

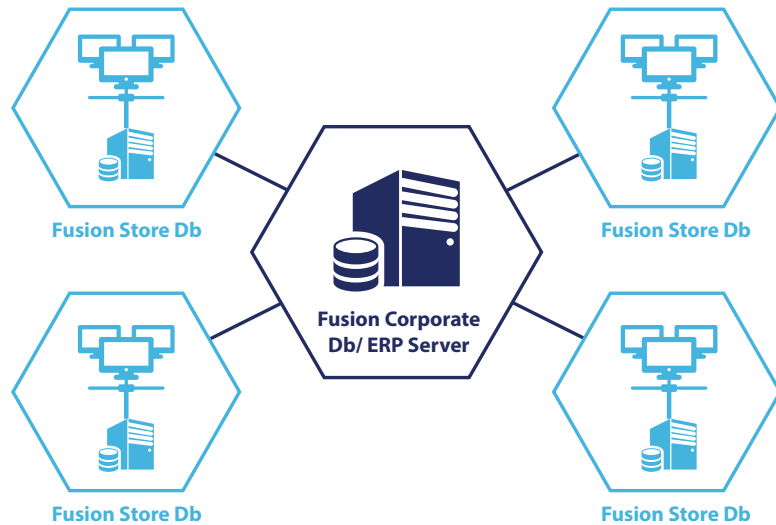
Fusion Retail Management System (FusionRMS) is a suite of applications extending the reach of Acumatica to the SMB retail and wholesale distribution markets. Seamlessly integrated, these applications simplify end-user experience and extend the reach of Acumatica without affecting core functionality.

Fusion Point of Sale (FusionPOS™) is a full-feature point-of-sale solution for retailers wanting to fully leverage Acumatica to provide centralized management in highly distributed retail environments. 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 Acumatica are automatically shared with FusionPOS™. No manual intervention is required.
  - All transactions from FusionPOS™ are automatically returned to Acumatica for final processing. Users may select the extent of their participation in the final processing as dictated by their internal policies and procedures.
- **No Down Time** - Retail stores can transact business even when the Internet connection is lost. This means increased reliability and an enhanced customer experience.
- **Multiple CRM Levels** - FusionPOS™ can maintain individual customers' transaction histories without creating individual customers in Acumatica. This allows for retaining large amounts of customer-centric data critical for analysis of buying patterns and focused marketing efforts independent of the constraints of the ERP.
- **Phantom Items** - FusionPOS™ allows phantom items, i.e. items that exist in FusionPOS™ but do not exist in the ERP. Phantoms are derivatives of ERP items and are converted back to the stocking unit of measure for posting.
- **FusionPOS™** can be enhanced by a number of Fusion applications that target specific markets:
  - **Fusion Enhanced Pricing** - The Fusion Enhanced Pricing module provides retail specific, non-standard pricing beyond the scope of conventional ERP systems, including bundled prices, BOGO, merchandise promotions, vendor-based specials, and more.
  - **Fusion Gift Card** - FusionGC is a prepayment card that can be used at multiple locations. Balances are maintained in real-time, can be added to/from any location, and are available via the web.
  - **Fusion Scheduler** - Ideal for salons, restaurants, field service, etc., the Fusion Scheduler visually allocates any resource and assigns prices to tasks. These "appointments" can be easily converted to register transactions, where additional material or labor items can be added as needed.

**FusionPOS™** is designed to provide maximum flexibility for large or small organizations. A schematic of the system architecture is presented below.



Fusion Register is the core component of FusionPOS™ and provides the basic end-user interface for the system. Leveraging “skin” technology, the register user interface can be tailored to the requirements of each client and is both keyboard- and/or touchscreen compatible.

Among the key differentiators of FusionPOS™ are its ability to handle multiple customer types within one system; its flexibility to determine, on a line-by-line basis, the fulfillment methodology for an order and different register types to handle different requirements.

## Customer Types

In FusionPOS™ each client can determine the nature of each customer and the degree to which that customer’s data will migrate to Acumatica.

- **Cash Customers** – 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. Transactions for Cash Customers are “rolled up” into a single, location-specific Sales Order/Invoice in Acumatica for each user-defined reporting period.
- **Accounting Customers** - FusionPOS™ also has the ability for direct, one-to-one integration with Acumatica for Accounting Customers. Such customers are used for either open account transactions or those requiring follow-on activities such as layaway, ERP fulfillment, etc.
- **Marketing Customer** - FusionRMS™ also maintains Marketing Customers. These are used when customer data is desired for marketing, returns, or relationship purposes, but there is no need to set them up in Acumatica. Marketing Customers retain the same transaction integrity as Accounting Customers, but transactions for Marketing Customers are “rolled up” into a unique Sales Order/Invoice by location for posting into Acumatica

## Register Types

FusionPOS has several register types to meet the cost and functional needs of clients.

- **Fusion Cash Register** – FusionCR™ integrates seamlessly with Acumatica inventory. Add an item to Acumatica, 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 Acumatica system with no manual interaction. Purchasing, financial reporting, and cash management are performed within the system, leaving store managers to focus on enhancing their customers' experiences.

FusionCR™ also 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 and without compromising functionality. Its flexible user interface can be tailored to meet store-level requirements with over 75 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 touchscreen
- Multiple clerk login modes
- Employee time clock
- Flexible item lookup
- Serial number tracking
- Multi-layered security
- X/Z tape
- Multi-location item lookup
- Over/short reports
- Multiple item selection
- Discount item – \$ of %
- Discount sale – \$ or %
- Price change
- Sale comment
- Item comment
- Scale integration
- Print/reprint receipt
- Print/reprint invoice
- Commission plans
- Split commissions
- Exchange item/sale
- Suspend sale
- Refund item/sale
- Barcode receipt/invoice

FusionCR™'s fully integrated Payment Manager offers the ultimate flexibility in tendering a sale. The 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.

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.

- **Fusion 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 Acumatica system by adding AR integration.

**FusionRMS™ for Acumatica FusionCSR™ enhancements include:**

- Accounting Customers from Acumatica exist at each register.
  - 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.
  - Accounting Customers may purchase on account or make payments on account from the register. Further, FusionCSR™ checks credit status before processing any sale transaction.
  - Fusion CSR™ processes individual transactions for an Accounting Customer while transactions for non-Accounting Customers roll up into one transaction in the Acumatica system.
  - All lay-away transactions are recorded in the Acumatica system, accurately tracking the associated liability. The lay-away liabilities are reversed and properly recorded upon completion of the lay-away and completion of the sale.
  - Fusion CSR™ enables customer-specific or contract pricing to be synchronized with the Acumatica system, ensuring company-wide pricing integrity.
- **Fusion POS Register** - The Mobile Register brings all the functionality of the FusionCSR™ to the HP® Elite tablet. Place orders, invoice, accept credit cards, scan items, etc., while never losing contact with the client.
  - **Fulfillment Types** - FusionPOS™ allows the operator to select from multiple fulfillment types, depending on the nature of the transaction, including carryout, pickup, ship, install, etc. Fulfillment types may be determined at the line level ideal for environments where an initial carryout sale is followed by a delivery or shipment. The FusionPOS™ integration first creates a Sales Order in Acumatica for each transaction (Accounting Customers) or roll-up transaction (Cash or Marketing Customers). Payments are applied to the open sales order. Fusion then matches the Fulfillment Type with the Acumatica "Ship Method," allowing items flagged for future shipment to remain as an open Sales Order. For items otherwise flagged, Fusion can auto-post the shipment and/or the invoice, depending on client preferences.

## FusionPOS Optional Enhancements

Fusion Software also provides specific enhancements to Acumatica that are focused on better serving the retail markets. These include:

- **Fusion Replenishment** – Fusion Replenishment provides corporate offices with the ability to quickly and easily generate Purchase Orders or Transfer Orders to restock distribution centers or remote store shelves. Using real-time inventory data, Replenishment manages cascading distribution channels where stores may be replenished through transfer orders from regional warehouses (TO), which are in turn replenished from corporate warehouses (TO) or from vendors (PO). Replenishment order quantities are automatically suggested using user-defined parameters, including average daily sales, lead times, and current stock on hand. POs and TOs are automatically uploaded into Acumatica through a standard Internet connection.
- **Fusion Inventory Management** - FusionIM™ is a version of FusionWMS that meets the needs of retail stores. It allows each store to conduct basic inventory transactions, i.e. receiving, physical count, and label printing. However, it also allows for stores to generate Purchase Orders or Transfer Orders to replenish inventory. Replenishment order quantities are suggested using user-defined parameters, including average daily sales, lead times, and current stock on hand. POs and TOs are automatically uploaded into Acumatica through a standard Internet connection.