

**Fusion Retail Management System (FusionRMS™)** is a full-feature solution for retailers wanting to fully leverage Sage 50 without sacrificing any functionality available in standalone retail solutions.

## What makes FusionRMS™ different from other point-of-sale solutions?

- **Integration eliminates duplicate data entry**
  - Items and pricing from Sage 50 are automatically shared with FusionRMS™
  - All customers from Sage 50 are automatically shared with FusionRMS™
  - FusionRMS™ transactions are automatically posted to Sage 50.
- **Extended Operations** - FusionRMS™ manages multiple locations, including transfers, local purchases, inventory receipts, etc. (Summer 2013).
- **No Down Time** - Retail stores can transact business even when Internet connectivity is not available. This creates increased reliability and an enhanced customer experience.
- **Retail CRM** - FusionRMS™ can maintain customer transaction and demographic data.
- **Customizable User Interface** - FusionRMS™ tailors the UI to meet customer requirements.
- **POS Extensions** - FusionRMS™ can be enhanced by a number of Fusion applications targeting specific markets. These include:
  - **Fusion Enhanced Pricing** - The Fusion Enhanced Pricing module provides retail-specific, non-standard pricing models beyond the scope of Sage 50, including bundling, BOGO, kit or suite pricing, vendor-based specials, and more.
  - **Fusion Gift Card** - The Fusion Gift Card is a prepayment card which can be used at multiple locations or on the Internet. The balance is maintained in real time, can be incremented from any location, and is available via the web.
  - **Fusion Scheduler** - The Fusion Scheduler is ideal for salons. It sets appointments that can be converted to POS transactions with one key stroke.
  - **Integrated Credit Card** - FusionRMS™ is integrated with the PayWarePC gateway.
  - **Rental** - FusionRMS™ tracks and bills rental transactions as well as sales of rental items.

## PCI Compliance

With all of the security needs of retailers, it is important that you not only secure your network but also establish PCI compliance when processing credit cards. Fusion POS allows for full PCI compliance through its use of the secure gateways PCCharge™ and PayWare PC™. Both PCCharge and PayWarePC softwares are PA-DSS 1.2 (Payment Application Data Security Standards) validated gateways that feature many security safeguards and anti-fraud controls. Using Fusion gets you one step closer to PCI (Payment Card Industry) compliance by allowing you to safely and securely accept any form of payment, including debit, checks, gift cards, EBT, and more. Secure end-to-end payment processing protects your customers, enabling you to perform PC point-of-sale transactions quickly and without an increase in total transaction fees.

Every credit card transaction goes through the same process. Once swiped, the credit/debit card data flows through a gateway to your CC processor. Your processor then communicates with the customer's bank to either credit or debit funds based on the account. This three-step process is required with every transaction. For example, when using Sage Payment Solutions, once a card is processed through the ERP, it will travel via Sage Exchange (Gateway) to Sage Payment Solutions (Processor) to your customer's merchant/bank account.

When processing a credit/debit card through Fusion, all transactions follow a similar path. Once a card is processed in Fusion, it will travel via PCCharge and/or PayWare PC (Gateway) to Sage Payment Solutions (Processor) to your customer's merchant/bank account. Since there are dozens of gateways on the market, Fusion has partnered with VeriFone, which is the largest in North America to cover the majority of Processors, allowing for streamlined integration across multiple platforms. Many customers are reluctant to change merchant accounts when installing a new point-of-sale application. PCC and PWPC allow you to keep your existing merchant accounts and see no interruption in service. You also have peace of mind knowing that if you choose to change in the future, there is a high probability that your new processor and merchant will be supported.

## Fusion Cash Register

FusionCR integrates seamlessly with the Sage 50 inventory. Add an item to the Sage 50, set pricing, and this information is available on the register. Register transactions flow back into the Sage 50 with no manual interaction. Financial reporting, accounts payable, and cash management are performed within Sage 50.

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 has over 75 time-saving functions available on demand via keyboard, mouse click, or touchscreen. 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 look-up
- 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 ultimate flexibility in tendering a sale. It handles multi-payment tender types per transaction. FusionRMS™ also includes integrated, PCI-compliant credit/debit card processing with signature capture.

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

## Retail CRM

FusionRMS™ enables Sage 50 users to determine the extent to which they will retain individual customer history. In addition to the anonymous Cash Customer, Marketing Customers can be set up. For these customers, FusionRMS™ tracks individual purchases and payment history. In addition, user-defined demographic information can be retained for Marketing Customers, including email, address, phone, birthday, etc. – ideal for future marketing activities. Transactions for Cash and Marketing Customers are consolidated for easy posting in Sage 50.

In addition to Cash and Marketing Customers, transactions for Accounting Customers (customers in SAGE 50) are posted individually and allow on account sales.

## Fusion Fulfillment

FusionRMS™ can retain open Sales Orders – ideal for sales requiring future action, such as special orders, deliveries, or shipments. No need to process multiple transactions; simply select a fulfillment method (carry-out, ship, pick-up, etc.) by line item. Fusion tracks the payments and alerts the clerk of any balance due.

**Multi-Store Operations** – FusionRMS™ allows Sage 50 users to easily manage multi-store operations independently and without a perpetual Internet connection. Fusion Store Manager independently retains store data and communicates to corporate via the Internet. However, even if the Internet connection is lost, the Store Manager and all FusionRMS™ registers continue to operate. When the Internet connection is restored, data is updated.