



## **POS Software Simplifies Operations at the Charger Corner Store**

A best practice of the Charger Corner store at Hamilton High School in Sussex, Wisconsin is the implementation and use of the *School Store Point of Sale* system available through the *POS Systems Group* located in Huntington Woods, Michigan. The use of this system enables store managers to accurately track inventory, identify best sellers, watch for shrinkage, maintain employee time records, produce financial reports, and purchase and price merchandise.

A common misconception is that such software is too expensive for smaller school-based-enterprises. When our Marketing department received a grant to help in remodeling our store in 2008, we knew it was time to upgrade to a state of the art POS system as well. We went to our school's foundation and wrote a technology grant to pay for two POS terminals including both software and hardware. The system saves us time and money every day.

Store managers receive all merchandise by creating a purchase order on the POS terminal which automatically updates inventory. Each time something is correctly scanned and sold at the register, the inventory is updated. In the event that merchandise does not come with a scannable UPC code, the POS system can automatically generate price labels complete with bar code. This is especially helpful for apparel purchased from local vendors. End of month inventory is greatly simplified by the numerous reports and tools available within the system. Before the current system, we had to adjust inventory manually with the aid of spreadsheet software.

Managing employees is made simple using POS. All employees are given a unique ID and password to sign in and out when reporting to work. If a transaction is incorrect, we can go the individual employee who made the mistake. Since all Marketing students are required to work a set number of shifts in the store, the software helps us know who has fulfilled their responsibilities and who has not.

Store managers use the financial reports available through POS to track daily and weekly sales and make comparisons with previous periods. At a glance, we know how much ahead or behind last year's sales we are. Before POS we had to use a separate software system to accomplish this simple task.

Another great benefit of the software is its impact on purchasing and pricing. POS tells us when a product has reached the re-order limit so we can make sure we do not run out. It also is a great help in determining what price to set on new products coming in to the store. Once we enter the cost of an item, POS suggests a retail price. Managers can then adjust the price to reflect the target margin for that category of product.

Gift cards are really appreciated by teachers, parents and grandparents. POS makes offering gift cards in any denomination a simple process. Our holiday sales increase significantly due to the use of gift cards marketed through the marketing class and sold using the POS system. This creates a win-win situation for parents, students, and store profit margins.