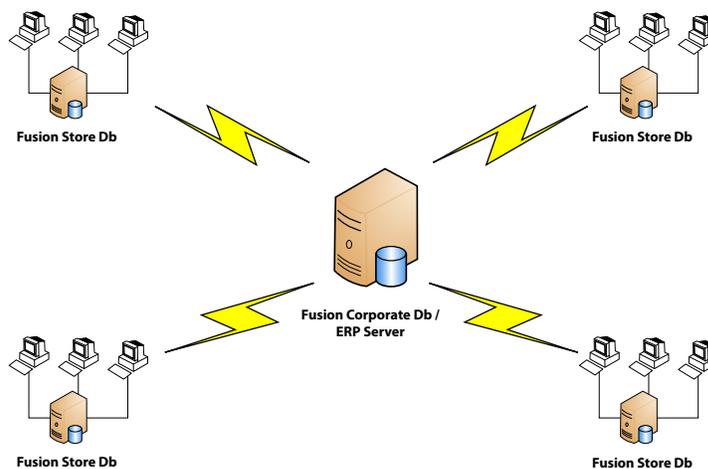


**Fusion Point of Sale (FusionPOS™)** is a full feature point of sale solution for retailers wanting to fully leverage their back office ERP application. FusionPOS™ integrates with many mid-tier ERP solutions providing centralized management of a highly distributed retail environment. FusionPOS™ does this without sacrificing any functionality available in standalone retail solutions.

**What makes FusionPOS™ different from other point of sale solutions?**

- ✓ **Eliminates duplicate data entry**
  - All items, customers and pricing data in your ERP are automatically shared with Fusion POS. No manual intervention required.
  - All transactions from Fusion POS are automatically returned to the ERP for final processing. Users may select the extent of their participation in the final processing as dictated by their internal policies and procedures.
- ✓ **Lower cost-** FusionRMS does not consume an ERP license. Register operations do not require a direct connection to the ERP i.e. no Citrix or Terminal Services required.
- ✓ **No down time** - Retail stores can transact business even when internet connectivity is not available. This creates increased reliability and an enhanced customer experience.
- ✓ **Multiple CRM levels** - Retention of customer data is critical for marketing efforts. ERP platforms are generally not suited for collecting and retaining large amounts of data generated by retailers. Through the use of Marketing Customers, FusionPOS™ tracks all transaction history without burdening the ERP.
- ✓ **Enhanced pricing options-** Fusion Enhanced Pricing module provides retail specific, non-standard pricing models beyond the scope of conventional ERPs, including bundling, BOGO, merchandise promotions, vendor based specials, and more.

**FusionPOS™ Architecture**



## Store Manager

The Fusion Store Manager is the hub of retail store operations and contains three essential elements:

- Fusion Store Database- All register transactions are immediately recorded on the local Fusion installation.
- Communication Manager- controls all communication between the Fusion Store Database and the Fusion Corporate Database.
- Reporting console- provides local managers access to critical store performance data.

Since Fusion Store Manager contains all information needed to manage store operations, stores can conduct business even when internet connectivity is interrupted. The ability to operate stores autonomously while providing real-time data processing is a core benefit of the Fusion platform. The Fusion Store Manager also employs a small technology footprint. In smaller installations, it can operate on the same machine as the register.

## System Manager

The Fusion System Manager contains two components. First is the Fusion Corporate Database. The FCdb is the central repository for all information collected from the various Fusion Store databases. In addition, it contains all relevant information from the ERP system.

The Fusion System Manager also contains the Accounting System Integration (ASI). The ASI is a unique operating protocol tailored to each ERP. It dictates the nature and extent of the integration. Its core function is to:

- Optimize efficiency by eliminating duplicate data entry
- Allow multiple business models (retail / finance; retail / wholesale / finance) to operate simultaneously without sacrificing functionality
- Improve visibility into all aspects of the business
- Maximize return on the ERP and RMS investments

The unique configuration of FCdb and ASI allows FusionPOS™ users the ability to change their underlying ERP as their business needs change without affecting core retail operations and more importantly the user interface at the register.

## FusionPOS™ Functional Features

### Customer Types

**Cash Customer** FusionPOS™ Cash Customer is used where customer or transaction specific data isn't needed, while speed and accuracy is. Examples include insignificant purchases, high volume transient environments, etc. Cash Customer transactions are "rolled-up" into a single, location-specific for each user-defined reporting period.

**Accounting Customers** FusionPOS™ enables direct one-to-one integration of customers within the ERP with no additional set up. Accounting Customers are used for either open account customers or transactions requiring follow-on activities such as layaway, fulfillment, etc.

**Marketing Customers** Unique to FusionRMS™ is the FusionPOS™ Marketing Customer. Marketing customers are used when customer data is desired for marketing and relationship purposes but not needed for accounting. Marketing Customers retain the same transaction integrity as an Accounting Customer, but transactions for Marketing Customers are "rolled-up" by each location for posting into the ERP. FusionPOS™ retains detailed sales history for each Marketing Customer.

## Fulfillment Options

**Cash and Carry** FusionPOS™ accommodates single step cash and carry transactions. Clients can use one or many payment types including credit/debit cards, cash, check and the Fusion Gift card.

**ERP Fulfillment** Unique to FusionPOS™ is the ability to originate a transaction at the register and create a Sales Order for shipment from the ERP system.

**Mixed Mode** FusionPOS™ also allows for mixed transactions including both Cash and Carry and ERP Fulfillment. This is particularly useful where certain purchased items may leave with the customer and other items will be shipped using conventional fulfillment.

## Register Types

**Fusion Cash Register** FusionCR™ can be operated standalone or integrated with most ERP systems. Inventory integration enhances internal controls without sacrificing flexibility. Add an item to the ERP and it is immediately available at the register. Pricing, availability, etc., can all be controlled with one interface. Daily transactions flow seamlessly back into the ERP system with no manual interaction. Purchasing, financial reporting, and cash management are performed within the system, leaving store managers to focus on enhancing your customer's experience.

FusionCR™ provides complete transaction processing for today's retail environments. Capable of completing a transaction with one touch, FusionCR™ is intuitive and easy to use with minimal training without compromising functionality. Its flexible user interface can be tailored to meet store level requirements with over seventy five time saving functions available on demand. Item lookups are quick and easy, and can be performed manually or by scanning a barcode. Returns and exchanges can be verified against the original purchase to avoid fraud. Sales, refunds and exchanges can be on the same transaction.

### FusionCR™ standard features include:

- |                              |                           |                             |
|------------------------------|---------------------------|-----------------------------|
| ➤ Keyboard or Touch screen   | ➤ Over / Short reports    | ➤ Print / reprint receipt   |
| ➤ Multiple clerk login modes | ➤ Multiple item selection | ➤ Print / reprint invoice   |
| ➤ Employee Time clock        | ➤ Discount item - \$ of % | ➤ Commission plans          |
| ➤ Flexible Item Look-up      | ➤ Discount sale - \$ or % | ➤ Split Commissions         |
| ➤ Serial number tracking     | ➤ Price Change            | ➤ Exchange item / sale      |
| ➤ Multi-layered security     | ➤ Sale Comment            | ➤ Suspend Sale              |
| ➤ X / Z tape                 | ➤ Item Comment            | ➤ Refund item / sale        |
| ➤ Multi-location item lookup | ➤ Scale Integration       | ➤ Barcode receipt / invoice |

FusionCR™'s fully integrated Payment Manager offers ultimate flexibility in tendering a sale. Our ability to handle multi-payment tender types per transaction along with multi-currency capabilities means no hassle for your clerks or customers. FusionPOS™ also includes integrated, PCI compliant credit/debit card processing and signature capture.

FusionPOS™ enables store-based pricing and promotions allowing remote managers to determine specific incentives to move slower items that may popular at other locations. Pricing can be adjusted at one location to meet competitive pressures without sacrificing company wide margins.

FusionCR™ provides detailed retention of all customer activity and history ideal for loyalty or targeted marketing initiatives. Customers can be set up quickly and easily with user-defined data fields. Customer data can be retrieved by multiple attributes, including loyalty card, telephone number, name, and more.

**Customer Service Register** Built on the feature set and inventory integration of FusionCR™, the Fusion Customer Service Register (FusionCSR™) dramatically extends the reach of the ERP system by adding AR integration.

**FusionCSR™ enhancements include:**

- Advanced customer setup- Accounting customers can be set up for approval from the register. This allows for independent processing of the current transaction from the pending approval process which could impact the terms and conditions of future sales.
- On account activity- Accounting customers may purchase on account or make payments on account from the register. Further, FusionCSR™ checks credit status before processing any sale transaction.
- Separate transaction detail- Fusion CSR™ processes individual transactions for an accounting customer while transactions for non accounting customers roll-up into one transaction in the ERP system.
- Lay-away- All lay-away transactions are recorded in the ERP system, accurately tracking the associated liability. The lay-away liabilities are reversed and properly recorded upon completion of the layaway and completion of the sale.
- Customer specific pricing- Fusion CSR™ enables customer specific or contract pricing to be synchronized with the ERP system assuring companywide pricing integrity.
- Order entry integration. Fusion CSR™ enables clerks to enter orders for future delivery. This is ideal for stores such as furniture stores, appliance stores, mattress stores, etc.

Clients using FusionPOS™ have state of the art retail functionality yet are still able to enjoy all the benefits of a robust ERP system.