

Point of Sale

Full function retail Point of Sales

Automatic price look-up

Automatic promotional pricing

Customer credit control

Charge invoice printing

Cash balancing of drawer at end of shift

Special tallies

Parked sales

Lost sales control

Price override reporting

Price matrix

Quoting system

Quantity break pricing

Sales tax exempt sales

Invoice message by customer type

Full customer and stock hot key look-up

Layby control

Multiple tender types

Customer display pole at point of sale

Barcode scanning

Optional 5 cent rounding

Eliminates buddy pricing

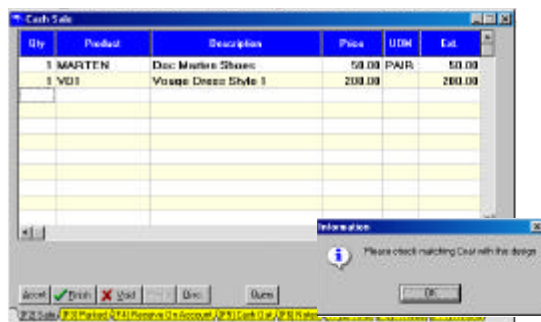
Simple void function

Easily converts cash to account sales

Can reprint cash slips

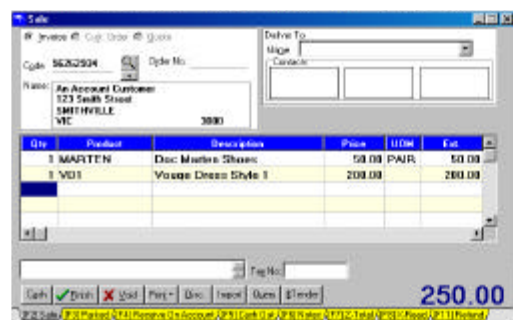
Refund function

Cash Sale



Simple to use Sales screens, with unique Cashier prompts by stock item, allows you to keep your customers informed of safety precautions and hazardous items, and can be used to encourage add on sales for suitable products.

Account Sale



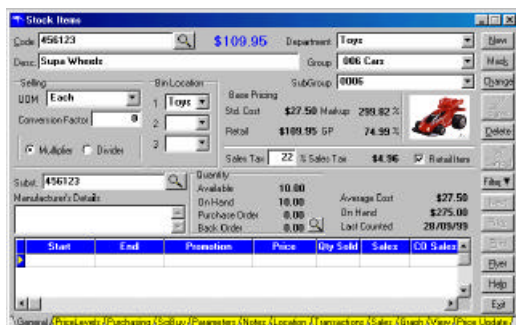
The Account Sale screen has the Invoice, Quotes and Customer Order functions all contained together and therefore is easy to use. It can also display a prestored customers picture used for verification at the time of processing an account sale.

Stock Control

- Large 60 character description
- Fine Line Class and description look-up
- Product velocity ranking
- Serial number control
- Unlimited codes per product
- Barcode label printing
- Replenishment ordering
- RPM analysis down to the square metre / foot
- Store layout graphics promote high level of customer service through easy location of stock
- Multi-level pricing with forward dated price changes
- Can produce customer specific price lists to floppy disk and prints product fact sheets, with product specifications and pictures

- Timber and building material control
- Calculates GMROI using a true average stock onhand value
- Handles substitute items
- Flexible and easy to use Kit Control
- Build of Materials solutions
- Provides the complete status of a stock item including the date the item was last purchased and the details for quantity breaks together with all profit details including margin by percentage and dollars
- Total stock control by fine line groups and departments
- Caters for non-diminishing stock items, such as freight and labour
- Pacsoft** automatically calculates stock turns for the month to date, year to date and last year based on projected sales and average stock holdings

Stock Item Screen



The Stock Item screen allows you to view all relevant information for each stock item. You are also able to store Visual Images of each item which aids with stock association.

Stock Item Parameters Screen



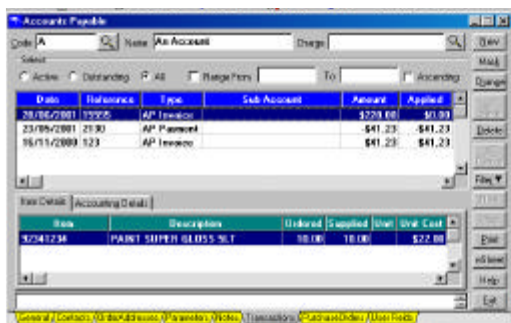
The Parameters screen for a stock item, will allow you to set up each item with complete details and total flexibility. A point, that makes **Pacsoft** totally unique.

Accounts Payable

- Settlement discount control
- Cash requirements reporting
- Remittance and or cheque printing
- Automatic payment processing by discount or due date
- Ability to pay by Bank Transfer
- Total control from delivery receipt through to invoice
- Controls holding of transactions and pending credit notes
- Full line item purchase analysis
- Handles freight loading and rebates
- Notes / diary system
- Clear and accurate information about account transactions using the drill down method - showing location of payments and/or credits to original transactions

- Prior period posting
- Drop shipment control
- Balances - Current, 30, 60, & 90+ days, total outstanding, total on order
- Summary of purchases month to date, year to date and last year
- Goods received with date reference and price, etc.
- Verification of items purchased on a specific invoice is available at anytime
- Payment terms from end of month or invoice and settlement discount amount
- Both accounting details and stock details are available
- A unique feature of **Pacsoft** is the ability to transact beyond the end of month and perform the end of month when in the new month while still maintaining correct balances and aging

Transaction Query



The Transaction screen will show either item or accounting details and allows you to view or print a listing of the transactions on file for the account.

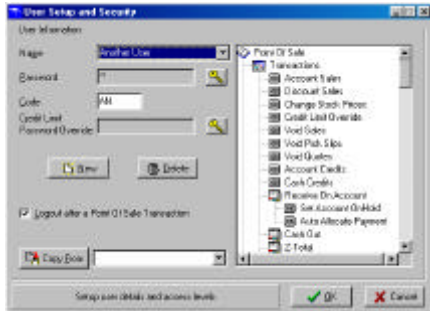
Payments Screen



Simple to follow transaction processing, with the use of different colours, this screen will draw attention to those items that have been put on hold for a particular reason.

Advanced Automation

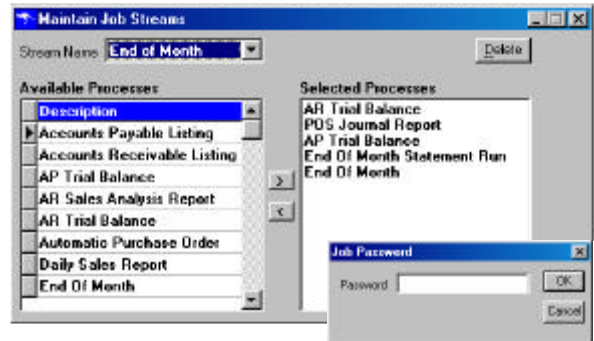
Your Security Worries are Over



Pacsoft for Windows has a unique facility which allows total control in regard to what a registered user can and cannot access on the system.

A graphical selection process enables the system administrator to easily select access levels for each operation available on the system by the user.

Job Streaming



Job Streaming helps maintain reporting control without being present in the store. It can turn laborious tasks such as end of day, end of week and end of month into one step functions. Criteria once set is saved by the system and therefore eliminates guess work by staff.

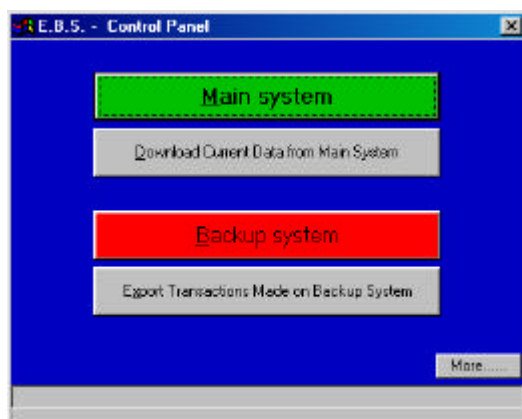
Simple option to run operation asks for confirmation of request to perform task.

Power to the User

Pacsoft utilises the Microsoft Access Jet Engine to store data, you can easily create your own interface programs with the help of the Access Wizard, or add specific database elements without the need for programmers.



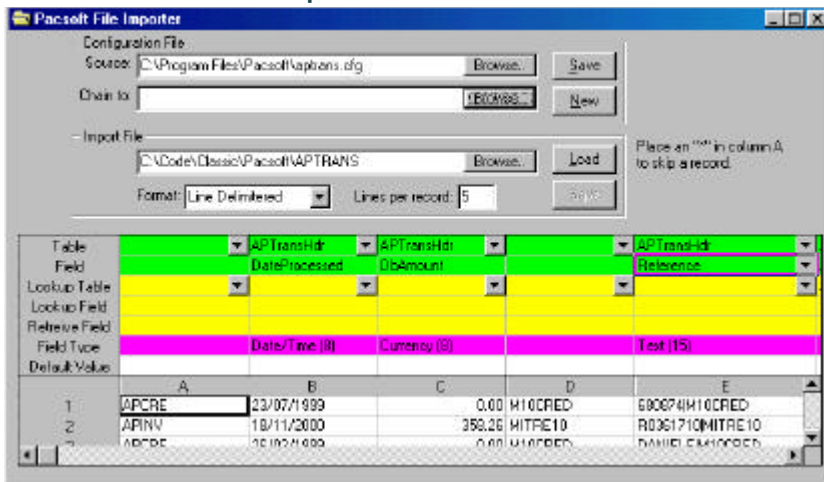
Emergency Backup System



This optional Module will allow your Point of Sale to function if your Main Server is down. Using the options in this area you are able to select from downloading the Main Database to this machine, use the Main System, use the Backup System or Export the Transactions back to your Server.

Advanced Automation

Pacsoft File Importer



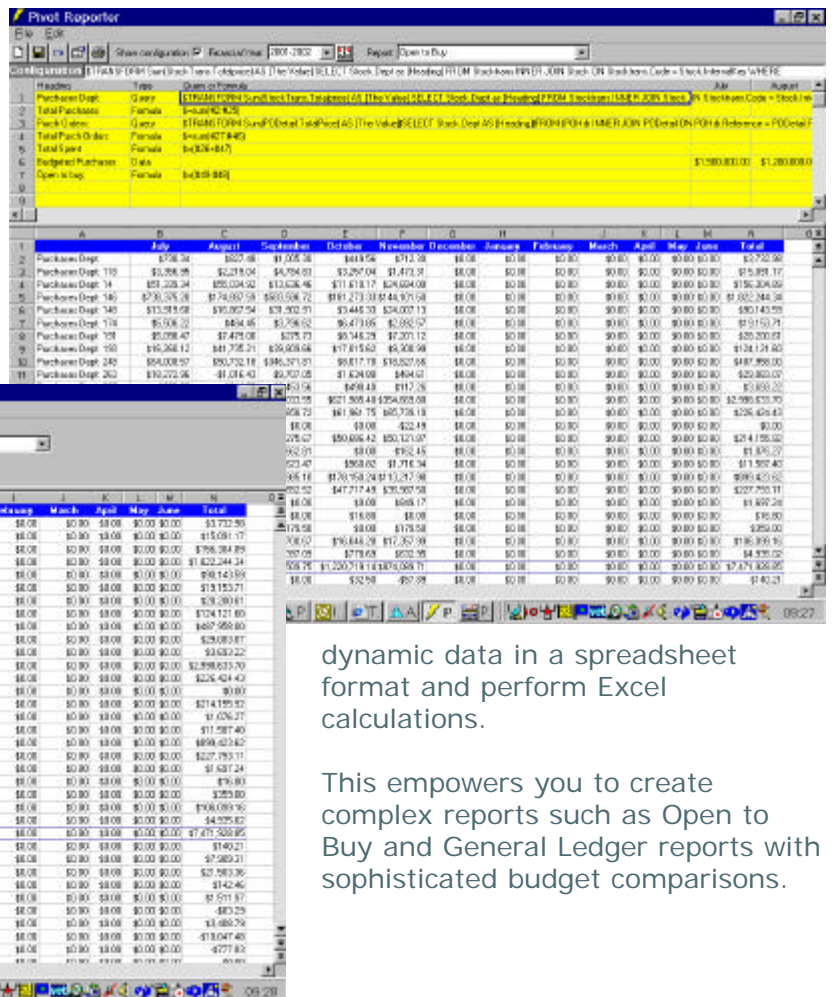
The problems associated with importing data into Pacsoft have been eliminated with Pacsoft's File Importer. This easy to use but versatile tool enables you to import text or excel files into an empty Pacsoft database.

This is ideally suited for use when converting from an existing system to Pacsoft.

Pivot Reporter

The Pivot Reporter enables you to create your own reports using the data contained within your database. Once the configuration of the report has been set and saved you can then run the report to obtain your information at any time.

A major feature of the Pivot Reporter is the ability to interleave static and



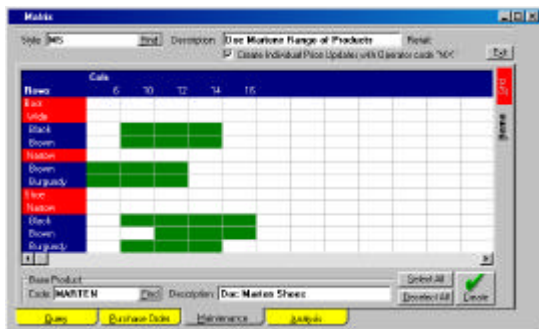
dynamic data in a spreadsheet format and perform Excel calculations.

This empowers you to create complex reports such as Open to Buy and General Ledger reports with sophisticated budget comparisons.

Colour Size Matrix

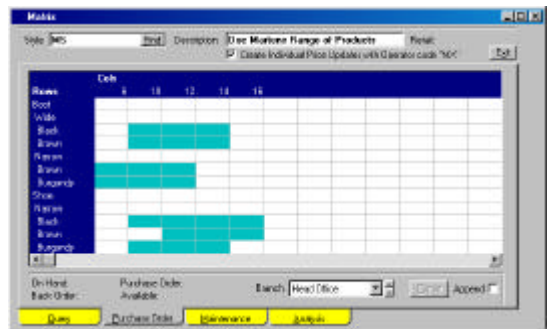
The Colour Style Matrix ancillary facility of **Pacsoft** has been designed to seamlessly integrate with the Stock Control system and function for a multitude of users. It can be used not only for fashion but also to group a range of like products for any industry, such as various size nuts and bolts in the hardware market.

The Grid



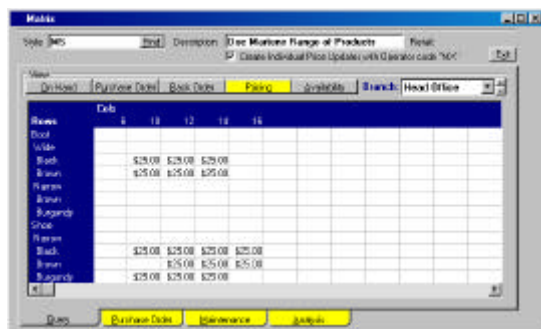
Displayed above is the Product grid for a completed result of a matrix. This can be modified at any time to add or delete products contained in the Matrix.

Purchase Orders



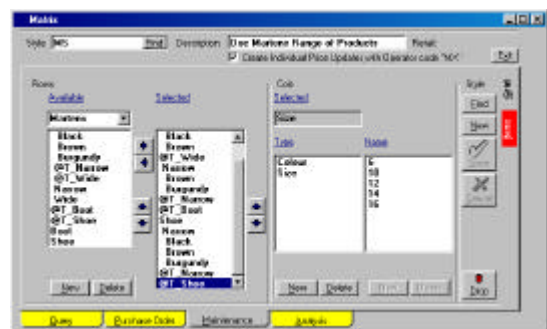
The Purchase Order screen allows you to create an order file ready for importing into the purchase order entry screen in **Pacsoft**.

Query Screen



The Query screen allows you to select from the following tabs stock on hand details, purchase orders, quantity on back order and pricing details. Because each colour and/or size is an individual product in **Pacsoft** it is possible to have varying prices within a style.

Maintenance Tab



The Maintenance screen is the area where you setup a Matrix. By completing the rows and columns you are then able to create the products in **Pacsoft**.

Branching

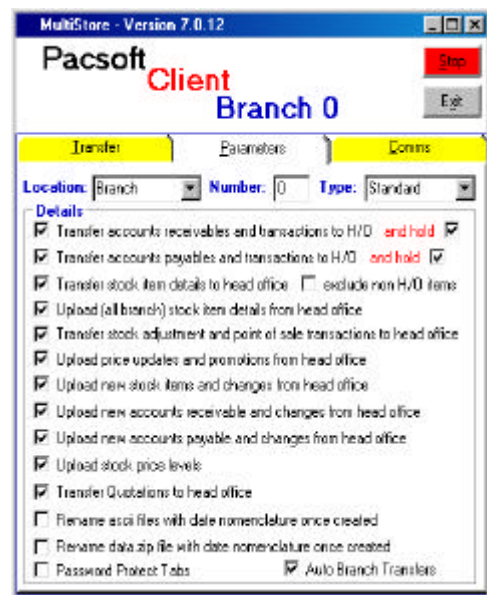
This optional Branching Module has been designed to allow stores to access information created at multiple locations. Dependent upon the individual store requirements you are able to share Accounts Receivable, Accounts Payable and Stock data.

Parameters

Select the level of branch integration with head office.

Transfers can be automatic with unattended operation.

Any branch can view stock availability in other branches.



Communications

Data transfer can be tailored to operate store to store via E-mail, FTP, modems or floppy disks.



Customer Relationship

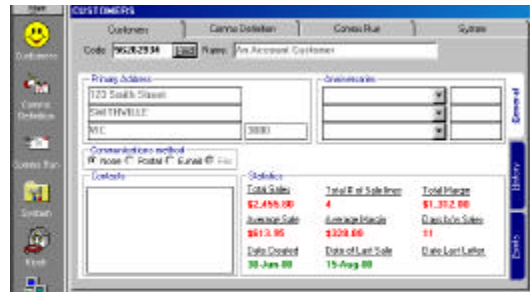
Marketing communications and all forms of customer interaction must be combined in a single function to ensure that the dialogue with a customer today picks up where it left off yesterday with that particular customer. Without individual customer feedback, no collaboration or customisation is possible, nor is it possible to specify a customer's needs in more detail. Creating dialogue opportunities with customers is a pre-requisite for soliciting feedback. But the dialogue itself has to be integrated into the enterprises existing knowledge of that customer and its need for additional information.

In-Store Kiosk



The In-Store Kiosk, allows you to set triggers so that when a customer enters your store, they are recognised. For instance if it was a customers' birthday the kiosk could sing Happy Birthday and/or print a special offer. It also gives your customers an easy method to check their bonus points balance on line.

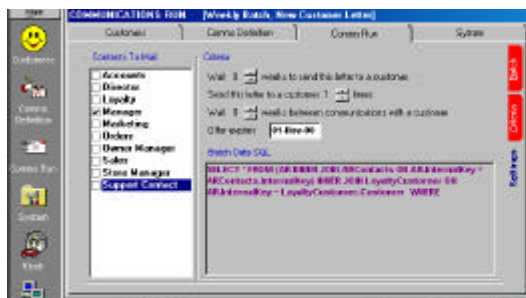
Customer Information



Tracks customer habits and enhances the "Learning Relationship", to help you satisfy customer's specific needs.

Fully automated customer communications, either by traditional postage, fax or e-mail.

Communication Run



Communications are directed to the most appropriate person using user definable parameters control the frequency and repetitive nature of specific communiques.

Communications



Communication batches can have many letters and the system chooses the most appropriate communique based on user definable trigger parameters.

Retail Works™

Advanced Retail Interface

You Get More Productivity with Less Training

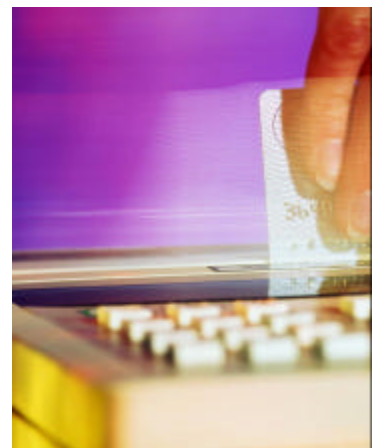
Determining your training budget and managing rapid employee turnover is not easy. You must quickly turn new hires into productive employees who can keep your checkout lines moving and provide excellent service to consumers. All are important aspects of the shopping experience you deliver. By installing Retail Works, even your newest employee can serve consumers at the checkstand like an expert. The easy to use ATM-type interaction leads your employees through each consumer transaction correctly.

Your Employees

Retail Works works the way employees think, instead of training your employees to think the way a computer works. Each of your employees approach transactions differently, and Retail Works makes allowances accordingly. Because Retail Works is easy to use, your employees will make fewer mistakes.

Complex transactions are made simple by Retail Works because your employees:

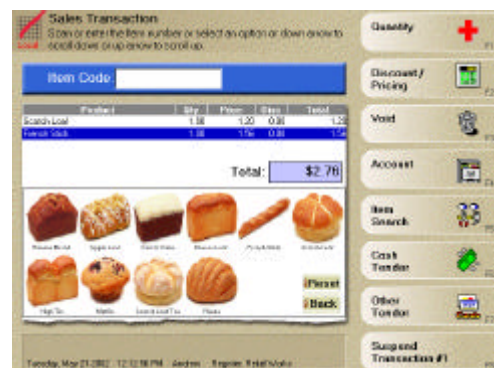
- can complete the same transaction in different ways.
- need to memorize very little information
- have fewer key strokes
- can only choose from valid options
- use easy-to-understand graphical images



Get Retail Works and Get the Customer Service Advantage

You are challenged to implement technology that reduces your costs and encourages consumers to keep coming back to your store. Pacsoft is the retail industry leader in designing software to solve store operational challenges and improve in-store productivity. Retail Works, designed with human factors principles, is just one example of how Pacsoft makes customer transactions easier.

Retail Works combines the latest PC technologies and an ATM style interface with unmatched human factors expertise to make serving your customers simple and easy. With the help of Retail Works, your point-of-sale is transformed into the point-of-service. The impact on your business can be significant.



SciBuy Auto Forecasting

The **Pacsoft** Scientific Buying (SciBuy) program is an Automatic Ordering System which performs calculations and produces suggested order reports based on actual sales history and projected sales of your stock so that suggested order quantities (SOQ's) more closely satisfy forecast demand thereby reducing unnecessary stock holdings and increasing stock turnover whilst overcoming the possibility of lost sales due to out of stock situations.

Retail Profit Management

In the midst of fierce competition and flat markets, retailers realise the same old methods may not be the way to succeed. In the past, demand was greater than supply. There were product shortages, fewer stores and fewer options. Today, however, most markets tend to be saturated, leaving no room for weak retailers. Productivity is essential to lower costs and manage inventory more profitably and in balance.

What does it take to improve productivity?

Retail Profit Management is used by larger stores. In essence, it is the means by which a store can measure profitability and enhance the use of each square foot/metre of floor space, while taking into account all the attendant overheads.

Pacsoft makes this facility available to all stores irrespective of size. Store owners are usually too busy running day-to-day affairs of their store to analyse the profitability of each square unit of floor space.

R.P.M. Retail Profit Management - uses the data available within Pacsoft to generate information that without any additional effort, will assist store owners to more effectively use their store area.

Given that store owners know the overheads of the store these costs can be amortised over the store. By then determining the area used by the paint department, the net profit for that area can be calculated. Relative to other departments the contribution of paint to the bottom line can be determined. Should paint be reduced or increased? What will be the effect on the departments?

What is your return on investment per square metre/foot?

Vamps - Retail Price Management

The Vamps retail price management system is a unique feature of Pacsoft. Vamps uses a logarithmic scale for retail pricing that works on the theory that as the cost of an item increases, there is a greater sensitivity to the retail price. Thus, there is a lot more room for margin with an item that costs \$0.50 versus one that costs \$50.00.

Hardware

Pacsoft Install Only High Quality Systems

We will either quote on using Hewlett Packard products or **Pacsoft** brand products.

All products will be tested prior to being installed.

If you select Hewlett Packard it means you are dealing with an industry leader in computer hardware.

Full 3 year on-site warranty for Hewlett Packard products is available.

We are able to provide Hardware support throughout Australia.

Ten Reasons To Purchase Your Hardware From Pacsoft

- 1 **Pacsoft** is the only company experienced in setting up a network to run **Pacsoft** on.
- 2 As stated before we only use proven components.
- 3 Hardware used is totally compatible with the **Pacsoft** software.
- 4 The setup and configuration of the hardware will meet the demands of **Pacsoft**.
- 5 In the event of a problem you only need to contact **Pacsoft** support not remember which company supplied which product.
- 6 Unlike most computer resellers we have a 24 X 7 days per week emergency support line.
- 7 We will still be here tomorrow.
- 8 As stated before we fully test a P. C. with **Pacsoft** before it is shipped.
- 9 We have been building and testing hardware for over 10 years.
- 10 100% of clients that have purchased Computer Hardware from another supplier experience problems with the setup, configuration, components and obtaining support for the Hardware.