

Spotlight on POS Systems Group

Point of Sales Systems Group is delighted to become a "featured partner" for Michigan DECA. Owner, Craig Cesarone was introduced to the DECA culture by energetic, Southfield High teacher, Sylvia Bailey two years ago. Upon his first visit, he was surprised by the professional looking, student store. Cesarone a 25 year retail veteran himself, appreciated the great job the students were doing at the student store's Front End and Back Office operations!

In spite of the wonderful team effort displayed, the Southfield High Student Store had outgrown their old cash register system. What was needed was a modern effective and efficient way to control their business. With helpful input from Sylvia, her students, and George Brax, Instructional Technology Head, POS Systems Group was able to **identify the store's Software, Training, Hardware, Networking, and Budget requirements.**

At the Software level, POSitive POS was the solution choice because it offered so many flexible and dynamic features. It would help control databases Inventory, Customers, Employees, and Accounting. We'll list a few:

- Inventory Barcode Labels fulfill the color/size needs of the Apparel Department.
- Configurable Sales Screen where font size and screen detail can be edited for easier student viewing.
- Employee Security Groups and Time Clocking guards against Student performing unauthorized tasks.
- Customer Features offers Mailing Labels, Loyalty points, Account Receivable, Auto % Discounts.
- Inventory Features provides for quantity tracking, Costs, Retail and Profit Margins, multiple SKU/UPC # .
- Vendor Features track Supplier information and creates Pro-active or reactive Purchase Orders.
- Department-Category logic sort of inv. items offers global options like Calendar Deals, Target Margins.
- End-of-Shift Currency Counter, Recon-Reports, Audit-Trails by Time, Employee, Category, Inventory....

Future, Challenge-Level Features e-Commerce, GL-AP Accounting, e-Mail Marketing, Custom Reports



Southfield High's **Training** would be painless with the help of our on-site, Set-Up Facilitator, POSitive's F1-Key for illustrated Screen HELP, a Multi-Media Training CD, informative POS manual, POSitive's web site www.gopositive.com, POSitive's e-mail help and POS-NewsGroups, and POS Systems Group's phone-support desk.

Southfield High's **Hardware and Networking** needs were basic. There would be 4 computer stations in the Student Store. The fastest computer would be the Back-Office Server and become data source for the other PC's on the store's own network (LAN). The remaining 3 Computers would get POS Hardware as needed such as Cash Drawer, Barcode Scanner, Customer Display Pole, a programmable POS Keyboard with color Key Caps, and a Receipt Printer. Not all PC's (e.g. Cookie or Hot Pocket stations) would get a Scanner or Receipt Printer.

The **Budget** was addressed by utilizing any pre-existing computers, monitors, and office printers that the district had available which met the hardware requirements specified in POSitive's web site. Note: There will always be DECA group promotion on Software and Hardware.



Since POS Systems Group owner, Cesarone has been involved in retail scanning since 1985 and had also been a secondary school teacher, it's afforded him a unique perspective in the successful implementation of school stores. He is sensitive not only of the store's business objectives but that of a learning center too. "Our corporate mission," said Cesarone, "is creating an environment that will emulate today's business world and help educate students planning future careers in Marketing and Management."

POS Systems Group invites all Michigan DECA members to visit their web site www.BuyePOS.com and view a chalkboard tour of POSitive's Web Store features!

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