

## HEAD OFFICE

ACCOUNTING APPLICATION GENERATES GENERAL LEDGER JOURNAL ENTRIES FOR SALES, COST OF SALES, MISCELLANEOUS REVENUE AND EXPENSES, INVENTORY RECEIVING, RETURNS, TRANSFERS AND ADJUSTMENTS

### SALES AUDIT

Head Office module maintains detailed data from every transaction across the chain

#### TRACKED INFORMATION INCLUDES:

- Transaction number
- Item lookup codes for items sold
- Sold and retail prices
- Tax collected
- Customer
- Cashier and sales person IDs
- Applicable serial number
- Tender received
- Payments, and payouts
- Account receivables and adjustments

#### BANK RECONCILIATION HELPS ELIMINATE DOUBLE ENTRY FOR CRITICAL RETAIL PROCESSES, INCLUDING:

- Cash, check, and credit card sales
- On-account customer transactions and payments
- Work order, layaway, and back order payments
- Payouts
- Overs/Shorts

Easily generate detailed sales and profit analyses, sales commissions, and tax reports

All sales data from retail operations moves through Accounting Module

### ACCOUNTING

Accounting module can be used stand-alone, defining General Ledger account and segments to generate Journal Entries for posting to the external accounting package

Integration option allows for smooth seamless connection to popular accounting packages including Microsoft Dynamics GP and Quick Books Enterprise Edition providing retailers with an end-to-end solution for managing a multi-store retail chain

Accounting transaction import helps ensure agile, accurate financial management by tracking sales and inventory balances across the retail chain

#### ASSIGN GL ACCOUNTS TO:

- Transaction type (Sales Inventory...)
- Location
- Department
- Class
- Style
- Non Merchandise Sale
- Store Credit
- Gift Certificates
- Taxes
- Tender Types
- Deposits
- Purchases Clearing (AP)
- Record and track cash payouts

OUR LEADING-EDGE TECHNOLOGY PROVIDES YOU WITH GREATER FLEXIBILITY, SCALABILITY, AND EASE OF USE THAN EVER BEFORE

## MERCHANDISING

Define department, category and extended classification structure

Centralize inventory tracking and management for each store and for the enterprise as a whole

Merchandising replenishment offers detailed information on quantity in stock, reorder points, and restock levels

Some stores may have uniform or disparate inventories, similar stores can be grouped in clusters for merchandising purposes

A master inventory database can be set up and downloaded to any group of stores

Sales taxes can be programmed individually by store or by groups of stores per local regulations

Promote inventory balancing by managing stock transfers among stores with an inter-store quantity check feature, so each store can check the inventory levels at all stores

Real-time communications module synchronizes POS transactions with head office

Price matrix including regular, manufacturer suggested retail (MSR) and current price can be managed at style, SKU or store level

Merchandising and service items

Serial and lot tracking

Color size matrix (apparel and footwear)

Classification matrix

Kits, display components at POS

Assembly (bill of material)

Multiple units of measure

## INVENTORY TYPES:

- Active / Inactive
- Non-inventory
- Consignment

Track and manage all inventory types

Look up and modify size/color matrix

Automatically calculate inventory replenishment by restock level or quantity sold

Support alternate suppliers and supplier codes

Define pre-pack quantity for ordering

Track by serial numbers

Create item barcode aliases

Attach notes to specific items

Quickly create new items while creating a PO with Quick Inventory application

Receive shipments

Transfer inventory in/out

Process external file (data collection unit)

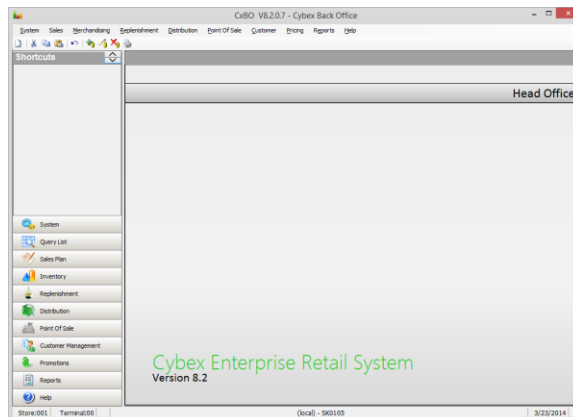
Attach item pictures

Assign reason codes for inventory adjustments

Allocate inventory to multiple stores

Sale allocation templates

Auto Distribution



## HEAD OFFICE

AS EVERY CUSTOMER ENCOUNTER IS A SELLING OPPORTUNITY, TODAY'S RETAILER MUST ORIENT ALL THEIR BUSINESS SYSTEMS TO ENHANCING THE CUSTOMER EXPERIENCE

CRM IS DESIGNED TO PROVIDE RELEVANT INFORMATION FOR LOYALTY AND MARKETING PROGRAMS

### **CUSTOMER MANAGEMENT AND MARKETING (CRM)**

Customer Marketing maintains a complete profile of every Customer

Information includes demographics, preferences and purchase history

Purchase history is communicated to all stores

Chain-wide buying habits, shopping frequency, and purchase amounts are readily available at the head office

Leverage thorough and accurate database marketing and relationship selling to targeted customers through custom applications

Customer list data can be filtered on a variety of values for market basket analysis

Drive increased sales with customer loyalty functionality

Track purchases by date, price, and quantity

Search by account information

Look up, adjust, and track loyalty points for specific customer accounts

Utilize 15 user-defined fields for customer data, including birthdate, driver's license number, and preferred member

Create customer accounts at the POS

Set up multiple shipping addresses per customer

Set up multiple family members per customer

Designate customers as commercial or individual

Reprint customer statements and receipts

Generate mailing lists

Generate customer lists based on purchase history for target marketing

Print account activities report

Search for existing customers, and edit or add new orders from POS or customer application

Add a customer at POS

Store Operations & Service - keep sales team on selling floor with customers

Handle a variety of transactions such as open orders, quotes, POS sales, etc...

Customer Revenue Optimization - identify, predict and target most profitable customers

Full Control of in-house customer list

Create any group for any type of solicitation

Assign multiple contacts per customer

Merge and Purge duplicate names to reduce mailing costs

Delete inactive customers

Export any portion of house list, export to standard database and text formats

Import customers from external sources

Export data to create mailing labels, email or call lists

Enhance Customer Service

## HEAD OFFICE

GAIN INSTANT, FLEXIBLE ACCESS TO A WEALTH OF MEANINGFUL DATA DRILL DOWN FOR ACCESS DETAILED DATABASE INFORMATION DIRECTLY FROM GROUP SUMMARIES

## REPORTS

### CUSTOMER

- Customer Purchases
- Customer Points
- Customer Class
- Merchandising Group
- Top N
- Bottom N
- Customer Payments
- Customer Balances
- Customer List

### INVENTORY

- Inventory Summary
- Inventory Detail
- Inventory Detail Matrix
- Class Summary
- Style Summary
- Style List
- Receiving Detail
- Receiving Summary
- Adjustments
- Transfers
- Unmatched Transfers
- Vendor Returns
- Vendor Fulfilment
- Base Stock

- Stock Requirements

### MERCHANDISING

- Sales Rate
- Sales Rate by Style
- Stock Status
- Stock Status Summary
- Sales by Style
- Sales Analysis
- Inventory Sales Analysis
- Purchases
- Open Purchase Orders
- Merchandise Group
- Markdown Summary
- Markdown Detail
- Markdown by Vendor

### OTHER

- Inventory Catalog
- Layaways
- Layaways - Open
- Layaway List
- Layaway Conversion
- Send Sales
- Orders
- Repairs
- Special Orders
- Suggested Orders

## HEAD OFFICE / POS

### SYSTEM REQUIREMENTS

#### POINT-OF-SALE

Pentium 1 GHz or faster processor (2 GHz recommended),

100 MB of available hard-disk space, and 1 GB or more of RAM (2 GB recommended)

Microsoft Windows XP, Windows Vista, Windows 7, Windows 8 Home or Professional with latest Service Pack

Ships with Microsoft SQL Server Express; supports Microsoft Desktop Engine (MSDE) or Microsoft SQL Server

#### HEAD OFFICE

Pentium 2 GHz or faster processor

200 MB of available hard-disk space, and 2 GB or more of RAM (4 GB recommended)

Microsoft Windows Server 2003, 2005, 2008 R2, 2012 with latest Service Pack

Microsoft SQL Server 2005, 2008R2, 2012 Express or Standard latest Service Pack

#### FOR MORE INFORMATION

Visit our web site at

<http://www.cybexsystems.com>

Or email:

[marketing@cybexsystems.com](mailto:marketing@cybexsystems.com)

### POS HARDWARE

#### Receipt Printer

Any Windows-compatible printer

Epson TM-T Series USB Recommended

<https://pos.epson.com/products/TM-T88V?ProductPK=642>

#### Cash Drawer

Any drawer compatible with Receipt Printer

Epson compatible cash drawer and interface cable recommended

<http://www.cashdrawer.com/configurator/configurator/series-100.html>

#### Barcode Scanner

Any Windows compatible scanner supported

Symbol Laser USB Scanner recommended

[http://www.motorolasolutions.com/US-EN/Business+Product+and+Services/Bar+Code+Scanning/General+Purpose+Scanners/LS2208\\_US-EN](http://www.motorolasolutions.com/US-EN/Business+Product+and+Services/Bar+Code+Scanning/General+Purpose+Scanners/LS2208_US-EN)

#### Mobile Terminal

Windows Mobile 60 or Higher

Motorola MC2100, MC3000 or MC9000 series recommended

[http://www.motorolasolutions.com/US-EN/Pages/Contact\\_Us#howtobuy\\_tab](http://www.motorolasolutions.com/US-EN/Pages/Contact_Us#howtobuy_tab)