

## **Writing Grants for School Store POS Funding**

### **Some questions to answer in the grant writing process:**

1. Why is a Point of Sale System necessary for your School Store program?
2. How will School Store POS enhance the educational process currently in place?
3. How will School Store POS enhance career opportunities?

### **As a Curriculum Tool**

The various functions in the POS software can be used to teach individual topics in the marketing mix. Pricing, promotion, profits/margins, product planning, purchasing, risk management, financial reporting, and marketing information management are all areas where POS lessons can be incorporated into the curriculum.

The software system is essential in training students for the work world where POS systems are the normal mode of operation, rather than the exception. Each student accessing the program can gain valuable experience using the functions of the software; sales, inventory control, accurate cash handling, financial analysis, and merchandising. This will be especially important in placing student workers in job training sites utilizing a POS system.

The POS output data can be used in various DECA written competitive events related to your store's operation. The system is also a vital tool for completing required activities of the DECA School-Based Enterprise Event competition. The documentation for your store's operations is available in various formats using the software's reporting functions.

### **Technology in the Classroom**

An effective POS system can make your program's technology plan based on a focus of output of data rather than the input found in many classroom labs. You and your students will be able to actively apply the technology in the application's data output to accomplish the following; increased productivity, decreased paperwork, tie-ins with the marketing curriculum, efficiency and increased sales, along with accurate and timely data reporting to aid in effective business decision making. Everyone will work smarter, not harder with a point-of-sale register.

### **Security and Accountability Issues**

Register operation is assigned and responsible to the cashier logged on. Every transaction will leave an audit trail as to items sold, \$ total, tender, time, and cashier. You can easily tie in with a security camera system with a time/date generator to view questionable activity whenever the occasion arises.

A POS makes student employees ring all sales from a bar code system. This will insure current and correct prices for everyone. Miscellaneous sales (without a SKU reported) can be immediately flagged and questioned. Shortages will show up as a discrepancy in physical vs perpetual inventory counts.

## **Reporting**

The reporting function will make the store's financials timely, accurate, and easy to report. Sales tax is easily computed monthly with a single report. Sales can be computed hourly, daily, weekly, or monthly at the touch of a button. Sales, Inventory, and Management reports can be produced to fulfill the specific program needs as required. Physical inventory tracking and up-to-date cost valuation reports are essential parts of any POS system. An accounts receivable module is available to track sales sold on credit with collection features.

## **Expansion of your operation in the future**

Future operations can be easily incorporated in your program as the need arises. Integrated Accounting, Credit Card Processing, Loyal Customer Programs, e-Mail Broadcasting, Web E-Commerce, and many advance Marketing tools are among the many POS upgrades available to school stores.

## **On-going Customer Support**

Onsite installation and training  
Offsite support and training (phone/internet)  
POS User Manual  
POS DVD Trainer  
Quick-Help (F1) inside POS Software  
POS Newsletters  
Support Contracts (2-Toll Free #)  
Teacher in-service  
Teacher Networking  
Student POS Scholarships  
School Store Display Contests