Hardware Heaven

Point of Sale Proposal

Goals

- Replace analog sales tracking with digital sales system
- Implement a digital inventory system
- Implement digital Point of Sales (POS) system
- Collect and analyze sales trends
- Automatic inventory-POS interaction

Constraints

Solutions must be:

- Inexpensive
- Intuitive
- Light on internet bandwidth

Drawbacks of Current Solution

- Inventory/sales are not tracked
- Sales trends are not available
- Inventory requires additional labeling
- Inventory ordering requires manual assessment

Strengths	Weaknesses
- All sales logged - No pre-existing systems	- Manual inventory processing - Possibility of clerical errors
Opportunities	Threats
- Minimize stock outages - Maximize purchasing power	- Insufficient stock - Ordering delays - Untracked product shrinkage

Solution Criteria

- Ease of Implementation
- Ease of Use
- Price
- Software Features

Other Considered Criteria

- Online retail integration
- CRM integration
- 'Click-and-Collect' features

The primary criteria for determining the best solution were selected with the limitations of Hardware Heaven in mind. Price and ease of use were the most heavily weighted criteria. The solution must be inexpensive and should not require extensive training to implement and use. Software features such inventory insights and reporting were weighted nearly as heavily as price and ease of use. It is crucial that the solution offers detailed inventory tracking and allows staff to optimize inventory management. Finally, ease of implementation was considered. The solution must integrate well with existing systems and infrastructure. All-in-one solutions that did not require bespoke hardware configurations scored best in this category. Price and software features have been compared with objective results, whereas ease of use and implementation were considered as subjective results.

Criterion	Weight	QuickBooks POS	LightSpeed POS	Square	Oracle POS
Ease of Implementation	15%	10	9	10	6
Ease of Use	30%	8	8	10	7
Price	30%	4	8	6	10
Software Features	25%	10	10	5	10
Total:		**7.6**	**8.65**	**7.55**	**8.5**

Lightspeed POS is our suggested solution, offering a broad range of features, simple usability, easily implemented, and affordable – starting at $900 for all necessary hardware and a $69/month licensing fee.

Lightspeed POS Implementation

1. Create Lightspeed account
2. Install hardware bundle at desired location
   a. Place iPad stand on cash register
   b. Turn on iPad, barcode scanner, and receipt printer
      i. Scanner and printer will connect to Lightspeed App automatically
3. Install Lightspeed App onto iPad included in the hardware bundle
4. Configure Lightspeed App settings:
   a. Location settings
   b. Payment processing
   c. Tax information
5. Configure Inventory information
   a. Collect inventory count
   b. Enter inventory information:
      i. Into spreadsheet
         1. And import spreadsheet
      ii. Into Lightspeed App directly
6. Configure employee information
   a. Add roles and configure permissions
   b. Add employees and assign roles
   c. Set up employee PIN credentials
7. (Optional) Attend included online training webinar
8. (Optional) Set up options for bulk pricing, discounts, layaway, and more.