

VISION BeanStore® POINT-OF-SALE SOLUTION

VISION BeanStore has been designed as an intuitive, easy to use and fully featured solution to help you run your retail business efficiently and profitably.



ABOUT PCMS STORE SYSTEMS

PCMS is the world's leading independent retail software vendor, with extensive specialist knowledge of the unique needs of retailers and a proven track record of delivering best of breed software solutions. With offices in Coventry, Huntingdon and Cincinnati and a global network of approved partners, PCMS delivers solutions to retailers across the globe.

VISION TWENTY ONE PORTFOLIO

PCMS has developed a suite of retail software solutions to address the full spectrum of needs in retail, providing individual or total end to end solutions.

- VISION BeanStore (Point Of Sale)
 - EPOS
 - Store Management
 - Central Management
- VISION Estate Manager (Alerting & Reporting)
- VISION Dataflow Manager (Data Distribution)
- VISION TouchPoint (Kiosk)
- VISION WeighPoint (Weigh Scale)
- VISION Insight (Analytics)
- VISION Loss Prevention

Our ethos has always been to give you the tools without the need to learn the technology behind it and this is where our back office store management suite excels. Providing a simple point and click interface means it's very quick and easy to learn. In effect, if you can browse the internet, you can use VISION BeanStore.

All our screens are laid out in a natural process driven order and our unique 'pop-up' information boxes provide extra information when you need it without filling the screen with information when you don't.

It goes without saying that VISION BeanStore is both safe and secure; with definable roles and security access points you can provide and restrict functionality to reflect your business requirements.

EPOS

A good customer experience is incremental to ensuring repeat custom in your store and consequently the successful growth of your business. VISION BeanStore EPOS provides a quick intuitive interface that allows the cashier to quickly and efficiently serve your customers. What's more, it's highly configurable which means it retains your store's look, feel and identity.

Additionally, VISION BeanStore integrates with your head office master product file. So, if something gets sold at the point of sale that's not on your trading file, it will sell at your head office recommended retail price and activate the product. Of course, with the full auditing available, you remain in complete control and have the ability to easily change the selling price for any future sales.



POS FUNCTIONALITY INCLUDES:

- Integrated E Top-up
- Integrated Chip and PIN
- Scale Integration
- Sale by product selection and visual identification
- Fully featured promotions engine
- Customer Accounts
- Payment by a variety of configurable tenders including fast card and fast cash
- Void next, last, selected, transaction
- Quantity Sales
- Age Restrictions
- Quantity Restrictions
- Open, confirmed pricing
- Staff Discounts
- Pay In and Pay Out
- Full security and transaction tracking
- Receipt Search
- Line Refund
- Refund against a receipt
- Touch Screen (including pop up keyboard)



PCMS's vast retail experience coupled with the strong architecture of the VISION BeanStore application enabled Bass Pro Shops to leverage and improve our existing processes. We enhanced both the customer and employee experience in the store through improvements to reports, training, and register performance & personalities.

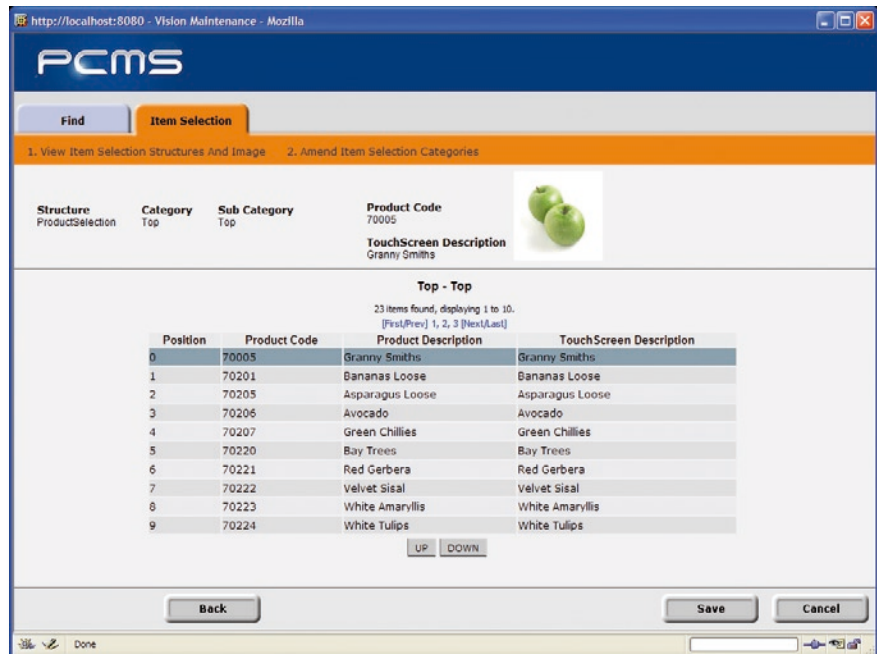


Steve Brock
Director of retail and direct market systems



Complete Product and Price File Control

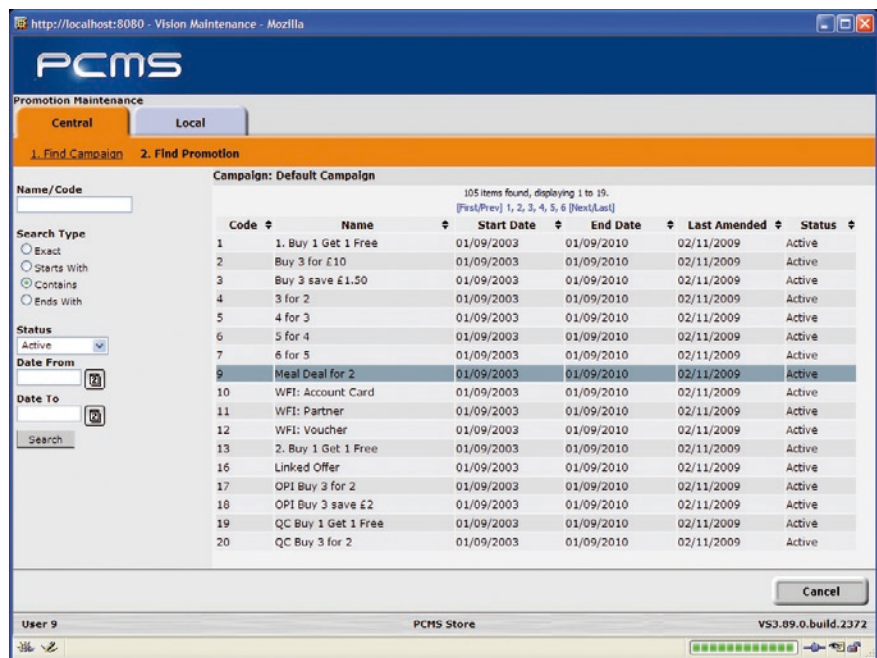
VISION BeanStore gives you full visibility of your trading file and the background master PLOF file supplied by your head office or supplier. With a click of the mouse button it's easy to then add items to your sales file – accurately and efficiently.



Regular product and price file downloads are stored on your system in easy to use sections such as cost price changes, description changes and new products allowing you to simply check and accept the changes with a couple of clicks of the mouse button. What's more, you don't even need to download them in advance; this is all done for you automatically in the background saving you valuable time.

Promotions

VISION BeanStore contains one of the most advanced promotions engines on any POS system available today.



Download promotional campaigns from your head office or supplier and choose from the available date driven campaigns which promotions you wish to activate.

Besides head office based promotions you can also set up and configure a wide range of local promotions such as:

- Buy One Get One Free
- Multi-buy
- Multi-packs
- Meal Deals

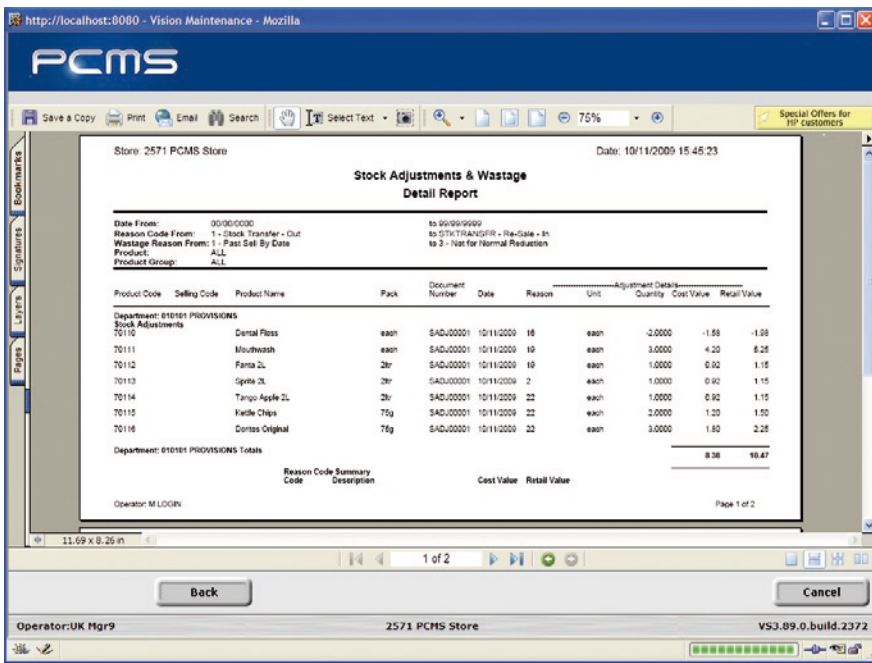
VISION BeanStore reports and separates each promotional period as a campaign, allowing you to easily identify the different items coming on and going off promotion from your head office or supplier.

You can also set promotions up for a product category or department - for example 10% off all red wines - and because of the intelligence we've built into VISION BeanStore, new products added to a promoted category can automatically become part of the existing promotion. With VISION BeanStore you can even time your promotions for 'happy hour' type store events.

Maximize Sales and Increase Profit Margins

VISION BeanStore provides you with a wealth of reporting information to help you analyze and make informed decisions regarding your product range.

Best and worst seller reports help you identify what's making and losing you money and the ability to examine sales at product or department level helps you to keep your store trading profitably. Using our trend analysis you can easily identify peaks and dips in sales performance.



The screenshot shows a web browser window displaying a PCMS report titled "Stock Adjustments & Wastage Detail Report". The report is for Store 2571 PCMS Store, dated 10/11/2009 15:45:23. It lists various stock adjustments with columns for Product Code, Selling Code, Product Name, Pack, Document Number, Date, Reason, Unit, Quantity, Cost Value, and Retail Value. The report includes a summary for the Department: 610161 PROVISIONS, showing a total cost value of 8.36 and a retail value of 10.47. The operator is M LOGIN.

| Product Code | Selling Code | Product Name | Pack | Document Number | Date | Reason | Unit | Quantity | Cost Value | Retail Value |
|--------------------------------------|--------------|------------------|------|-----------------|------------|--------|------|----------|------------|--------------|
| Department: 610161 PROVISIONS | | | | | | | | | | |
| Stock Adjustments | | | | | | | | | | |
| 70110 | | Dental Floss | each | SADJ00001 | 10/11/2009 | 18 | each | -2.0000 | -1.58 | -1.58 |
| 70111 | | Mouthwash | each | SADJ00001 | 10/11/2009 | 10 | each | 3.0000 | 4.20 | 6.28 |
| 70112 | | Fanta 2L | 2br | SADJ00001 | 10/11/2009 | 10 | each | 1.0000 | 0.02 | 1.15 |
| 70113 | | Sprite 2L | 2br | SADJ00001 | 10/11/2009 | 2 | each | 1.0000 | 0.02 | 1.15 |
| 70114 | | Tango Apple 2L | 2br | SADJ00001 | 10/11/2009 | 22 | each | 1.0000 | 0.02 | 1.15 |
| 70115 | | Kettle Chips | 75g | SADJ00001 | 10/11/2009 | 22 | each | 2.0000 | 1.20 | 1.50 |
| 70116 | | Cornets Original | 75g | SADJ00001 | 10/11/2009 | 22 | each | 3.0000 | 1.80 | 2.25 |
| Department: 610161 PROVISIONS Totals | | | | | | | | | 8.36 | 10.47 |

By using our unique Margin Manager you can identify and change prices based on what you expect your products to sell for, helping you to optimize your pricing for maximum margin potential. All of this is performed with ease and designed to keep your time at the PC screen down to a minimum.



PCMS's experience, understanding of the retail environment and commitment to Marks & Spencer was a critical element in its selection...The working relationship between the two organisations is one that has developed into a strong partnership.



Darrell Stein
IT Director

MARKS &
SPENCER

HAND HELD TERMINALS

Why not spend more time on the shop floor and less time in front of your PC?

Make your price amendments from the live hand held terminal and print your labels from the wireless portable printer while you are beside your products. Our hand held terminal doesn't need to batch data to and from your back office. It's live, available and always up to date.

With the ability to produce orders or amend previously generated suggested orders and the ability to check inventory using one or several HHTs, it's the biggest time saving asset in your store.

You can even start, complete and send a full order without ever leaving the shop floor!



CASH OFFICE

VISION BeanStore has the most comprehensive cash management functionality available on any POS solution today.

Set your financial accountability by register or operator and fully report on any discrepancies in your register at the end of the operator or register session.

Perform spot checks and pickups either at the register or back office.

Full multi currency safe reconciliation and banking allow you to monitor and correctly control the cash flow in and out of your business. Ensuring at all times you know what's in your registers, your safe and on the way to the bank.

No longer do you need to perform financial reporting or x and z reads at the register point. This can all be performed at the back office giving you added security in a safe and secure environment.

With a vast multitude of audits and reporting available you can quickly, easily and securely identify discrepancies and abnormalities in your store.

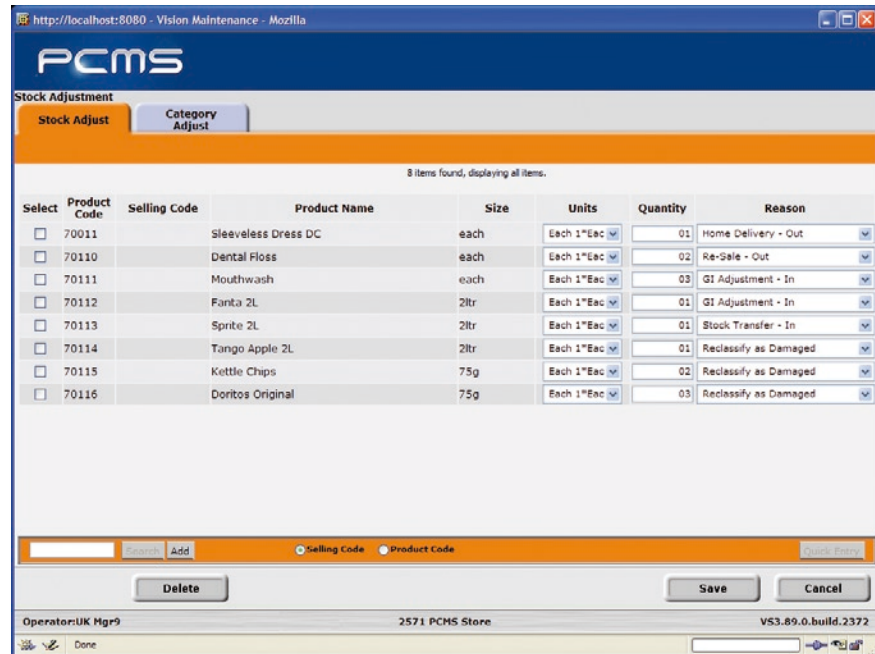
With accurate tax reporting at product level you can be assured you never need to pay more than required; in some instances you may even be able to reduce the amount of tax you pay.

With VISION BeanStore you can also find out where the peaks in your trading hours occur so you can adjust your staff resources up or down as required.

Inventory and Ordering

Besides helping you maintain a healthy margin, VISION BeanStore is designed to help you manage your inventory efficiently and accurately.

By using inventory profiles and ordering groups VISION BeanStore can easily generate suggested orders for you. It also allows you to use different ordering algorithms for different parts of the store giving you complete flexibility. What's more, this can be fully automated through an ordering diary, meaning when you are away from your business VISION BeanStore will automatically and accurately continue to order for you.



By fully integrating to your head office or supplier you can also take electronic delivery notes, so the updating of inventory deliveries is as easy as a couple of mouse clicks. Again, with full audit reporting you always know what has happened to every single product in your store from the moment it arrives to when it gets sold.

Of course suggested ordering is only as accurate as your inventory and in the past performing a full inventory count was a time intensive process, but with VISION BeanStore you can use physical inventory templates which mean you can easily count specific areas of the store on a scheduled basis. In addition, the templates are dynamic which means adding new products to your store automatically includes them in the templates. VISION BeanStore also lets you count by single or multiple hand held terminals. Full inventory reporting and auditing of any inventory movement is available in the comprehensive suite of reports.

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