



# FUSIONPOS FOR SAGE 100

A complete retail solution for linking your store or restaurant with purchasing, accounting, and inventory management.

Fusion Software offers a suite of applications seamlessly integrated with SAGE 100 ERP. These applications simplify and enhance the end-user experience and extend the reach of SAGE 100 ERP without affecting the core functionality.

Fusion Point of Sale (FusionPOS™) is a full-feature point-of-sale solution for retailers wanting to fully leverage SAGE 100 ERP. FusionPOS™ does this without sacrificing any functionality available in standalone retail solutions.

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

### Integration eliminates duplicate data entry

- All items, customers, and pricing in SAGE 100 ERP are automatically shared with FusionPOS™. No manual intervention is required.
- All transactions from FusionPOS™ are automatically returned to the SAGE 100 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

- FusionPOS™ does not consume a SAGE 100 ERP license. Register operations do not require a direct connection to the SAGE 100 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

- FusionPOS™ can maintain an individual customer's transaction history without creating individual customers in SAGE 100 ERP. This allows FusionPOS™ to retain 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 which exist in FusionPOS™ but do not exist in the ERP. Phantoms are derivatives of an ERP item. Sales and consumption reported and managed at the ERP stocking unit of measure.

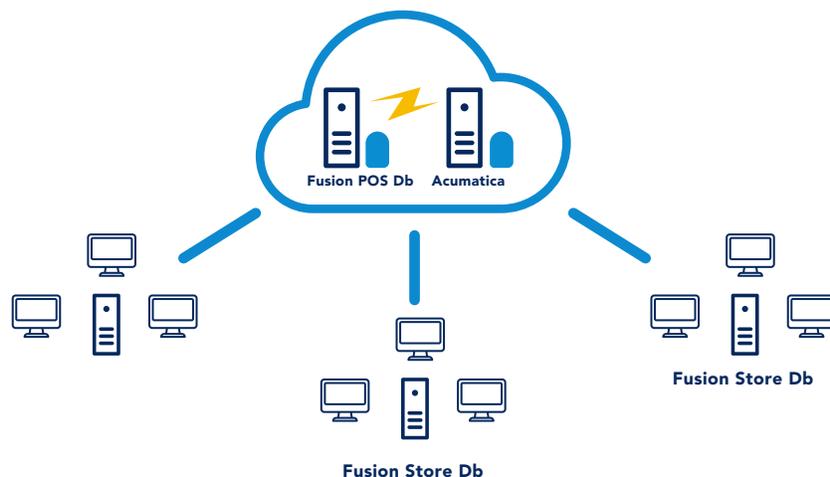
## User-Specific Interface

> The FusionPOS™ use of skin technology allows clients to tailor the POS interface to meet their specific requirements.

## Enhancements

> FusionPOS™ 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 100 ERPs, including bundling, BOGO, kit or suite pricing, vendor-based specials, and more.
- **Fusion Gift Card** – The Fusion Gift Card is a prepayment card that 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, restaurants, etc. It visually allocates resources and can be converted to a POS transaction with one key stroke.
- **Web Store Integration** – FusionPOS™ has a set or proprietary APIs that allow integration with the shopping cart function of most websites. These APIs send inventory data to the web and bring web orders into SAGE 100 ERP through FusionPOST™.
- **Integrated Credit Card** – FusionPOS™ is integrated with the PaywarePC gateway.





## Fusion Register

Is the core component of FusionPOS™ and provides the end user interface with the system. 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 for FusionPOS™ are: the ability to handle multiple customer types within one system; the flexibility to determine, on a line-by-line basis, the fulfillment methodology for an order; and availability of different register types to tie cost and functional requirements.

## 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.

FusionPOS™ 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.



## Customer Types

In FusionPOS™ each client can determine the nature of each customer and the degree to which that customer's data will be shared with SAGE 100 ERP.

- **Cash Customer** - FusionPOS™ Cash Customer is used where retaining customer- or transaction-specific data isn't needed, while speed and accuracy is. Examples include insignificant purchases, high-volume environments, etc. Transient actions for Cash Customers are "rolled-up" into a single, location-specific Sales Order/Invoice in SAGE 100 ERP for each user-defined reporting period.

- **Accounting Customers** - FusionPOS™ also has the ability for direct, one-to-one integration for customers in SAGE 100 ERP. Accounting Customers are used for either open account customers or transactions requiring follow-on activities such as layaway, ERP fulfillment, etc. Every transaction in FusionPOS™ for an Accounting Customer will result in a Sales Order/Invoice for that customer in SAGE 100 ERP.

- **Marketing Customers** - Unique to FusionPOS™ is the concept of a Marketing Customer. Marketing Customers are used when retaining customer data is desired for marketing, returns, or relationship purposes, but there is no need to set them up in SAGE 100 ERP. Fusion maintains the same transaction integrity for Marketing Customers as for Accounting Customers, but transactions for Marketing Customers are "rolled-up" into a Sales Order/Invoice by each location for posting into the SAGE 100 ERP.

## Fulfillment Options

The FusionPOS™ integration first creates a Sales Order in SAGE 100 ERP for each transaction (Accounting Customers) or roll-up transaction (Cash or Marketing Customers). Payments are applied to the sales order. Fusion then matches the Fusion Fulfillment Type with the SAGE 100 "Ship Method" allowing items flagged for future shipment to remain on an open Sales Order. This is ideal for delivery or shipments which will subsequently be managed through SAGE 100 ERP. For items flagged as carry-out on a POS transaction, FusionPOS™ can autopost the shipment and/or the invoice, depending on client preferences.

## Register Types

FusionPOS™ has multiple register types to meet clients' needs.

- **Fusion Cash Register** - FusionCR integrates seamlessly with the SAGE 100 ERP inventory. Add an item to the SAGE 100, and it is immediately available at the register. Pricing, availability, etc. can all be controlled with one interface. Daily transactions flow back into the SAGE 100 ERP with no manual interaction. Financial reporting, accounts payable, and cash management are performed within SAGE 100 ERP.



FusionCR also provides complete transaction processing. 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 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 along with multi-currency capabilities. FusionPOS™ also includes integrated, PCI-compliant credit/debit card processing with signature capture.

FusionPOS™ enables store-based pricing and promotions originated from either SAGE 100 ERP or FusionPOS™. This allows remote managers to determine specific incentives to move slower items. 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, 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.

> **Fusion Customer Service Register** - Extending the feature set and inventory integration of FusionCR, the Fusion Customer Service Register (FusionCSR) includes AR integration.



## FusionCSR enhancements include:

- > Accounting Customers from SAGE 100 ERP exist at each register.
- > Accounting Customers can be set up at the register for approval in SAGE 100 ERP.
- > This allows for independent processing of the current transaction while forwarding all pertinent information for further approval.
- > Accounting Customers may purchase on account or make payments on account from the register. Further, FusionCSR checks credit status before processing any sale transaction.
- > Lay-away transactions are recorded in the SAGE 100 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.
- > Fusion enables customer specific or contract pricing to be synchronized with the SAGE 100 ERP system, assuring company-wide pricing integrity.

**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 database.
- **Communication Manager** – Fusion Store Manager controls all communication between the Fusion store database and the Fusion corporate database.
- **Reporting** – Fusion Store Manager allows local reporting on 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 Fusion Store Manager also employs a small technology footprint and can run on Microsoft SQL or Microsoft SQL Express. In smaller installations, the Store Manager can be on the same machine as the register.

**Fusion System Manager** contains two components. First is the Fusion Corporate Database. This is the central repository for all information collected from the various Fusion store databases. In addition, it contains all relevant information from the SAGE 100 ERP system. The Fusion System Manager also includes the Accounting System Integration (ASI). The ASI is a unique operating protocol tailored to SAGE 100 ERP. It dictates the nature and extent of the integration.



## Optional Enhancements

Fusion Software also provides specific enhancements to SAGE 100 ERP focused on better serving the retail markets. These include:

- > **Fusion Café** – Ideal for counter sale restaurants such as coffee shops, sub shops, etc. Fusion Café features a limited number of configurable items on a series of cascading touchscreen menus. Payments are quickly and easily processed. Fusion Café is great for FusionPOS™ customers with ancillary counter-sale requirements.

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