



## **SIMPLE POS**

**"The Right Solution...The First Time."**

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# POS Check List

The wrong POS system can hurt your profits and alienate customers. Here are some tips to increase your chances of success with POS selection:

- 1) Insufficient planning is the number one mistake. Create a detailed action plan to select and install your system. Identify all the POS functions that your operation needs.
- 2) Is the POS system designed for your industry?
- 3) Does the POS provider serve customers that are the same "size" as your operation?
- 4) How easy is the POS system to use for your employees?
- 5) How compatible is the POS system with any systems you already have or plan to buy?
- 6) How compatible is the POS system with your home office systems?
- 7) Can the system grow if you increase the number of locations?
- 8) Can the system be upgraded as new features are released? If so, who will perform the upgrades? Will you be charged or are they covered under your support contract?
- 9) Check system performance in the field for transaction and processing speed.
- 10) Analyze firewall, encryption and security risks, especially if the system is web-based or ASP.
- 11) In addition to vendor costs, factor in on-going maintenance.
- 12) Does the support organization have a "can do" attitude and a 24/7 help desk? And, do they offer onsite support?
- 13) Evaluate the training offerings and confirm your supplier can serve your location and your type of staff.
- 14) Call accounts that already have the system and see how satisfied they are.