

How to Choose a POS System

by MICROS Systems, Inc.

It's as simple as eliminating errors between servers and the kitchen. It's as basic as making sure you charge for everything that's served. It's as liberating as knowing your end-of-day reports are just a few keystrokes away. It's as bottom line as making sure your customers are satisfied. The right POS system can help you manage and control all aspects of your business including Guest Check Control, Inventory Control, Labor Management, and Transaction Processing.

The POS Purchase Process.

1. Evaluate your situation and needs.
 - How can you speed operations?
 - How can you increase control without sacrificing service?
 - How can you enhance the guest experience?
2. Invite every staff member to make recommendations
3. Prioritize your requirements.
4. Identify major providers with local service and support, and initiate discussion.
5. Check supplier references and demo select systems.
6. Solicit proposals from no more than 4 suppliers.

Serious proposals should include:

 - total cost through implementation and initial training
 - line item description of tasks, responsibilities and costs
 - service contract costs and parameters
 - detailed implementation timeline. (Allow 6 weeks for proper installation.)
7. Evaluate proposals and select a supplier.
8. Implement your system.

The major steps include:

 - site survey and preparation
 - installation
 - manager and staff training
 - on-site support as system goes "live"
 - on-going service

What do you really need?

That's the very first step in the process of purchasing a Point-Of-Sale information management system. Before you talk to any supplier, you must make a realistic examination of the strengths and weaknesses of your operations, your current or expected headaches, and your own expectations of what a system can do.



Know your POS suppliers.

You and your POS supplier are embarking on a relationship. If your supplier is good, it will be a partnership that makes your life simpler and your operations many times more efficient and profitable than they are at this moment. Some key questions to ask include:

- How long has the supplier been in business?
- Is the supplier a restaurant and hospitality specialist?
- Is the supplier committed to a long-term relationship?
- Is the supplier's support and service operation local?
- Can the supplier refer you to satisfied customers who have operations similar to yours?
- A good supplier can talk about the future and knows what's hot on the horizon.
- A good supplier will offer you numerous options.
- A good supplier asks a lot of questions and listens carefully.
- A good supplier will want to understand the details of your operation before making recommendations.

Don't be afraid to ask questions. A good supplier welcomes questions and should be able to give you answers you can understand. You are embarking on a partnership with your supplier, and you should feel comfortable together.

Remember your POS system is one of the most important business decisions you will make. Choose the right system and you will simplify your life and increase the profitability of your operation.



**DCRS Value Added
Managed Services**

What will it cost me?



Less than \$ 5/day*

...will deliver you the MICROS e7 Software, 1-MICROS Workstation 5 POS Touchscreen terminal & Stand, 1-POS Printer, 1-POS Cash Drawer, 1-Remote Printer, Keyboard for menu item maintenance, Flash Drive for backup, Operations Manual, all Freight charges, Programming, Delivery, Installation, Training, and Live Support Services, with a Standard Warranty that includes Onsite Repair & LiveHelp... **all for less than \$ 5/day!**

...for only \$2/day* more, you can add integrated, hi-speed Internet Credit Authorization, our premium business-grade SonicWall Router/Firewall that includes **LiveProtect** (our AntiVirus, AntiSpyware, Intrusion Protection and Content Filtering **managed service** subscription for SonicWall), Modem for backup Dial Credit, premium HP Desktop PC and HP Laser Printer, AntiVirus subscription services for the HP, 17" LCD, Power Backup unit, and **LiveAlert & LiveConnect**—another **managed service** that can **Alert** us before you know it, so we can **Connect** to you remotely, repair your problems quickly, all while avoiding disruptions to your customers.

Less than \$ 7/day*

...will deliver you all the above, but with **2-POS** Touchscreen terminals, **2-Stands**, **2-POS** printers, *and Network Switch, Connectors, and patch Cables...* **for only \$2/day* more, add the Credit Software package with Managed Services & HP PC system package.**

Less than \$ 9/day*

...will deliver you all the above, but with **3-POS** Touchscreen terminals, **3-Stands**, **3-POS** printers, *and Network Switch, Connectors, and patch Cables...* **for only \$2/day* more, add the Credit Software package with Managed Services & HP PC system package.**

What does 1 employee cost you per day?

The MICROS e7 will not cost you, it will pay you!

We can prove it by providing you a Return on Investment report!

*These calculations are conservative estimates based on our customer's average monthly payment made on an approved 60-month lease for a store open only 26 days per month!