



General News

Green Shoots

Well the feedback we are getting is that things didn't turn out as bad as expected and generally customers are in an upbeat mood.

There has been a definite mood of using what you have and using it better. This has been reflected in the support questions we have been getting.

We have decided to release at Glee the stock and sales enquiry packages that we have had in the pipeline for a while.

Our other plans are the first phase of the fully integrated website links that we have scheduled.

Customer Focus



Open Retail have been chosen as the new epos supplier for Woodlands Garden Centre, located near Brands Hatch in Kent. Working with this family owned company has been a pleasure.

We went through all the options and they picked the system they wanted. All we have had to do is deliver the hardware and train on the programs. They have got stuck in and go it working on site. It has been one of the quickest start ups to date.

They are fully aware of the benefits of epos and the sons are keen to use every feature, given time.

New Hardware - Digipos tills

DIGIPOS launches two new till hardware platforms with the

RETAIL ACTIVE and HITOUCH

Two new models have been launched to provide even more choice to the Retail Blade our tried and trusted till base. The Retail Active has already been bought by customers and shows promise as being a cheaper alternative. They are also offering onsite support with these models compared to the usual return to base warranty, a good sign that they do not expect a lot of issues when used in volume.

Again the usual features are available being external power supply and powered ports, with full specifications available from our website.



Web sites and Stock Integration



We are pleased to announce that we are proposing a fully integrated ecommerce to stock control feature. There are a number of phased developments that would link the Aspdotnetstorefront web cart supplied by Webcatch with our Openxpos stock control solution.

The aim is not to provide an arms length interface but a more seamless set of services. This is to address the obvious stock availability issue for the web site, but also product and picture maintenance, sales orders and sales performance.

Our solution is having design changes for both web k and shop stock balances, with separate web pricing. Control functionally normally only accessible by web maintenance routines.

New Features— Stock & Sales Enquiries

The enquiries are a vital part in answering one off questions.

They have been rewritten and enhanced to provide more choices and use of the filters to identify more specific ad hoc situations. For example how are my recent new lines performing.

The stock scenarios are being offered in a program on their own. This is because a lot of emphasis is put on sales and margin. We feel the same amount of attention can be applied on stock levels and requirements against sales levels actually being achieved, with over and under stock positions identified.

Both new stock and sales enquiry programs will have the capability to capture the results shown into excel spreadsheet for further attention later or to pass on to colleagues.

There is also now a new stock information desk with more scope on searching the secondary descriptions and bullet points for key words.



Finally some of the basis enquiries have been added to the stock taking handsets, this helps decision making when working with them on the sales floor.

Shows and Events

Well another year another show and we have decided to make a return visit to Four Oaks trade show which this year will be held on 8th and 9th September . You can find us on House E stand 115.

We will also be exhibiting at the NEC Glee trade show which this year will be held on 20-22 September . You can find us in Hall 3 stand L51

We have some new features to show you, so hope to see you there.

Program Updates

- ✓ Sales enquiry with filter
- ✓ Sales enquiry with 31 days
- ✓ Sales enquiry with quarterly view
- ✓ Information desk with pictures
- ✓ Stock enquiry full audit
- ✓ Stock enquiry with filter
- ✓ Stock enquiry other branches
- ✓ Management enquiry with drilldown
- ✓ Invoicing enquiry with drilldown
- ✓ All enquiries with excel links