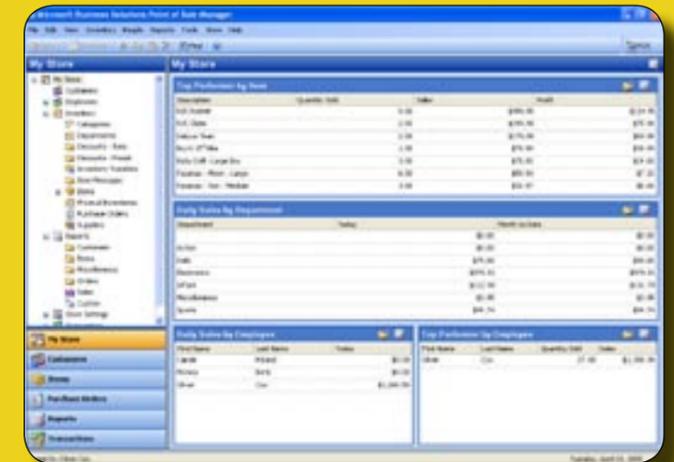
- Use more than 30 interactive real-time reports that identify best-selling items, most productive employees, detailed sales history by cashier, department, category, supplier, and more.
- Access and analyze current, detailed data across your entire store. Identify sales trends in every department or category, evaluate operations and financials, track results from sales and ad campaigns, and set and monitor business policies.
- Share information with other applications, your accountant, or suppliers by exporting report information in several formats: Microsoft Excel, text, HTML, XML, or e-mail.
- Use the "My Store" feature to customize your screen to display the reports that are most important to you.

## INCREASE SALES AND BUILD CUSTOMER LOYALTY

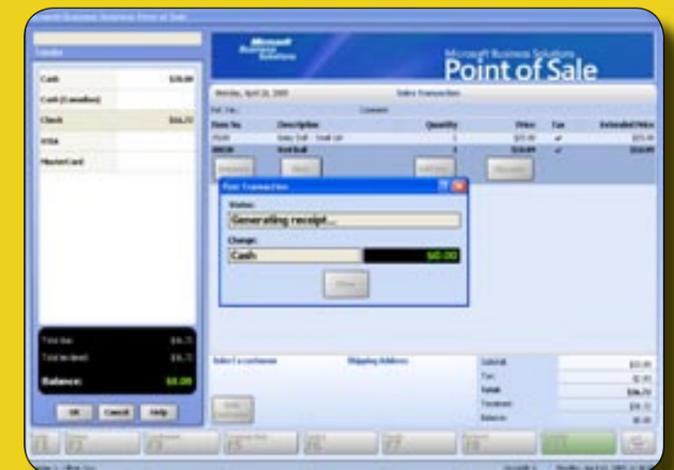
- Target customer preferences and remind cashiers about up-sells and cross-sells, so they can mention them during transactions.
- Implement automatic discounts for frequent shoppers.
- Create targeted customer mailings based on buying preferences and purchase histories.

## EXPAND EASILY

- Store and manage large amounts of information with flexible Microsoft SQL Server™ database technology.



Use the "My Store" view to create up-to-date snapshots of your business information.



Provide fast, professional customer service using the intuitive, customizable POS screen.

## SYSTEM REQUIREMENTS

### Microsoft Point of Sale

- PC with Pentium® III 733 MHz or faster processor
- Microsoft® Windows® XP Professional with Service Pack 2 or later, or Windows Server™ 2003
- Microsoft SQL Server™ 2000 Desktop Engine – MSDE (included)
- Minimum 256 MB of RAM
- Approximately 50MB of available hard disk space for the Point of Sale program and files. (Hard disk usage will vary, depending on Point of Sale's configuration and the location of database files.)
- CD-ROM drive
- VGA (800 x 600) or higher-resolution monitor with 16-bit color for the Point of Sale POS program; VGA (1024 x 768) or higher resolution for the Point of Sale Manager program
- Microsoft Mouse or compatible pointing device

# Microsoft® Retail Management System

for small and medium-size multi-store retailers

Now you can get the best of both worlds: centralized control of your multi-store retail operations and deep insight into business intelligence. You'll have the ability to control costs, maximize revenue streams, build profitable customer relationships, and improve efficiency and accountability across the board. Microsoft Retail Management System offers a complete solution that works for your entire retail chain, including the POS terminal, store operations, and the head office.

## STREAMLINE BUSINESS PROCESSES

- Streamline and track business operations, including inventory, supplier management, and POS processes.
- Hold transactions for later retrieval while you assist other customers with their purchases.
- Give associates at the point of sale an easy way to check prices, inventory availability, and locations quickly. They can access customer information, handle multiple tenders and partial payments at checkout, and quickly create and process returns.
- Save time and money by integrating credit and debit card transactions at the POS and eliminating the need for expensive card payment terminals and high transaction fees.
- Make informed decisions with accurate information and powerful reporting tools.
- Integrate and exchange information with Microsoft Office Word, Excel and Outlook as well as Intuit QuickBooks, Peachtree, Microsoft® Business Solutions—Great Plains and other financial applications.

## MANAGE ENTIRE BUSINESS FROM A CENTRAL LOCATION

- "Poll" detailed sales and inventory data from multiple stores.
- Manage prices, purchasing, and inventory chain-wide, by region or by store.
- Set and monitor policies and procedures for all stores.
- Invoke automatic inventory replenishment at the lead store, and for any group of stores.
- View, analyze, and share reports across your entire business.
- Help reduce double-entry by importing closed purchase orders and summarized financial transactions from Microsoft Retail Management System into the Microsoft Great Plains General Ledger.
- Use the invoice matching function of Great Plains to correlate invoices with purchase orders that originate at any store in your business.

## EASY TO SET UP AND USE

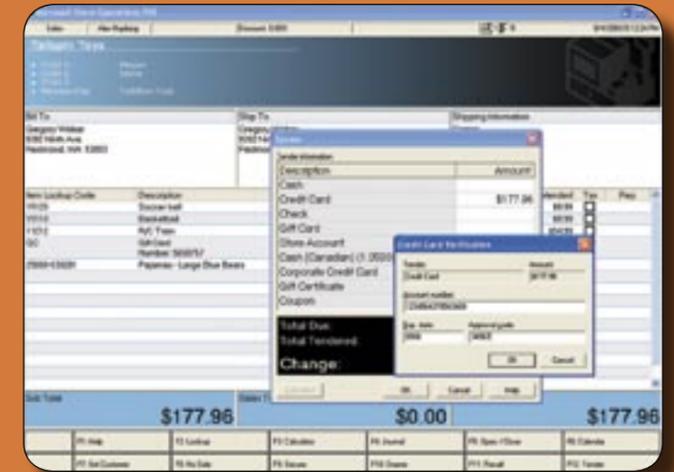
- Train employees quickly and cost-effectively with built-in wizards and an intuitive user interface.
- User-defined custom fields allow you to define and track information you want to see about your customers.
- Microsoft Business Solutions partners provide expert support and assistance to quickly set up and customize Microsoft Retail Management System to meet your specific retail needs.

## TRACK AND MANAGE INVENTORY EFFICIENTLY

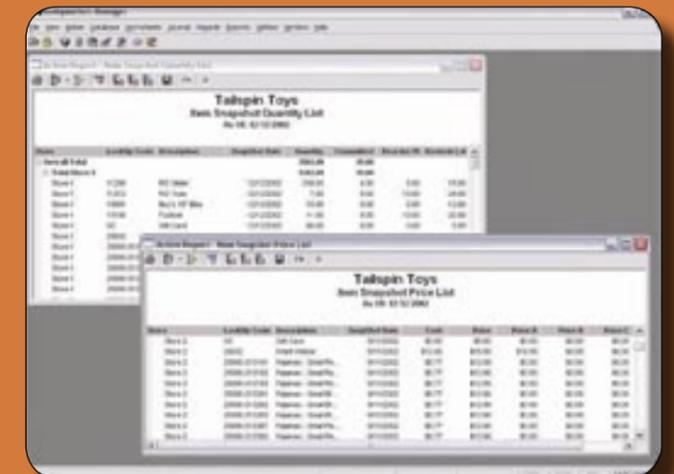
- Set reorder points and restocking levels to help eliminate the number of out-of-stocks and overstocks.
- Multiple pricing structures for markups and discounts provide flexibility.
- View real-time inventory status: quantity sold, on hand, on order, and more.
- Track and manage items across your business using familiar and flexible stock and sales methods.
- Replenish top-selling items efficiently and negotiate lower purchasing costs by tracking item movement and supplier histories.
- Create automatic purchase orders and identify your best-price suppliers.
- Create bar code labels with a built-in label designer.
- Transfer inventory across stores.
- Support a wide range of inventory types such as standard, serialized, kit, assembly, matrix, and lot matrix.
- Mark items as inactive and maintain their history without cluttering your reports or inventory views.

## HELP IMPROVE SECURITY AND YOUR BOTTOM LINE

- Help reduce shrinkage, false returns, credit card fraud, and unauthorized discounts with 31 levels of user security features.
- Preview, search and print daily sales reports and journals by register, batch, and receipt number.
- Close cashier shifts quickly and accurately.



Handle multiple tenders and partial payments at checkout, and reduce transaction times with integrated card processing.



Access and analyze data from across your entire business with flexible, powerful MS SQL Server-based reporting.



## SYSTEM REQUIREMENTS

### Microsoft Retail Management System

- PC with Pentium 500 MHz or faster processor
- Microsoft Windows 98 SE, Windows ME, Windows 2000 Professional Edition, or Windows XP (all versions)
- Microsoft SQL Server™ 2000 Desktop Engine – MSDE (included)
- Minimum 256 MB of RAM
- Approximately 8 GB of available hard disk space (depending on location of database files)
- CD-ROM drive
- Microsoft Mouse or compatible pointing device

## Microsoft® Retail Management System (continued)

### MAKE BETTER-INFORMED BUSINESS DECISIONS

- With customizable reports, identify sales trends in every department or category, evaluate operations and financials, track results from sales and ad campaigns, set and monitor business policies across stores, and more.
- Share information with other applications, your accountant, or suppliers by exporting report information in several formats: Microsoft Excel, text, HTML, XML, or e-mail.
- Share data across multiple store locations for a complete view of your retail business.
- Replenish top-selling items efficiently and negotiate lower purchasing costs by tracking item movement and supplier histories.

### INCREASE SALES AND BUILD CUSTOMER LOYALTY

- Target customer preferences and remind cashiers about up-sells and cross-sells during transactions.
- Implement automatic discounts for frequent shoppers.
- Send targeted mailings with special offers and promotions to selected customers.
- Collaborate with suppliers to advertise products, promotions, new items, or upcoming events to customers in line with a secondary net display.

### EXPAND EASILY

- Store and manage virtually unlimited amounts of information with flexible Microsoft SQL Server™ database technologies.
- Easily add and connect with multiple stores

## Purchase convenient all-in-one bundles

Microsoft Retail Management System provides all-in-one software and hardware packages tailored for specific needs. Current offerings include:

### A COMPLETE POINT OF SALE SOLUTION FROM INDUSTRY LEADERS MICROSOFT, IBM, AND SYMBOL

- This solution offers an integrated, all-in-one software/hardware/peripheral system with big-retailer functionality at an affordable price point.
- At the core of the solution is Microsoft Retail Management System. Hardware from IBM includes the IBM SurePOS 300 point-of-sale system, IBM retail keyboard, IBM Think Vision 15" flat panel display, IBM SureMark receipt printer, and IBM cash drawer. Also included from Symbol is the Symbol LS-2208 Scanner.
- Price starts at \$2,999 (U.S.) MSRP and includes one year on-site hardware service on the IBM SurePOS 300 system, and a five-year warranty on the Symbol LS-2208 Scanner. Software services and support by Microsoft and installation are not included.\*

### COMPLETE POINT OF SALE SOLUTIONS FOR VERTICAL MARKETS—SPORTING GOODS, GIFT, BEER/WINE/LIQUOR, AND SPECIALTY APPAREL.

- These bundles include Microsoft Retail Management System with a point of sale computer terminal, LCD monitor, keyboard, receipt printer, cash drawer, bar code scanner, magnetic stripe reader and accessories.
- Depending on the size and complexity of your business, you can choose from standard or deluxe bundles starting at \$2,999 (U.S.) MSRP, not including hardware and software services and support or installation.\*

## Count on Microsoft

Microsoft point of sale solutions are backed by one of the world's leading technology providers with years of experience delivering business applications and services known worldwide for top quality.

### ADDITIONAL RESOURCES

#### TRAINING

Microsoft and Microsoft partners can provide training on the system.

#### \*TECHNICAL SUPPORT

Technical support is available from both Microsoft Business Solutions and our reselling partners. Microsoft Business Solutions offers optional support packages that provide access to Web- and phone-based technical support assistance. To reach Microsoft Business Solutions Support, call 888-477-7877..

**Microsoft®**  
**Business**  
**Solutions**

**FOR MORE INFORMATION ON MICROSOFT POINT OF SALE AND  
MICROSOFT RETAIL MANAGEMENT SYSTEM:**

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**E-mail:** [mgpinfo@microsoft.com](mailto:mgpinfo@microsoft.com)

*or contact your Microsoft Business Solutions partner.*

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