



HANSAWORLD  
ENTERPRISE

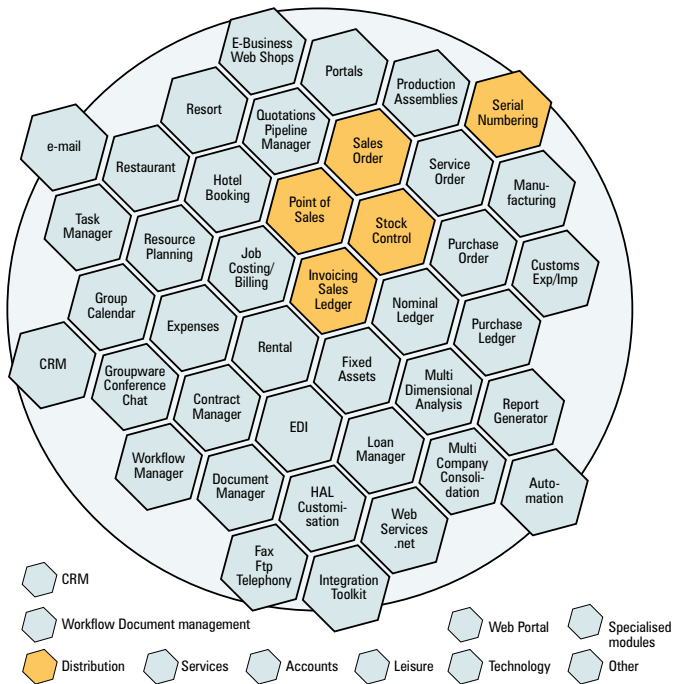
# *Electronic Point of Sales*

*HansaWorld Enterprise  
is ideal for an Electronic  
Point of Sale environment.*

This fully integrated system links your front office point of sales system directly to your back office operations. Access the relevant data real-time, or offline if required.



[www.hansaworld.com](http://www.hansaworld.com)



Hansaworld Honeycomb – ERP, CRM, e-Business, Accounts – All in One Integrated Solution

## Hardware setup

HansaWorld is ideal for an Electronic Point of Sale Environment (EPOS), such as a shop. HansaWorld is loaded onto a PC connected to the network, which acts as the till. Various EPOS devices can be connected to the PC and used for data entry or output by HansaWorld:

- barcode scanners: HansaWorld accepts data entry for any field from a barcode scanner, including stock codes, commercial barcodes, and serial numbers.
- receipt printers: HansaWorld is best set up to print to these printers using escape sequences. Document layout is customisable.
- cash drawers: HansaWorld can issue escape sequences to open a cash drawer when printing receipts.
- intelligent keyboards: programmable keyboards allow one or more series of keystrokes to be preprogrammed, so a series of HansaWorld commands can be performed at the touch of a single key. Keyboards can be used in this way for data entry (instructing HansaWorld to add a particular piece of data into a specific field), and for printing, opening a cash drawer, and moving on to the next transaction.
- touchscreen monitors, for faster data entry.
- credit card processing machines: HansaWorld can be interfaced to software used to run these machines, removing the need for rekeying of amounts.

## Customer Data Collection

Retail is a fast-moving environment, and so capturing customer details must be as quick as possible. In many cases, you will not want to capture customer address details - HansaWorld supports configuration of a default customer with, for example, cash terms on a VAT-inclusive price list. The power of HansaWorld's integrated approach becomes apparent when you need to capture customer details. If you have dealt with the customer before (whether or not you have sold to them), you can find their details with a couple of keystrokes, and bring in automatically their payment terms, address details and pricing details. If the customer is unknown to you, it is possible to enter their details quickly from the invoicing screen. In some countries, interfacing to postcode addressing software can further speed up this process, and help to eliminate errors.

## Pricing

The pricing structure available to the EPOS modules is the same as available to the Sales Ledger (and discussed in more detail in *HansaWorld and Sales*). Each customer can be given a price list, for setting their unit prices, and/or a discount matrix (for setting a percentage discount). Price lists can be VAT-inclusive or exclusive, and set in any currency. Promotional price lists can be configured, that apply only for a given date range. Prices can be set in this way for all items in the database, or for any individual items or groups of items. Customers can be given "customer-specific" variations to a price list without needing to create a completely new price list. Prices and discounts can also be made dependent on the quantity of an item that is sold.

## Cash Handling

Payment terms will principally be cash, but can be any of the other terms in the database. For example, you may have trade customers that occasionally pick up their own items rather than requesting delivery, who want to be invoiced. These terms can be overridden for each transaction - for example if the above trade customer feels like paying cash anyway. Sales Ledger entries will be created automatically where payment in full has not been received.

For cash transactions, HansaWorld will support multiple payment methods even on the same transaction, such as when a customer pays partly with a credit card and partly in cash. Also cashback transactions may be required, and these are calculated automatically.

At the end of a shift, you enter a summary of payments received, split by payment type, and HansaWorld reports on the comparison between takings booked and received.

## Stock

HansaWorld has a fully integrated stock system. Refer to HansaWorld and Stock and Warehousing and HansaWorld and Purchasing for more details. Stock elements that can be unusual in other EPOS systems include:

- serial number tracking
- ability to take cash while only issuing stock later (whether for customer collection or despatch)
- multiple locations, and multiple positions at each location (for easier stock discovery)
- detailed and automated stock counting features
- multiple stock valuation methods
- extensive reporting on sales, margins, item histories, warranties and much more.

## Interface

Careful thought has been given to the user interface to ensure ease of use coupled with rapid data capture. Examples include:

- cursor movement to mandatory fields only
- item warnings to assist users
- user-definable buttons, at multiple levels
- access to all other parts of the integrated database.

## Real-time or Batch?

Many systems cannot handle the process of buying in one currency and selling in another, from the point of view of stock valuation. Not HansaWorld. Goods receipts save the currency the goods were charged in, with the current exchange rate at the date of booking in the stock.

HansaWorld allows you to update cost prices of any range of stocked items with a maintenance process. This process can use the exchange rate at the date of goods receipt, to ensure a match with stock reports.

## Batch/Lot and Serial Numbers

HansaWorld is a real-time, fully integrated system. Many of the EPOS users will want to benefit from this, by keeping stock control figures in real-time. HansaWorld's unique design allows use over wide-area networks, including slow speed networks, without the requirement for expensive, complex third-party software. As a result HansaWorld is particularly simple to deploy real-time across multiple sites, allowing you to query stock in alternative locations where necessary.

Some companies may feel insecure working real-time across multiple sites, and will prefer to use HansaWorld's routines for uploading data from remote locations to the server - these can be run at any regularity, not just the traditional overnight method. This "batch" method also provides a fallback for real-time users, should the network connection go down for any reason.

More information can be found in the HansaWorld and Barcoding White Paper.



# Electronic Point of Sales

## All in one

With HansaWorld software, your front office and back office are totally integrated so that they function as a single, powerful tool for all employees. There are more than 45 fully featured modules covering the key business areas of most organisations, allowing you to concentrate your data in one database. Having a single datafile improves the consistency of your data, and lowers the total cost of ownership by reducing the cost of upgrading. Users can choose to run the HansaWorld client software on any Windows operating system, from 2000 to XP, Pocket PC, Mac OS X and even Linux GUI solutions. The HansaWorld server can be run on Windows XP and 2003, Mac OS X, Linux, Unix and IBM OS/400. The preferred hardware for servers is an IBM eServer (xSeries, pSeries, iSeries or zSeries) or xServe (or G4 in smaller installations).

With the HansaWorld Portal and e-business solutions, you can extend the community of users beyond your own employees, by giving customers, prospects and other partners carefully controlled access to data via a web browser.

## Contact your partner

To learn more about HansaWorld ERP and CRM solutions contact your local HansaWorld office or distributor or a Certified HansaWorld Business Partner. HansaWorld offices and/or distributors are located throughout Europe, South America, South Africa and the Middle East. A list of HansaWorld offices and distributors can be found at the Country link on our website, [www.hansaworld.com](http://www.hansaworld.com). Details about local Certified HansaWorld Business Partners can be found at the Countries link at [www.hansaworld.com](http://www.hansaworld.com).

## Company profile

HansaWorld is a major international software company specialising in business applications. The group has 130 employees in office in Europe, South America and South Africa. Distributors are also found in Europe, South America and the Middle East.

HansaWorld's advanced and successful user interface was first developed for Apple Macintosh in 1988. In 1994, when the program was ported to Windows, it had already been proved by thousands of users. HansaWorld's experience with international sales and modern technology puts it in the perfect position to meet the challenges of the next decade.

HansaWorld provides a wide range of technologies for e-business including internal and external e-mail, several webshop solutions and PDA support. In addition, HansaWorld can help to build a corporate portal. HansaWorld is developed using C++ as its programming language, and proprietary technology for database design and for network communication.

This allows HansaWorld to have the same products available for several different operating systems, each version optimised for maximum performance. Currently HansaWorld is available for Windows 2000-XP, including Windows CE, Mac OS X and Unix, including Linux. HansaWorld is IBM eServer proven, running on xSeries, pSeries, iSeries and zSeries.

Windows 2000, Windows 2003, Windows CE, Windows XP are registered trademarks of Microsoft Corporation. Apple Macintosh and MAC OS are registered trademarks of Apple Computer Inc. xSeries, pSeries, iSeries and zSeries are registered trademarks of IBM Corporation.  
Copyright HansaWorld Ltd.

Certified HansaWorld Business Partner



HansaWorld Australia Pty Ltd  
Level 3, 137-139 Bathurst Street, Sydney NSW 2000  
Tel: +612 9283 9845, Fax: +612 9283 7153  
E-mail: [moore@hansaworld.com](mailto:moore@hansaworld.com)  
[www.hansaworld.com](http://www.hansaworld.com)