

# Point Of Sales Solution

# Common Condition

Traditional retail /wholesale store conditions commonly found:

- ▶ Crowded, each visited by many customers
- ▶ Having loyal customers
- ▶ Having a lot of vary source of goods
- ▶ Untidy (less hygiene and stock control issue)
- ▶ Does not have inventory / POS system, and no proper SOP enforce in daily activity
- ▶ Pricing is based on someone's memory.
- ▶ Slow during sales transaction
- ▶ The owner had no time to think about business development
- ▶ Time was spent only to attend the store for daily activity



# Why We Need It



# Why We Need It







# Why We Need It

- Ease of use. A very systematic software with a 'user friendly' graphical user interface
- Optimizing the checkout process. POS system will Significantly speed up the payment process without having to long to wait in a queue. The faster of the payment process, the more customer can be served. The more customer served, the higher sales of the store
- Pricing. POS system can offer an easy way to input the price, based on the percentage of costs to get the desire profit margin. Similarly, setting different prices on one particular product
- Stock and sales information. After doing a daily sales, system will do an auto calculate of stock on hand and total sales turnover

An aerial view of a business meeting taking place around a large, light-colored wooden conference table. Five people are seated around the table, engaged in discussion. The table is cluttered with various items including papers, a calculator, a smartphone, and water bottles. The background is a light-colored tiled floor. The overall scene suggests a professional and collaborative environment.

# Why We Need It

- Eliminate “Human Error”. Every business has a risk of an error. particularly in a retail business, human error is the most common risk. and if it sustained could cause substantial losses. Giving a wrong price or incorrect calculations will affect the daily turnover of the store. And with the POS system can reduce or even eliminate mistakes like this
- Security. In retail, it is important to control cash flow and prevent stealing. Thus, having a POS system will provide user more control and able to track down the problem if it occur
- Tax. POS System support numerous tax-rates that has been preset in order to get a tax transparency







# Why We Need It


- Save Money
  - Eliminate shrinkage. POS System can drastically reduce their stock shrinkage caused by missing stock due to theft, wastage and employee misuse
  - Improve accuracy. POS system ensures that every item in the store or in your menu are sold for the right price. Your staff will no longer guess the price again
  - Get better margin. Detail sales report can help you focus on higher margin item. By moving a particular display item within the store or displaying the favorite menu will promote more sales. Thus you can boost the sales of a high-profit item

# airPOS

English

 Connection

 Help

 Power Application / Shutdown

airPOS  
Point of Sales System

15:47 Tuesday  
January 08

Welcome to airPOS.  
Enter/scan user id and password to start.

User ID

Password

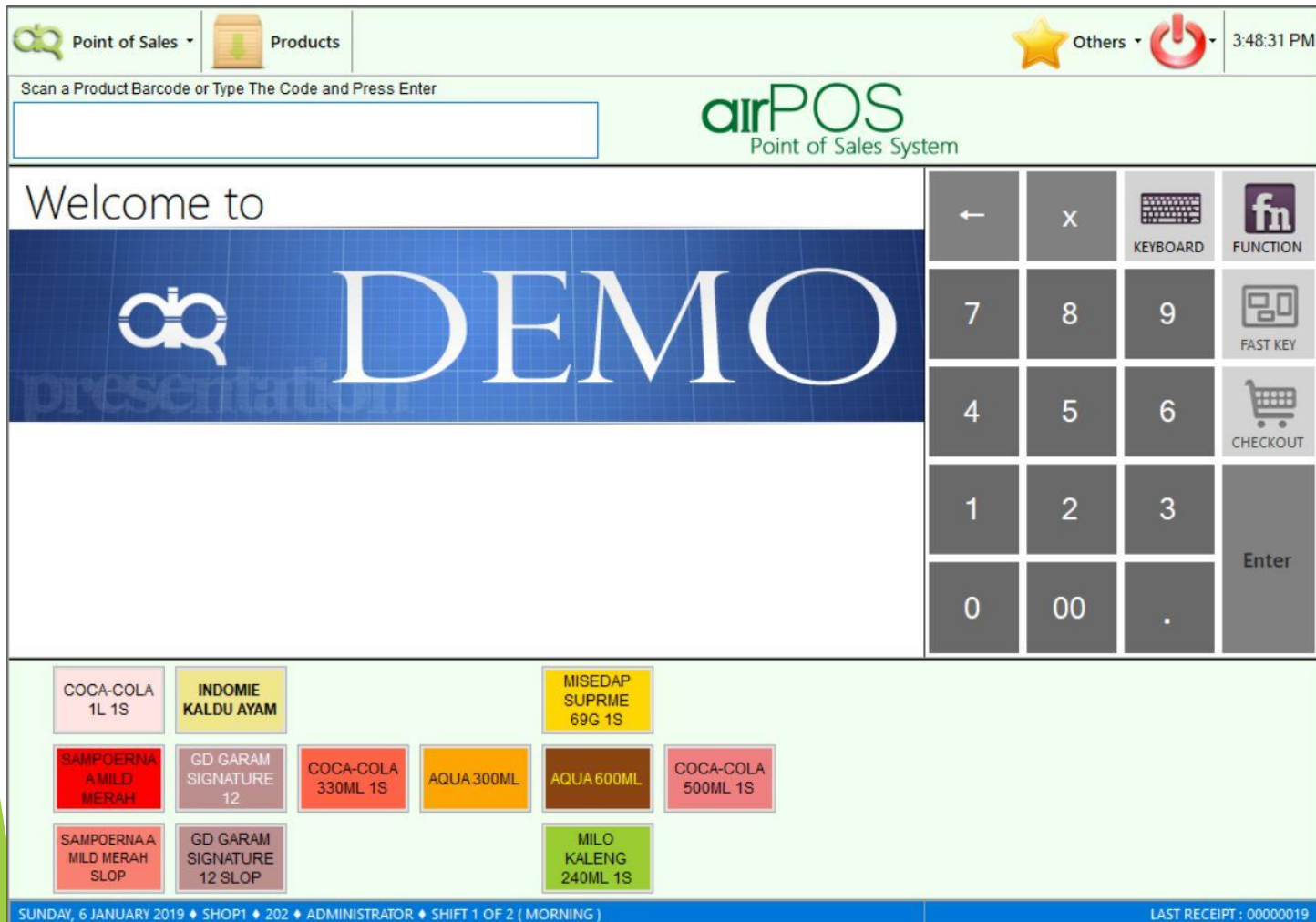
Login

`	1	2	3	4	5	6	7	8	9	0	◀	▶	Backspace	
abc	q	w	e	r	t	y	u	i	o	p	,	.	HOME	END
↑	a	s	d	f	g	h	j	k	l	-	=	/	ENTER	
Sym	z	x	c	v	b	n	m						CLEAR	

airPOS is a frontend system that specialize in Point Of Sales (POS) Management where the main purpose of all retail company in earning their daily sales by interacting between customer and cashier.







# airPOS




Design and function of airPOS system are build in regard of user experience with a touch style user interface.





The purpose is to make as easiest as possible for the cashier in doing their job correctly.

# airPOS

 Point of Sales ▾  Products  Others ▾  3:49:10 PM

Scan a Product Barcode or Type The Code and Press Enter

 **airPOS**  
Point of Sales System

  900001 - 8886008101336  
AQUA 300ML  
Rp 1,800 / PCE  1 

Code	Description	Barcode	Qty	Price	Discount	Total
900001	AQUA 300ML	8886008101336	1	1,800	0	1,800

**Summaries**  
1 item, total quantity 1  
Subtotal Tax 1,800 164  
**TOTAL**  
Rp 1,800

DISCOUNT (%)DISCOUNT (\$)

PRICE LEVELCHANGE PRICE

TRANSACTION VOIDREFUND CASH (ALL)

PRICE INQUIRY

FLOAT AMOUNT CHANGE

PICK UP

SUSPENDABORT SALES

REPRINT RECEIPT

OPEN DRAWER

SUNDAY, 6 JANUARY 2019 ♦ SHOP1 ♦ 202 ♦ ADMINISTRATOR ♦ SHIFT 1 OF 2 ( MORNING )LAST RECEIPT : 00000019

Other than fast key or keymap which available to fill with product code by the user admin, there are many function available during the transaction, and this function will be based on the level authority.

To make sure that there are no miss-used by the cashier or other irresponsible person



# airPOS

Point of Sales

Products

Others

3:49:37 PM

Scan a Product Barcode or Type The Code and Press Enter

airPOS  
Point of Sales System

900001 - 8886008101336  
AQUA 300ML  
Rp 1,800 / PCE

- 1 +

←

x

KEYBOARD

fn  
FUNCTION

7

8

9

FAST KEY

4

5

6

CHECKOUT

1

2

3

0

00

.

Enter

Code	Description	Barcode	Qty	Price	Discount	Total
900001	AQUA 300ML	8886008101336	1	1,800	0	1,800

Summaries

1 item, total quantity 1

Subtotal  
Tax

1,800  
164

TOTAL  
Rp 1,800

DISCOUNT TOTAL

INTERNAL CHARGES

BY PERCENTAGE (%)

BY AMOUNT (\$)

FULL MENU PAYMENT

ENTER AMOUNT - F12 -

1,800

2,000

5,000

10,000

20,000

50,000

100,000

SUNDAY, 6 JANUARY 2019 ♦ SHOP1 ♦ 202 ♦ ADMINISTRATOR ♦ SHIFT 1 OF 2 ( MORNING )

LAST RECEIPT : 00000019

To minimize mistake of cashier when interact with the customer during payment mode, airPOS system will give selection of denomination for cash and or selection for Card and other type of payment type.

As we can see the airPOS system is a very straight forward and an easy system to handle by cashier in order to achieve target sales.

# airMain

airMain is a backend system that specializes in inventory management for retail / wholesale industries to help day to day operation with a good accuracy and efficiency in achieving sales target.

In addition of a user-friendly interface which makes it more easier for user to adjust and interact with the system.



The screenshot shows the airMain login screen. At the top, there is a language dropdown set to 'English', a help icon, and a 'Quit Application' button. The main area features a large date display showing '8 Tuesday, Jan 08 2019 15:57:45' and the 'airInventory' logo. Below this is a login form with fields for 'User Name' (containing 'ADMIN') and 'Password'. There is a checkbox for 'Remember my user name' and a 'Login' button. The bottom of the screen includes a small logo, the text 'airMain is licensed to RETAIL\_DEMO.', and a copyright notice 'Copyright © 2016 airPOS. All rights reserved.'

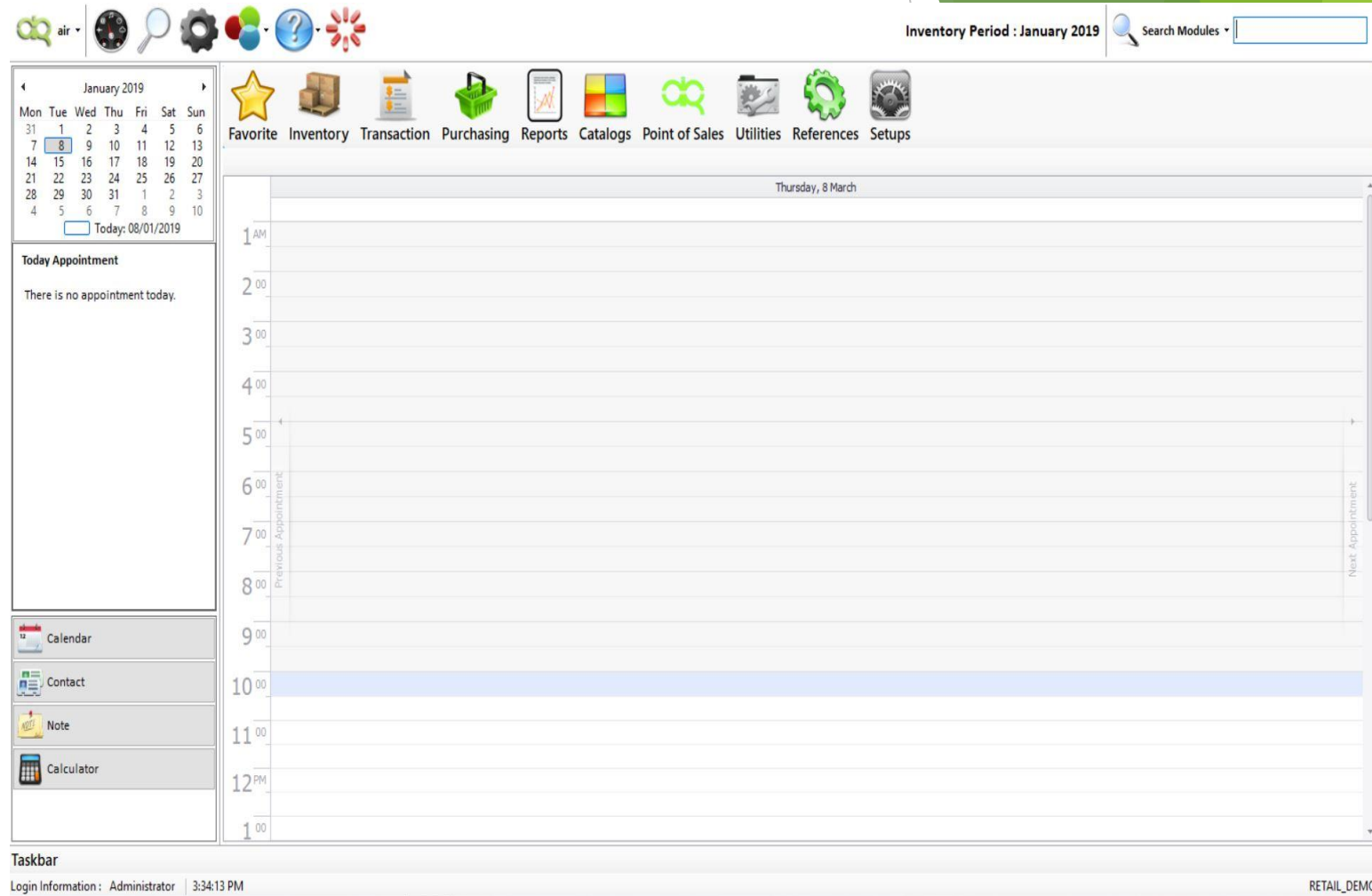


# Modules

In airMain itself, there are a lot of module to support day to day operational activity such as:

- ▶ Inventory
- ▶ Transaction
- ▶ Purchasing
- ▶ Reporting, and
- ▶ Catalogs

which it has sub-module and functions to details in order to help user managing the inventory.



# Inventory

Inventory consist of many modules that has it own importance on handling day to day inventory

- ▶ Stock Receiving and Stock Return

To maintain incoming/outgoing stock from and to suppliers

- ▶ Stock Waste

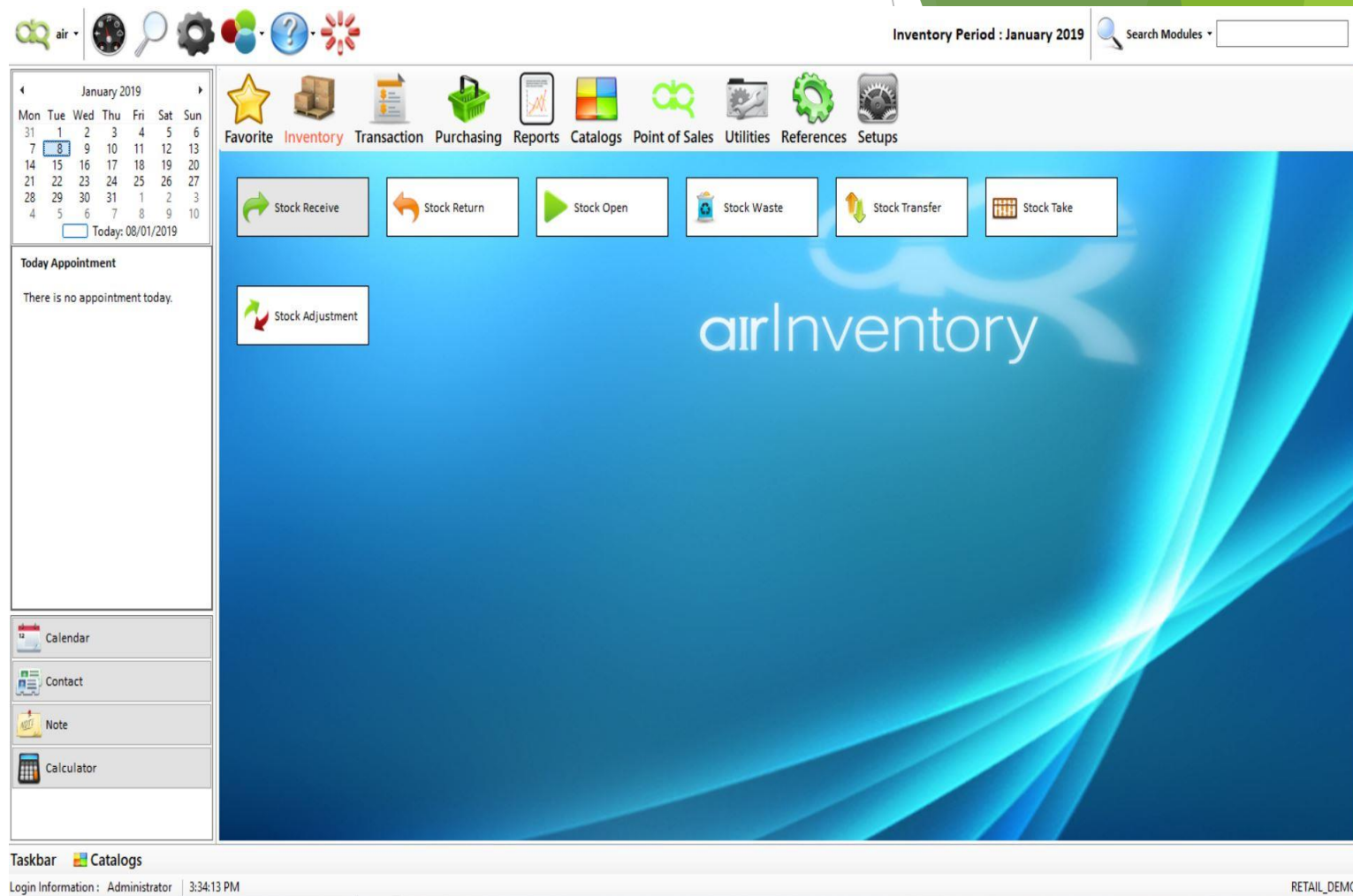
To record all the disposal item

- ▶ Stock transfer

To transfer stock between available store location

- ▶ Stocktake and adjustment

To get a correct figure of the current stock on hand and adjust it as per real stockcount

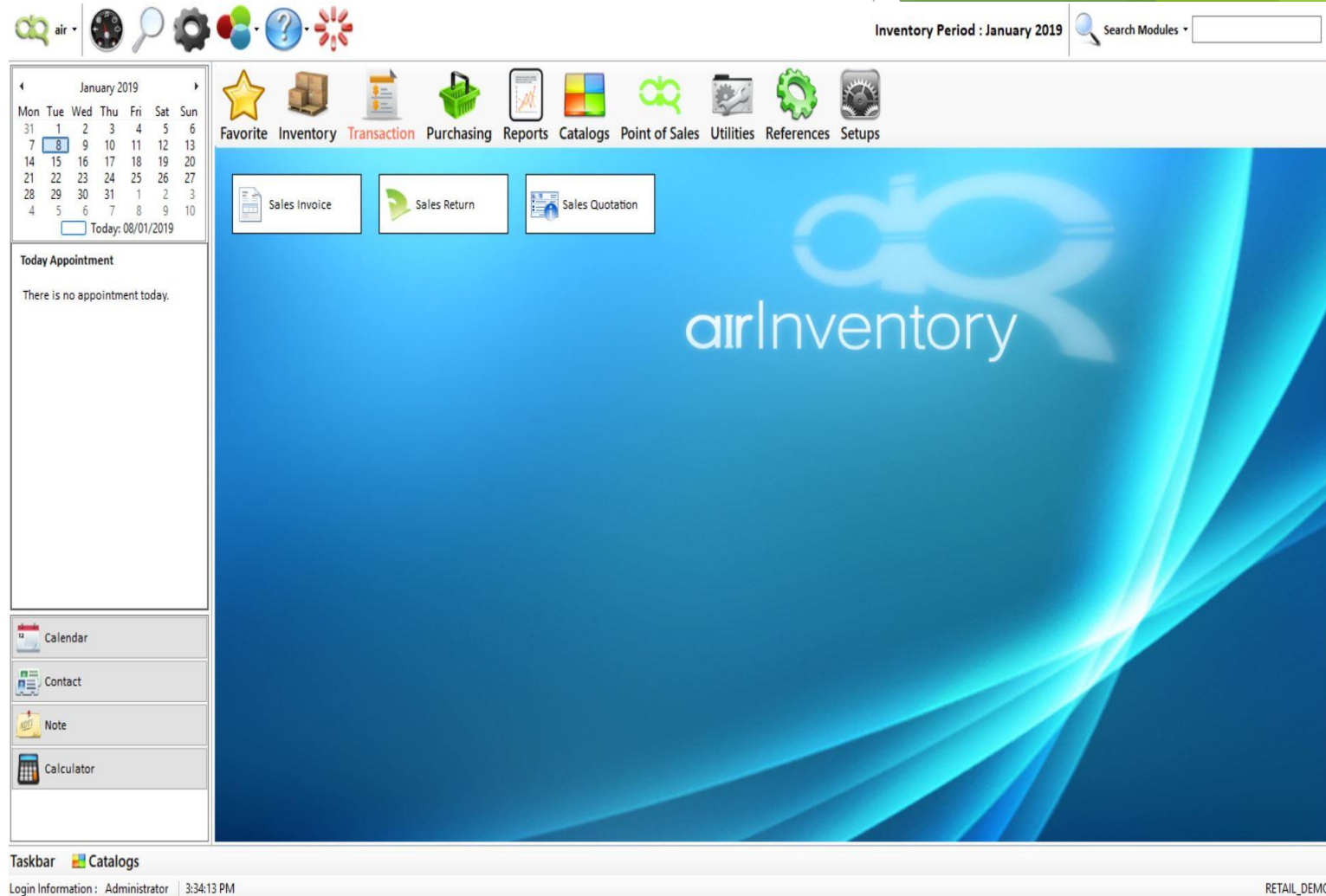




# Transaction

These modules are made specially for wholesale business purpose, where they can create quotation for the customer that required a quotation and also turn it into sales invoicing when the customer wanted to buy the item as per quotation.

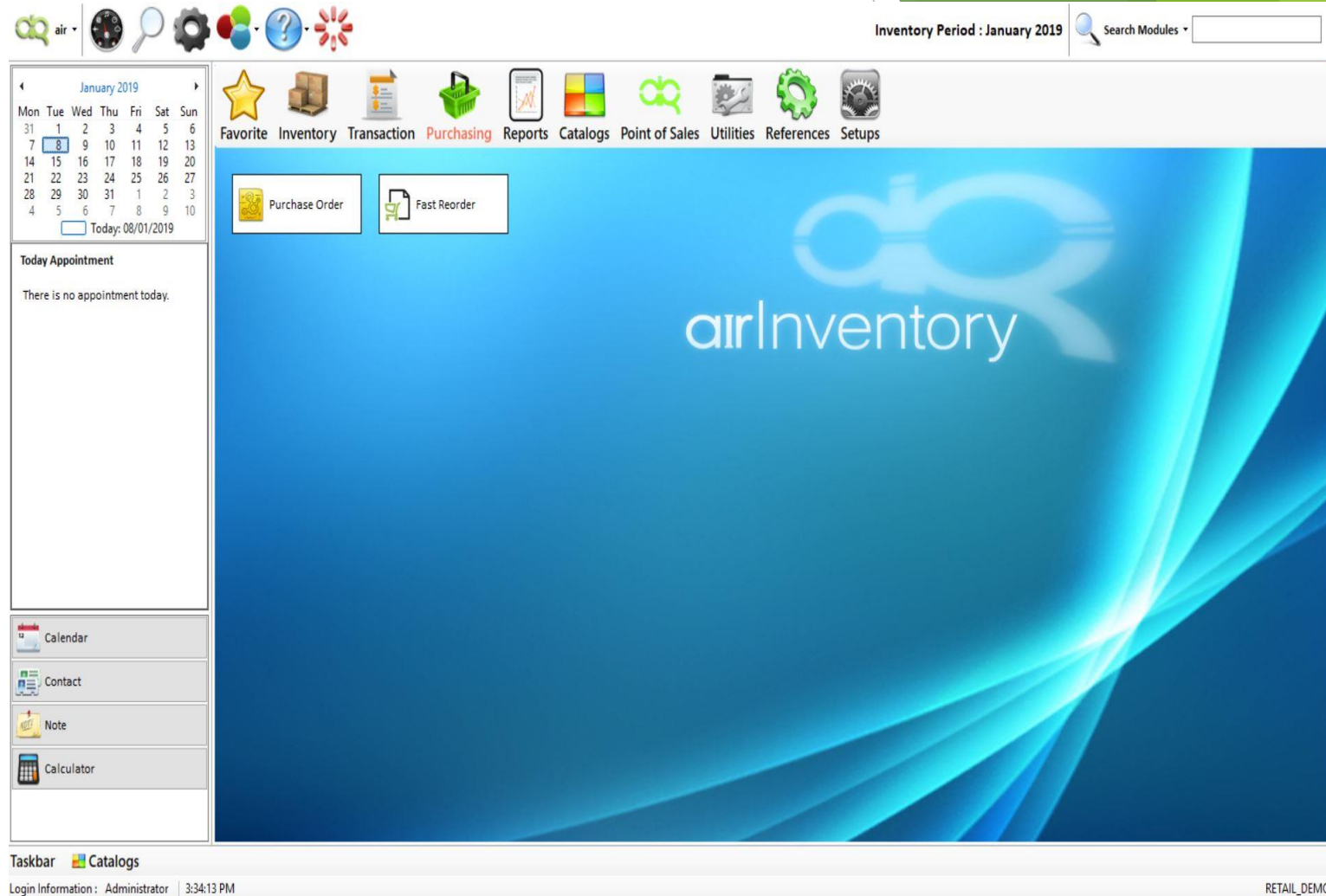
And sales return is only use in some cases when the customer would like to return the item they bought.



# Purchasing

Purchase order module created to help buyer in managing their order in daily activities.

Meanwhile fast reorder help buyer to analyze and make order based-on “low on stock” product and auto create PO for the selected item





# Reporting

## ► Pos Report

To get sales reporting of the available pos machine during the day. With details of payment type, shift, pos function and sales value.

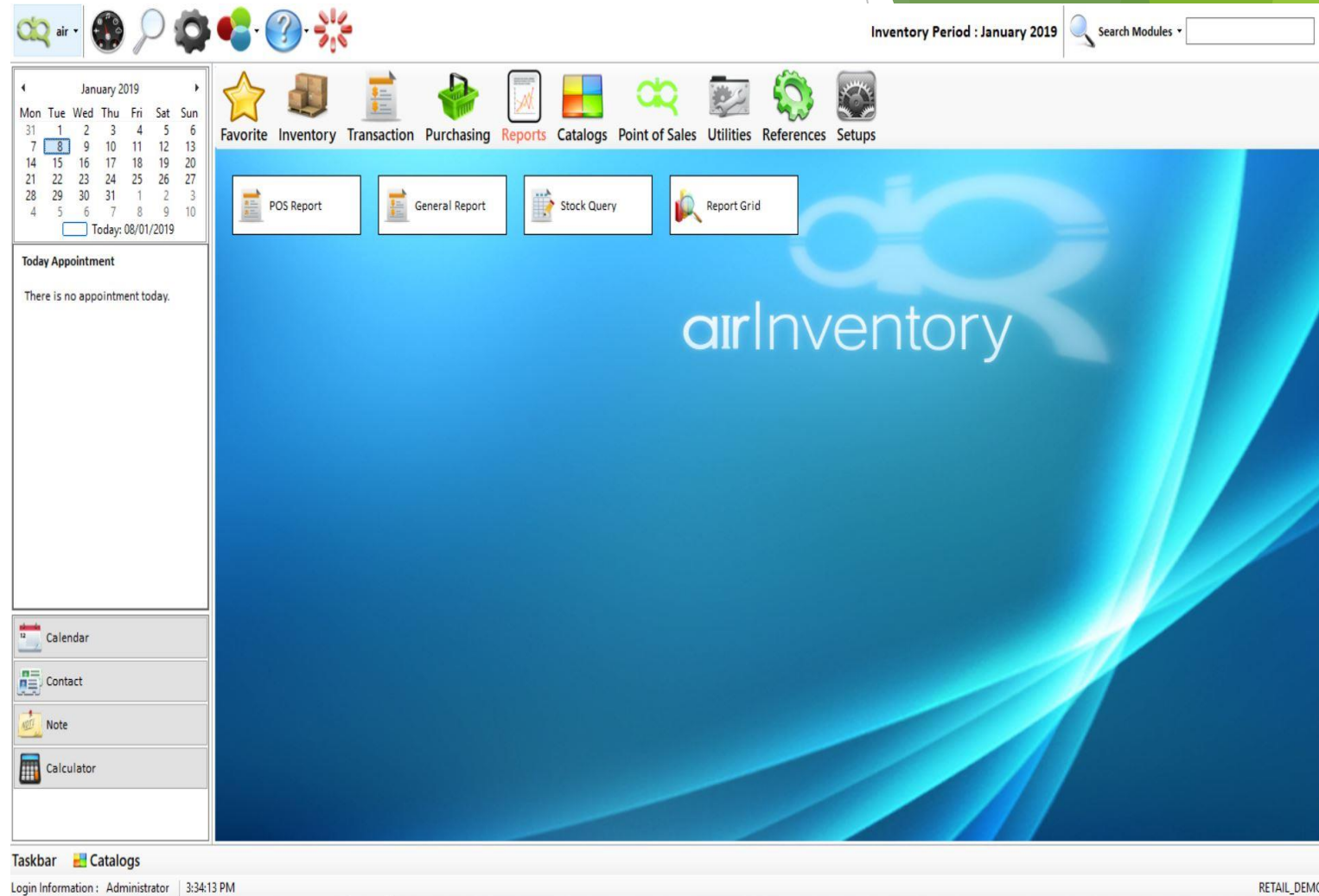
## ► Stock Query

To get stock reporting of all the available products and to analyze incoming and outgoing quantity.

## ► Report Grid

A complete reporting function with a drag and drop parameter needed by the user to show what they need.

It is an advance tools for sales reporting analyzing

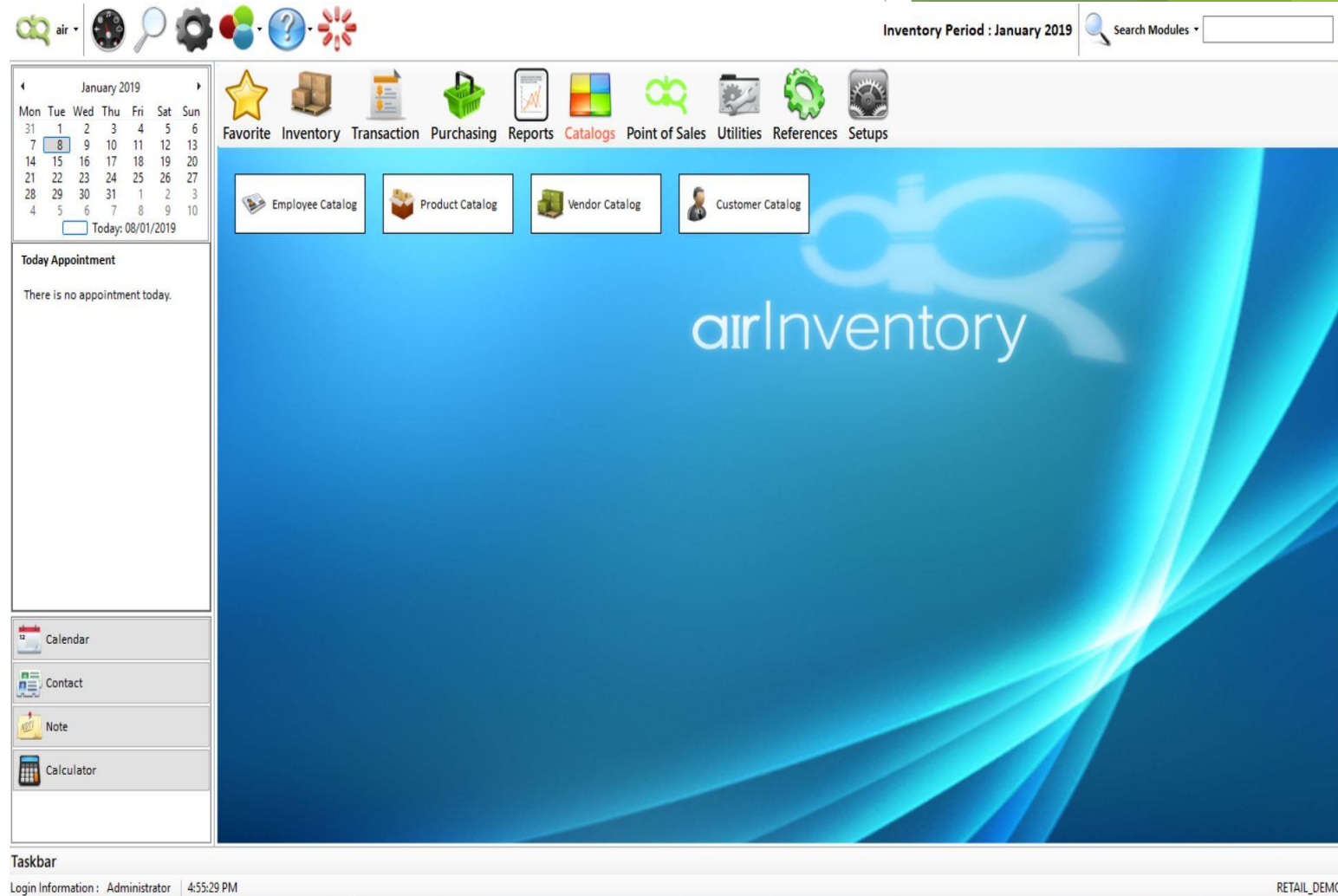


# Catalogs

The utmost importance of maintaining POS and inventory are in the catalogs Module which contain all the necessary master data like:

- ▶ Employee
- ▶ Product
- ▶ Vendor
- ▶ Customer

In each of these module are the master data maintained and make the POS and inventory possible to run.





# Product Catalog

Product catalog is where the list of all product for sale is being maintained.

Such as :

- ▶ Product Creation
- ▶ Pricing
- ▶ Barcoding and
- ▶ costing

All the above short explanation are some of the basic and important modules in managing POS and Inventory system.

For more details of other available modules can be required during training session

airMain

Title

Create New Modify View Delete More Actions

Menu

- References
  - Catalog Reference
  - Transaction Reference
  - Location Reference
- Catalogs
  - Employee Catalog
  - Product Catalog
    - Article
    - Brand
    - Department
    - Group1
    - Group2
    - Group3
    - Product
    - Promotion
  - Vendor Catalog

Search

Search Barcode / Order Code

Code	Barcode	Description	Price	Department	Brand
1000008	89686180459	INDOMIE KALDU AYAM 85G 1S	2,000.00	DUMMY DEPT	DUMMY BRAND
1000008-10	9900000000134	INDOMIE KALDU AYAM 85G 10PACK	17,500.00	DUMMY DEPT	DUMMY BRAND
1000008-18	9900000000141	INDOMIE KALDU AYAM 85G 18PACK	32,000.00	DUMMY DEPT	DUMMY BRAND
1000008-1C	30089686180450	INDOMIE KALDU AYAM 85G 36S/CTN	60,000.00	DUMMY DEPT	DUMMY BRAND
1000008-5	9900000000127	INDOMIE KALDU AYAM 85G 5PACK	9,000.00	DUMMY DEPT	DUMMY BRAND
1000010	8998866200509	MISEDAP SUPRME 69G 1S	2,000.00	DUMMY DEPT	DUMMY BRAND
1000010-10	9900000000196	MISEDAP SUPRME 69G 10S/PACK	17,500.00	DUMMY DEPT	DUMMY BRAND
1000010-1C	18998866804353	MISEDAP SUPRME 69G 40S/CTN	65,000.00	DUMMY DEPT	DUMMY BRAND
1000010-20	9900000000202	MISEDAP SUPRME 69G 20S/PACK	35,000.00	DUMMY DEPT	DUMMY BRAND
1000311	9300675007276	COCA-COLA 330ML 1S	4,000.00	DUMMY DEPT	DUMMY BRAND
1000311-12	9900000006877	COCA-COLA 330ML 12S/PACK	45,000.00	DUMMY DEPT	DUMMY BRAND
1000311-1C	9300675007283	COCA-COLA 330ML 24S/CTN	99,000.00	DUMMY DEPT	DUMMY BRAND
1000312	9300675001229	COCA-COLA 500ML 1S	5,000.00	DUMMY DEPT	DUMMY BRAND
1000312-12	9900000006884	COCA-COLA 500ML 12S/PACK	64,000.00	DUMMY DEPT	DUMMY BRAND
1000312-1C	9300675001205	COCA-COLA 500ML 24S/CTN	120,000.00	DUMMY DEPT	DUMMY BRAND
1000313	9300675001243	COCA-COLA 1L 1S	10,500.00	DUMMY DEPT	DUMMY BRAND
1000313-1C	9300675001557	COCA-COLA 1L 12S/CTN	110,000.00	DUMMY DEPT	DUMMY BRAND
1000362	9556001202840	MILO KALENG 240ML 1S	5,500.00	DUMMY DEPT	DUMMY BRAND
1000362-1C	9556001051585	MILO KALENG 240ML 24S/CTN	120,000.00	DUMMY DEPT	DUMMY BRAND
1000362-6	9556001068415	MILO KALENG 240ML 6S/PACK	30,000.00	DUMMY DEPT	DUMMY BRAND
1000364	9556404002030	MIRINDA 325ML 1S	4,500.00	DUMMY DEPT	DUMMY BRAND
1000364-12	9900000007768	MIRINDA 325ML 12S/PACK	50,000.00	DUMMY DEPT	DUMMY BRAND
1000364-1C	28888001420128	MIRINDA 325ML 24S/CTN	96,000.00	DUMMY DEPT	DUMMY BRAND
900001	8886008101336	AQUA 300ML	1,800.00	DUMMY DEPT	
900002	8998989300155	GD GARAM SIGNATURE 12	13,500.00	DUMMY DEPT	
900002-1SL	9900000000073	GD GARAM SIGNATURE 12 SLOP	133,900.00	DUMMY DEPT	
900003	0120003269508	SAMPOERNA A MILD MERAH	18,200.00	DUMMY DEPT	

Show 5 Clear History

\*Record Count: 31 records.



END