

inducta++

SALE →



iPOS

improve your business activity
with iPoint of Sale

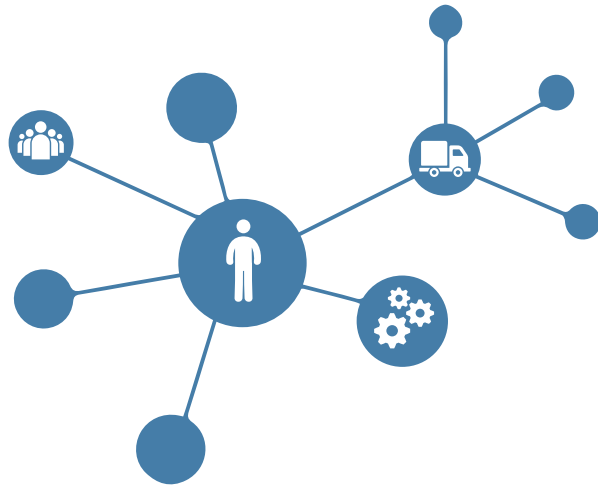
What is iPOS?

Powerful software for **managing your sales network** through a single platform. Not only you can create and manage your wholesale online, but you can set new distributors, pricing, commissions, branding in just a few clicks.

With iPOS you can easily track orders, replace inventory stock and automate your whole backordering process. iPOS is a platform that gives the Organization full control over Product, Stock and Order management.

Some of the factors which will facilitate your sales and stock management are:

- Products database
- Every item tracked from stock to customer
- Sales tool integrated with fiscal printers and barcode scanners
- Integration with ERP system (e.g. SAP, Microsoft Dynamics NAV...)
- Statistics collection and reporting



Solution components

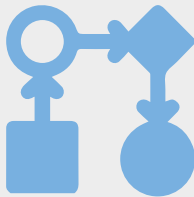
iPOS consists of two major components:

- iPOS Web
- iWorkflow



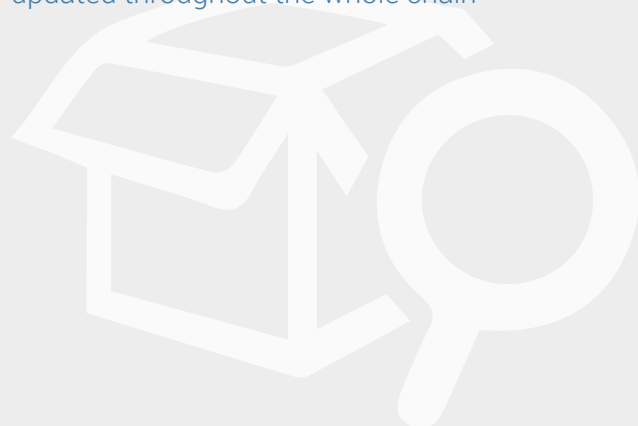
iPOS Web

- **Back-office application used by Organization for Third party management, Product management and reporting**
- Distributor's application used at point of sales for execution of transactions and local POS stock management
- Each team member has customized access to iPOS.
- All of your products are listed and organized by the location of shops and distributors.
- Characteristics of any shop or product can be filtered for easier search.



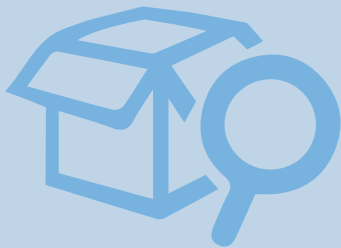
iWorkflow

- Framework built for fast and efficient way to integrate modern data sources and to allow easy integration of adapters between our system and 3rd party systems
- Used for order handling
- Managing inventory across warehouses using various currencies
- Orders are automatically created if the product stock is set to minimum or maximum
- With every product sold, stock levels are automatically updated throughout the whole chain



Functionalities of iPOS

1. **Product management**
2. **Stock management**
3. **Management of all organizational units in the sales chain**
4. **Order management and sales support**
5. **Analytics**



Product management

Centralized management of all Organization's products.

- **Product offering**

Representation of a product catalog item facing end customer. Encompasses market related data such as item name, item type, category, binding and cancellation period etc.

- **Price plan**

Associated with product offering, price plan tells the iPOS how much to charge the end customer for selected goods.

Regions dependent price – Product catalog is able to have price plan that is valid for all regions, or one price plan for every region.

- **Sales rules**

Product catalog can have rules to sell or not to sell product offering to selected:

- POS type
- Area (Region)
- Customer type

- **Product configuration and specification**

Product configuration links product catalog with order management and workflow modules. It holds product item technical attributes like size, weight, quantity measures etc.

For bundled product offerings, order of workflow execution can be defined in product catalog.

Functionalities of iPOS

Stock management

- Receiving and loading stock from SAP – applicable for all goods with or without serial numbers
- Stock ordering from main warehouse to iPOS
- Transfer goods from one point of sale to another
- Assign resources to sales agent
- iPOS local warehouse stock count
- Return of items to shop



Functionalities of iPOS

Management of all organizational units in the sales chain



- Organization can have its own shops as well as manage distributor's shops from iPOS
- Every distributor has a profile which contains contact, balance (open debt) and set of rights which allow him to use specific functionality of iPOS
- Distributor hierarchy (master dealer to sub dealer) and dealer business model (approved product catalog items, commissions) supported
- You can apply different commissions for distributors or shops in your supply chain.
- When shops or sales agents pull up the sale order the commission is automatically calculated.

Two types of sales agents

- **Shop manager** - Manages local stock, supervises sales teams, cash drawers, has access to shop statistics
- **Sales agent** - Takes orders and handles payments, each agent has his/her cash drawer assigned



Functionalities of iPOS



Order management and sales support

- Sales tool fully integrated with Product management and Stock management components
- Sales agent creates sales lists using product catalog search
- Sales agent scans product – if product's serial number is not on iPOS stock, the product cannot be sold
- Integrated with fiscal printers



Supported payment types

- Cash
- Credit card
- Invoice payment
- Possible to combine all payment types for one order
- Money return

Possible to collect data about customer

iPOS allows you to record customer's details and their purchase behavior. You can set important note for suppliers and automate customized discounts for each customer. Everything to improve business activity.



Functionalities of iPOS



Analytics

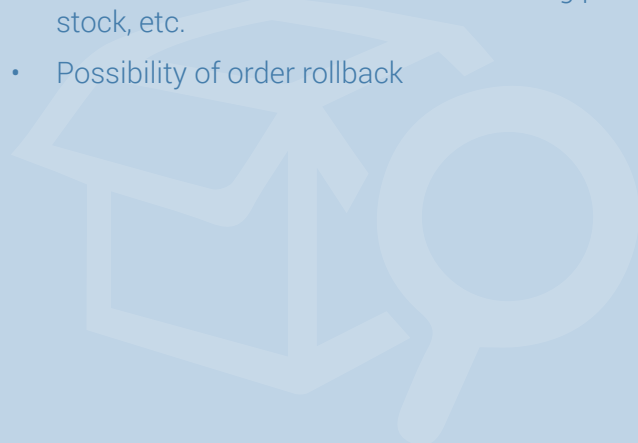
- **Built-in OLAP client** - report by geographical region, shop, sales agent, product, dealer, etc.
- **Various customized reports supported, such as:**
 - Report by shop
 - Report by agent
 - Report by cash drawer
 - Goods on stock
 - Orders report
 - Payments report etc.

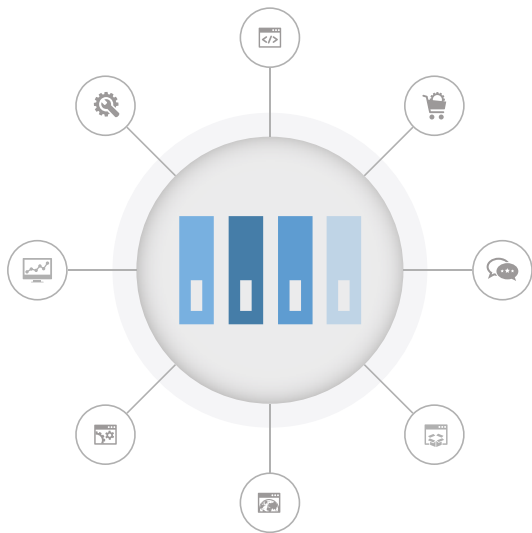


iPOS Benefits



- Lower costs
- Easy to create and change every instance within sales network (shops, distributors, sales personnel) and manage their details
- No emailing needed
- The whole team is online
- Collaborating in real time
- Sales and purchasing tracking
- Seamlessly sync with other platforms
- Easier tracking of prices
- Full inventory management
- Easier tracking of orders, exchange rates and pricing
- Easily do taxes, calculate your sales total, profit margin, inventory value
- CSV import/export
- Customized reports to see cash flow, profit, costs
- Time saver (automatic stock control, alarming, overview of complete distribution chain)
- More insight into whole sales process
- Detailed product specification view
- Accuracy and efficiency are improved by EAN code identification (scanning)
- Keeps track of inventory and product movement
- Saves time by cutting down on paperwork
- Reduces common mistakes
- Reduces common mistakes like missing products, cash, stock, etc.
- Possibility of order rollback





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Inducta is a company specialized in ICT solutions adapted to needs of our Customers from various industries.

Our portfolio consists of the following services:

ICT Consulting

Based on our experience and knowledge of the ICT (Information and Communication Technology) trends and developments, together with our understanding of Customer's business, we recommend appropriate ICT solutions to our Customers. Optionally, we select the best solution together with the Customer, depending on the current situation and business plan.

Development of ICT solutions

We design, develop and test solutions according to Customer-specific requirements. In the process we take advantage of our knowledge and experience in the field of ICT solutions architecture, which come from our work on numerous projects in various industries around the world.

Delivery of ICT solutions

Being fully Customer-oriented, we integrate solutions into Customer's technical and business environment, while at the same time providing various forms of education related to the usage of our products.

Products and platforms

Based on our experience in developing solutions, we develop products for a wider market and adjust them according to Customer requirements. In addition, we offer our platforms and modules to other companies engaged in developing software.

