



**UNIPOS**

**Point of Sale  
Software & Hardware Solutions**

42 LOUW WEPENER STREET, BLOEMFONTEIN | SOUTH AFRICA

# Who Are We?

## OUR BEGINNING AND HISTORY

Established 7 September 1984 as CC Computers, by the CEO Chris Rossouw. The development of Point-of-Sale software became our main focus from 1998 and it was decided to transform to Unipos. Today we focus on POS software solutions in numerous industries and CRM solutions for the modern business. We are also importers of POS hardware to ensure the most competitive pricing for our customers.



## Stock Features

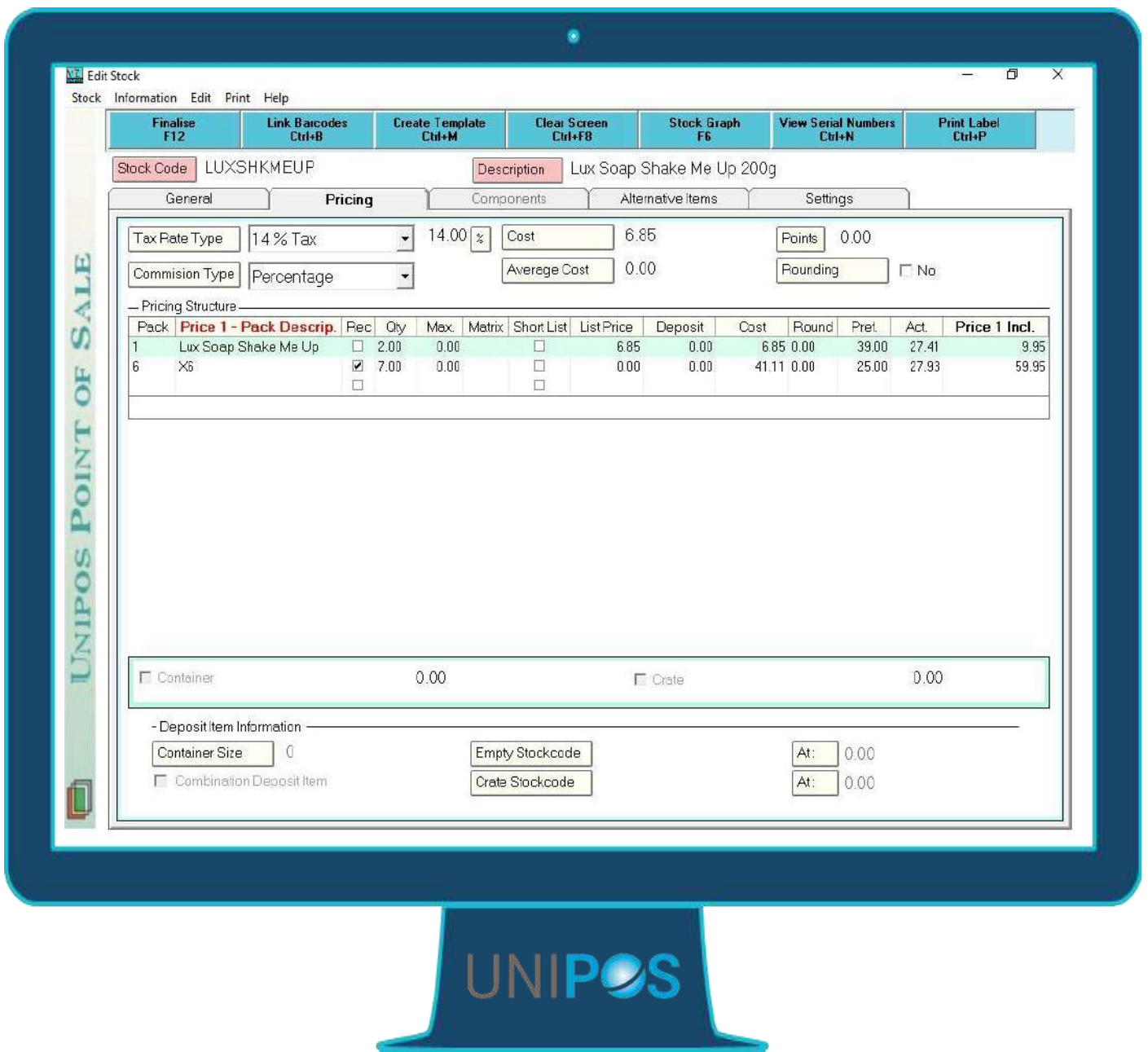
“The most dangerous kind of waste is the waste we do not recognize.”

-SHIGEO SHINGO



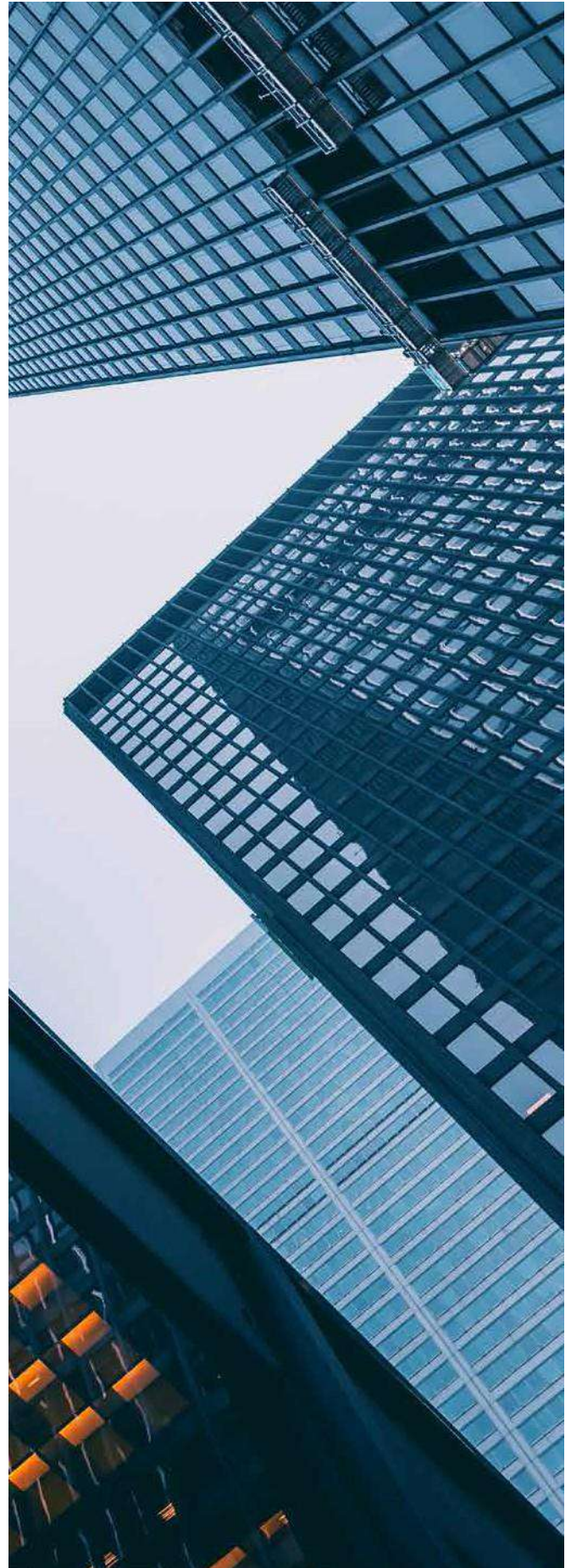
- Stock received based on orders placed
- Preferred GP % for automatic selling price calculation
- Actual GP %
- Value received booked to Creditor account
- Correct pricing on shelf
- Automatic label printing after pricing
- Direct communication between the scale and UNIPOS if any price change occurs

# Price Structure



# Stock Pricing & Gross Margin

- Does your price correspond to your competitors?
- Are you applying the optimal profit margins within the price restrictions of the product?



# Stock Pricing & Gross Margin

## YOU HAVE THE OPPORTUNITY TO MAXIMIZE PROFITS

- Increase your competitiveness – by identifying areas for price markups and markdowns based on competitors
- Determine profit margins for product categories or types – to manipulate prices to continuously identify & implement better margins





# Stock Pricing & Gross Margin

- Access to full reporting of specific product groups with the touch of a button.
- All group products displayed on the same screen for uniform price setting.
- No more wrong prices when customers reach the pay point.
- Effortless upkeep of stock group pricing.
- Reduce costs of price labels in the long term.

UNIPOS

# Stock Pricing & Gross Margin

## EXAMPLES OF STOCK GROUPS

LUX Soap (& other)

Deodorant Products

Moisturizer

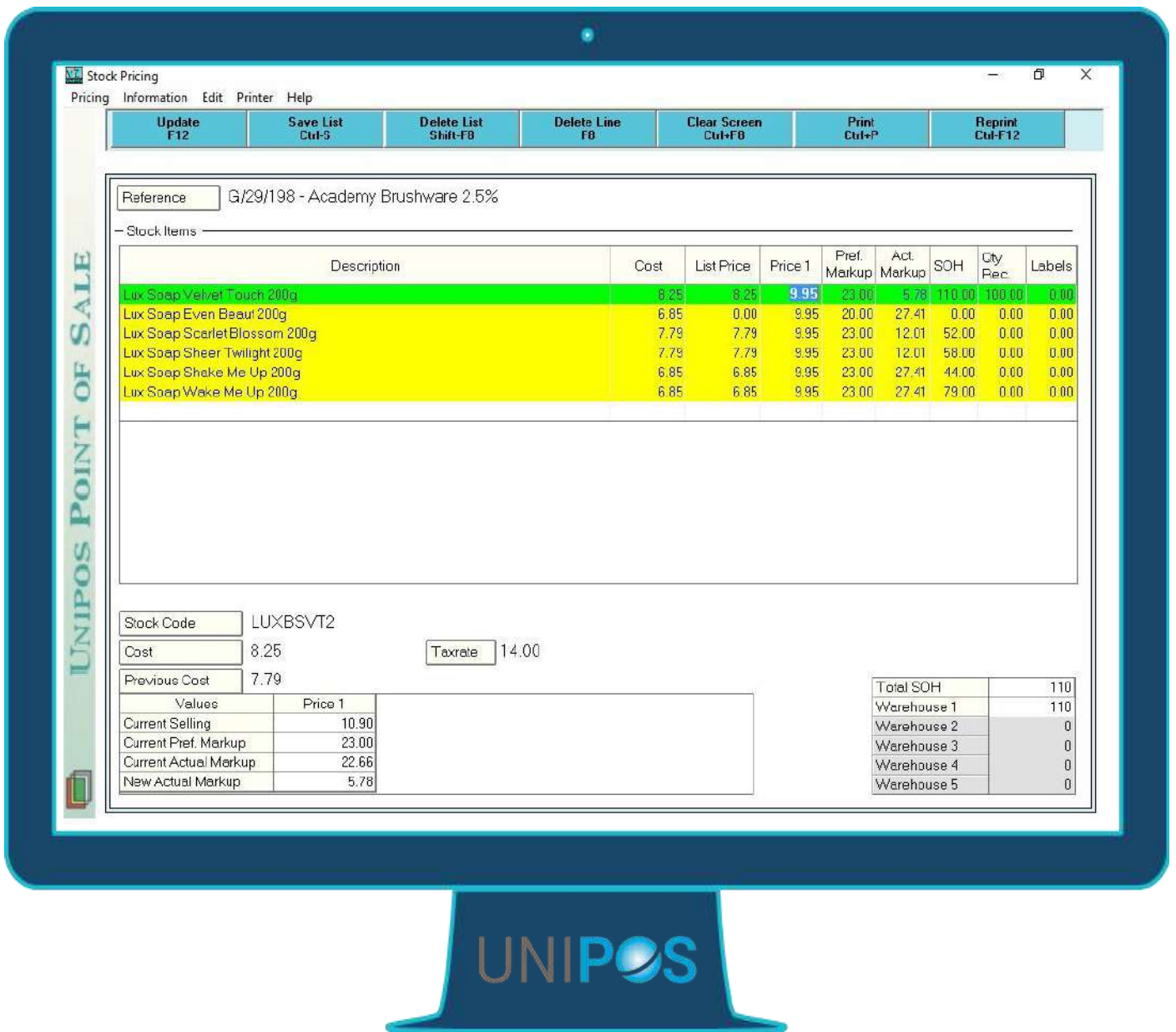
Shampoo

Soup





# Stock Pricing



# Rate of Sale

“If everyone is moving forward together, then success takes care of itself” – *Abraham Lincoln*



Capital should be utilized for product lines that move fast.

## Rate of sale helps to:

- Identify slow moving stock quicker and more accurately.
- Minimize future frozen capital in slow moving product lines.
- Identify solutions for making capital available to boost high performing products.
- Implement high quality stock control housekeeping.

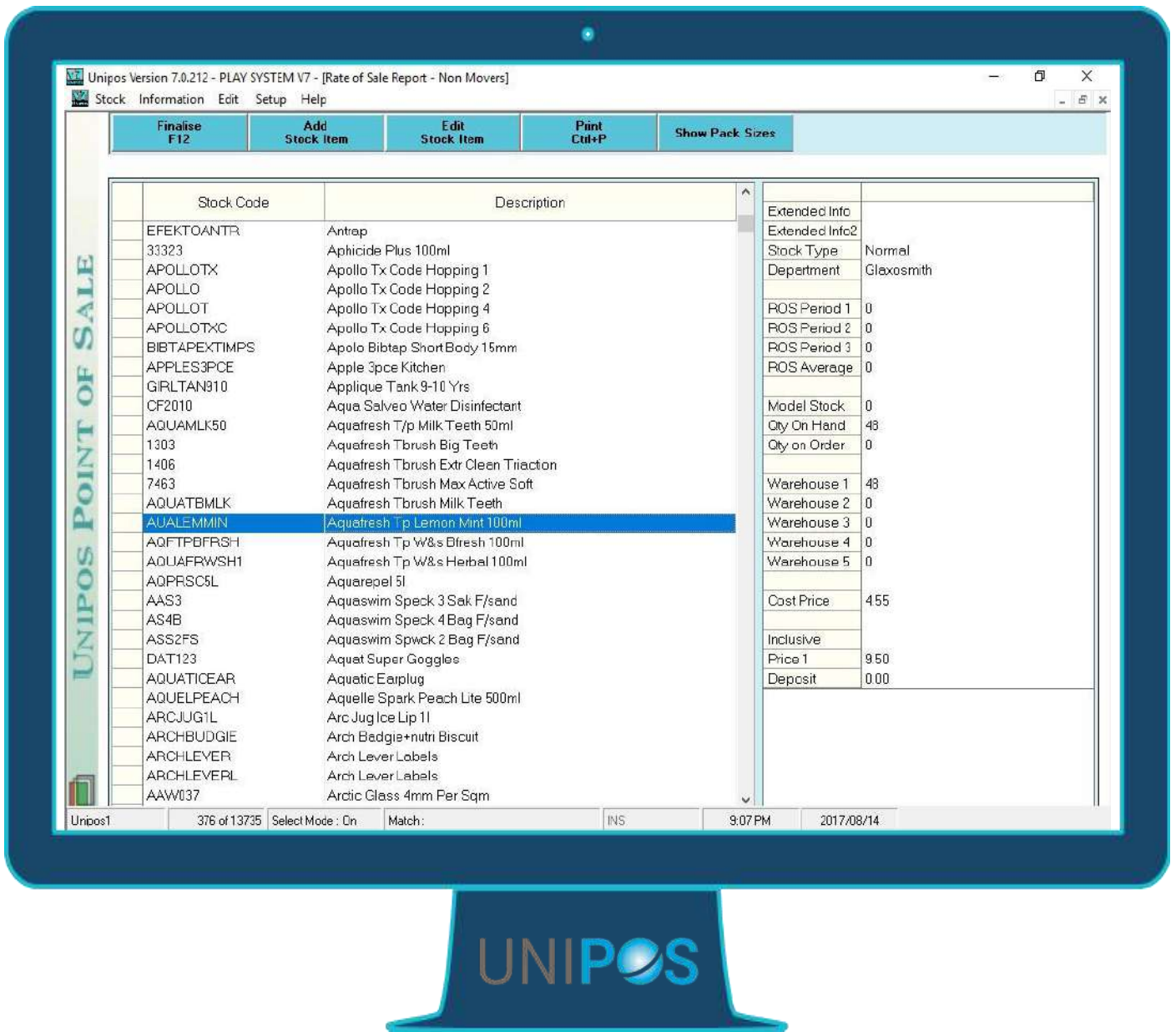


# DO YOU KNOW?

Which products are non-movers?

# Non-movers

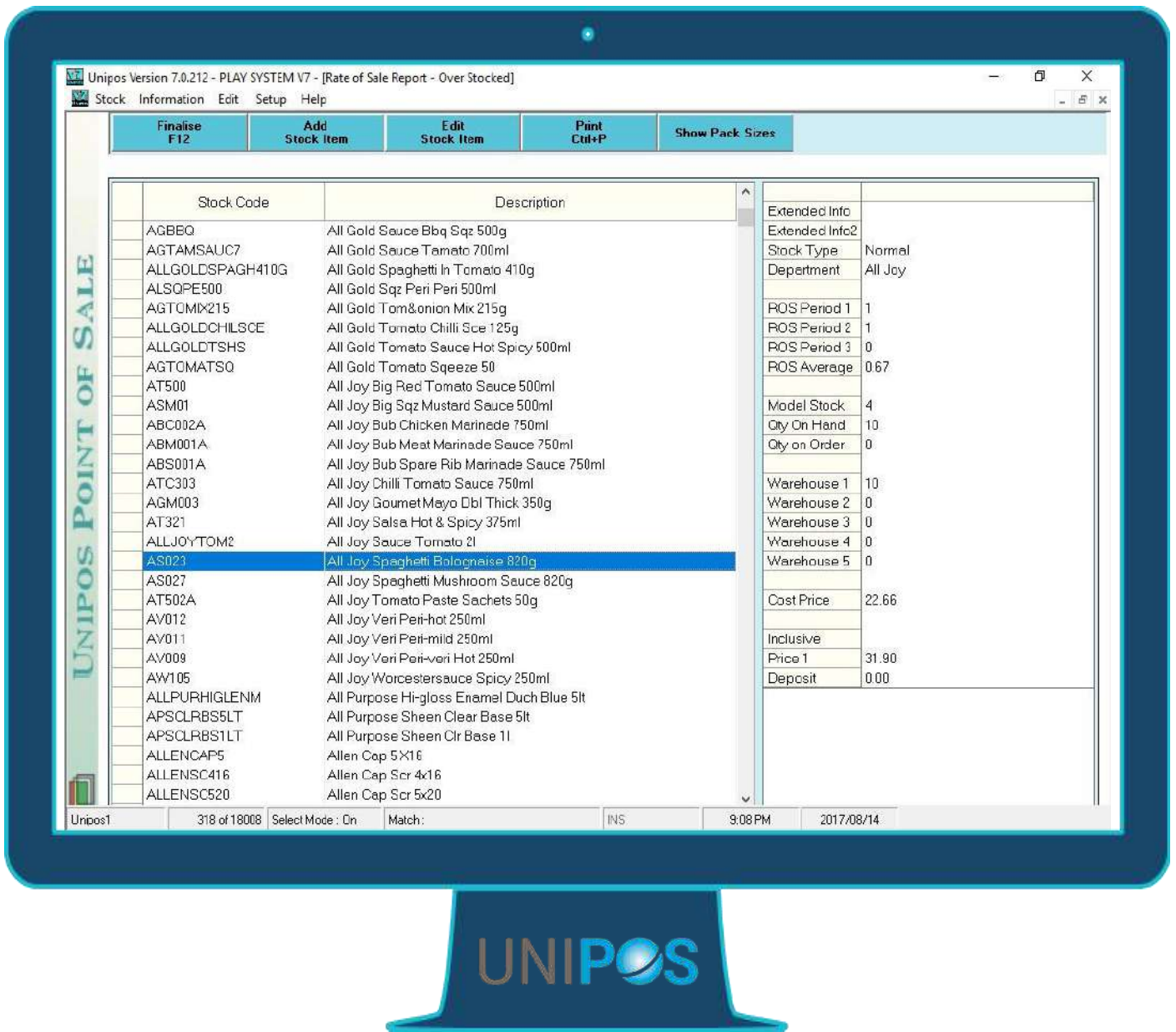
[www.unipos.co.za](http://www.unipos.co.za)



# DO YOU KNOW?

Which products are are over-stocked?

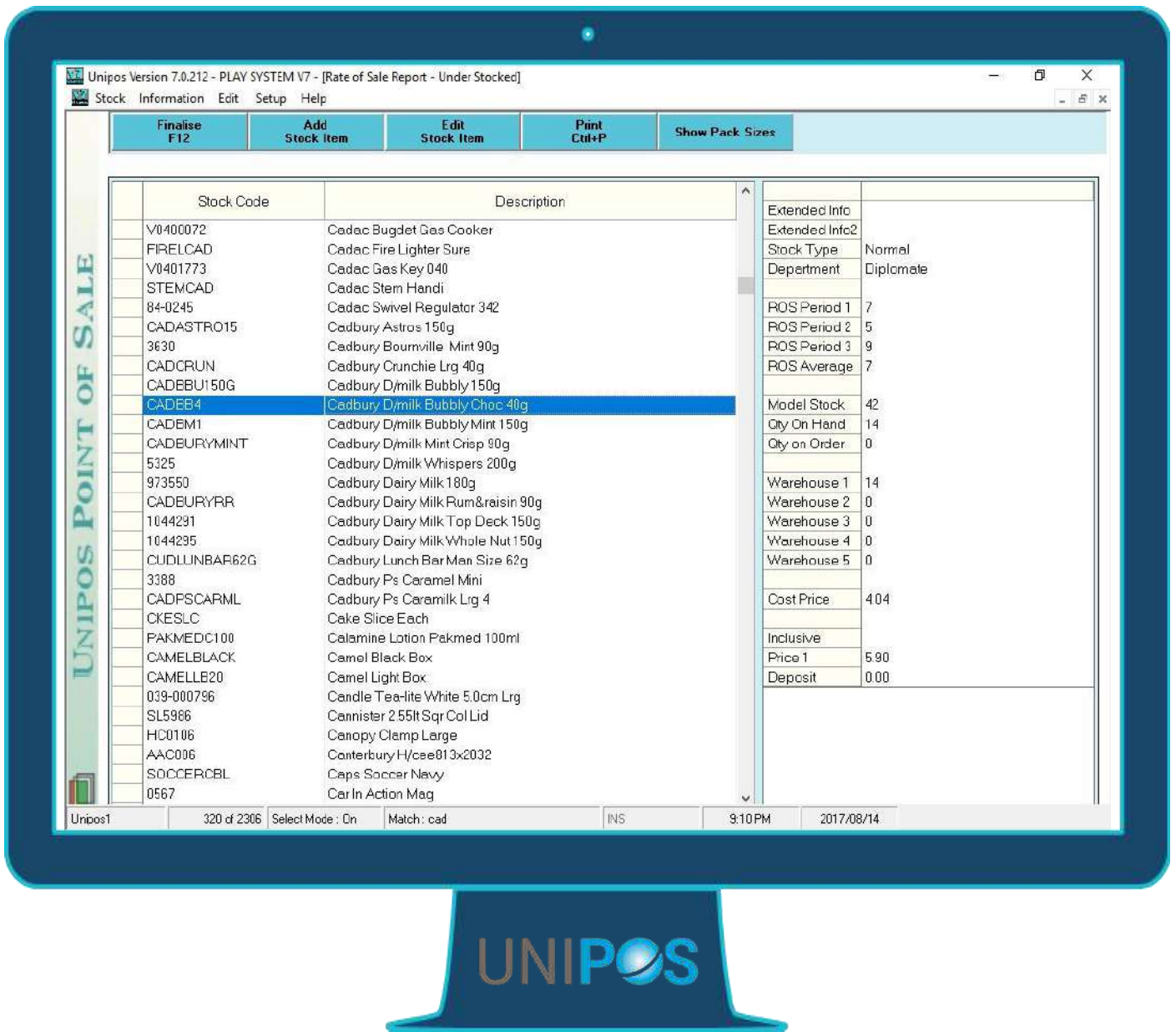
# Over Stocked



# DO YOU KNOW?

**Which products are are under-stocked?**

# Under Stocked



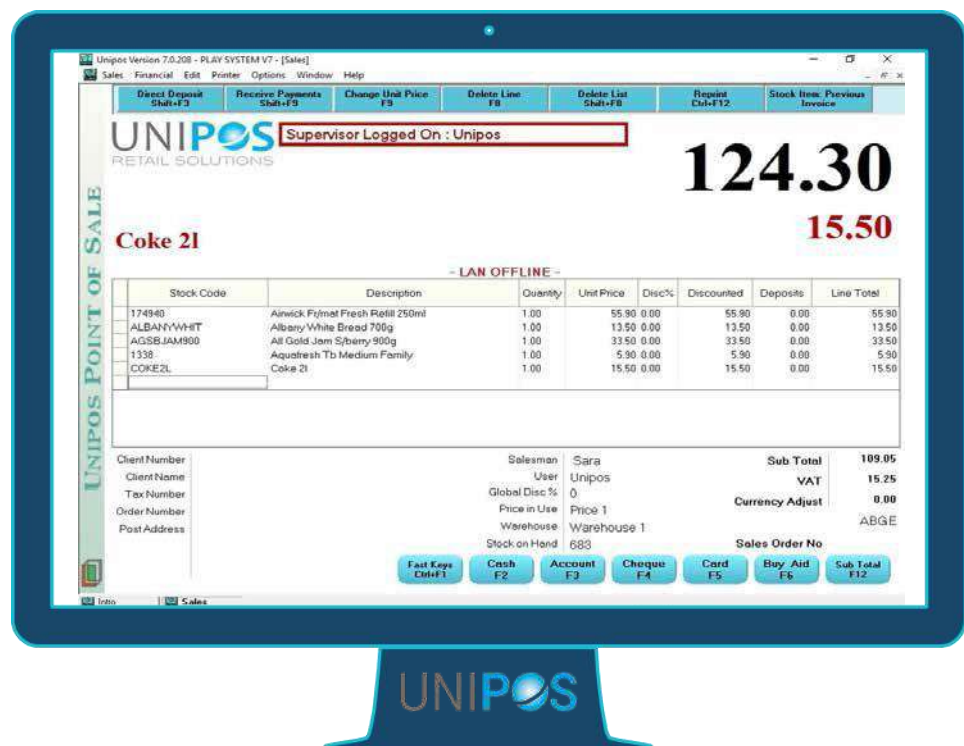


# Sales & Cash Up

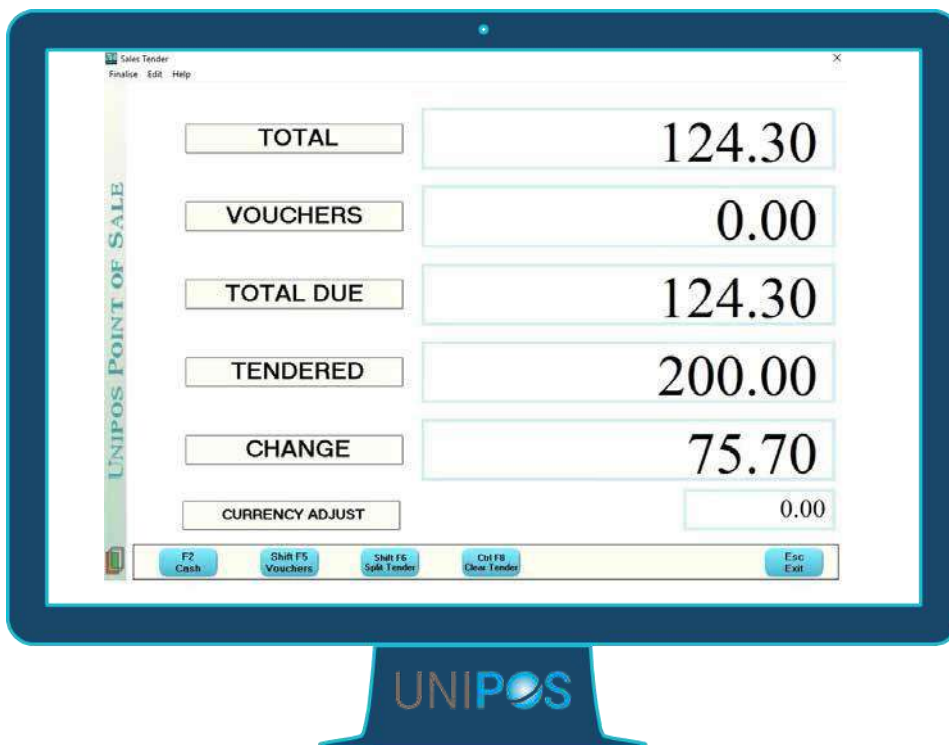
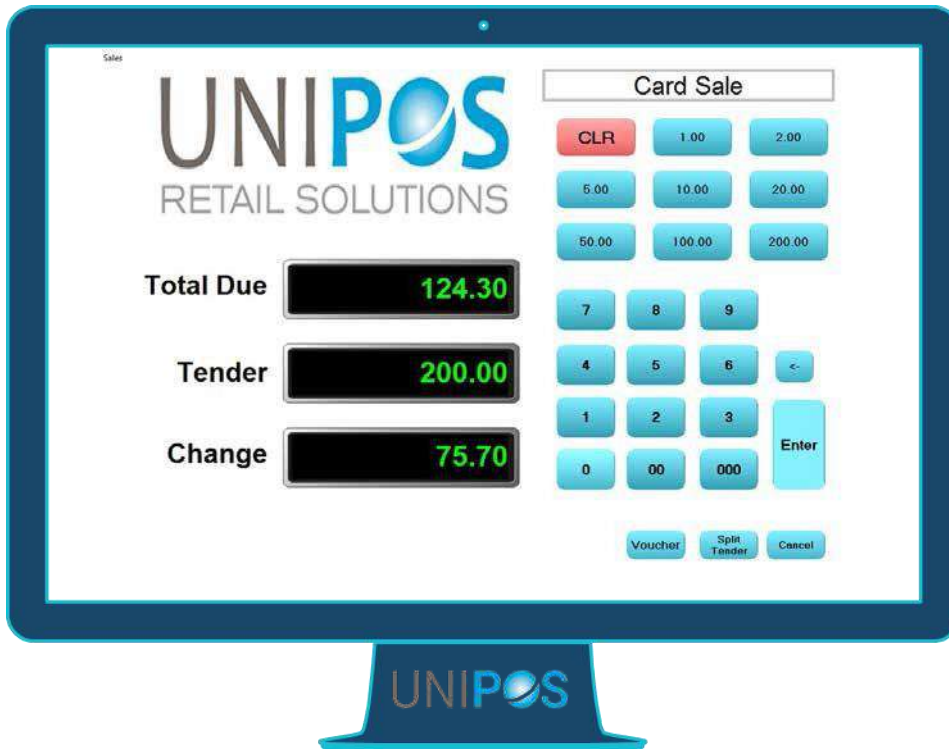
## WHY UNIPOS POINT OF SALE?

### Sales:

- Touch screen and normal POS
- Fast, responsive and user friendly sales screen
- Customer specific discount %
- Supervisor override to change price
- Easy stock on hand view
- Full password protection with supervisor override
- Split Tender (Cash, Card, Cheque, Vouchers)



# Quick tender keys enable fast and efficient customer service



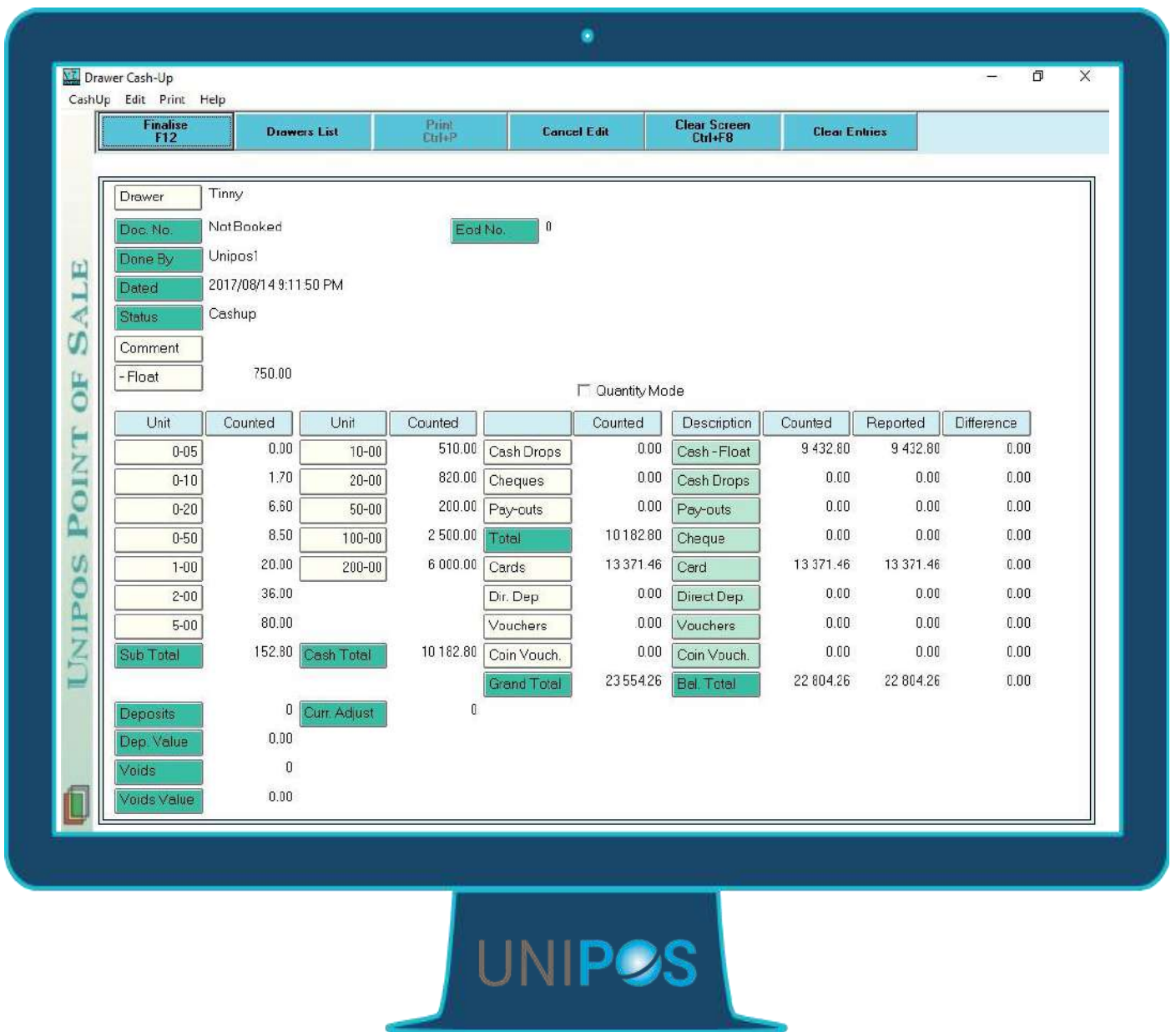
# CASH UP FEATURES

- 2 Step cash up :
- 1. Operator / Cashier  
2. Manager  
Complete breakdown of tender types: Cash / Card / Cheque
- Workstation based / User based cash up's Complete history of all cash up's



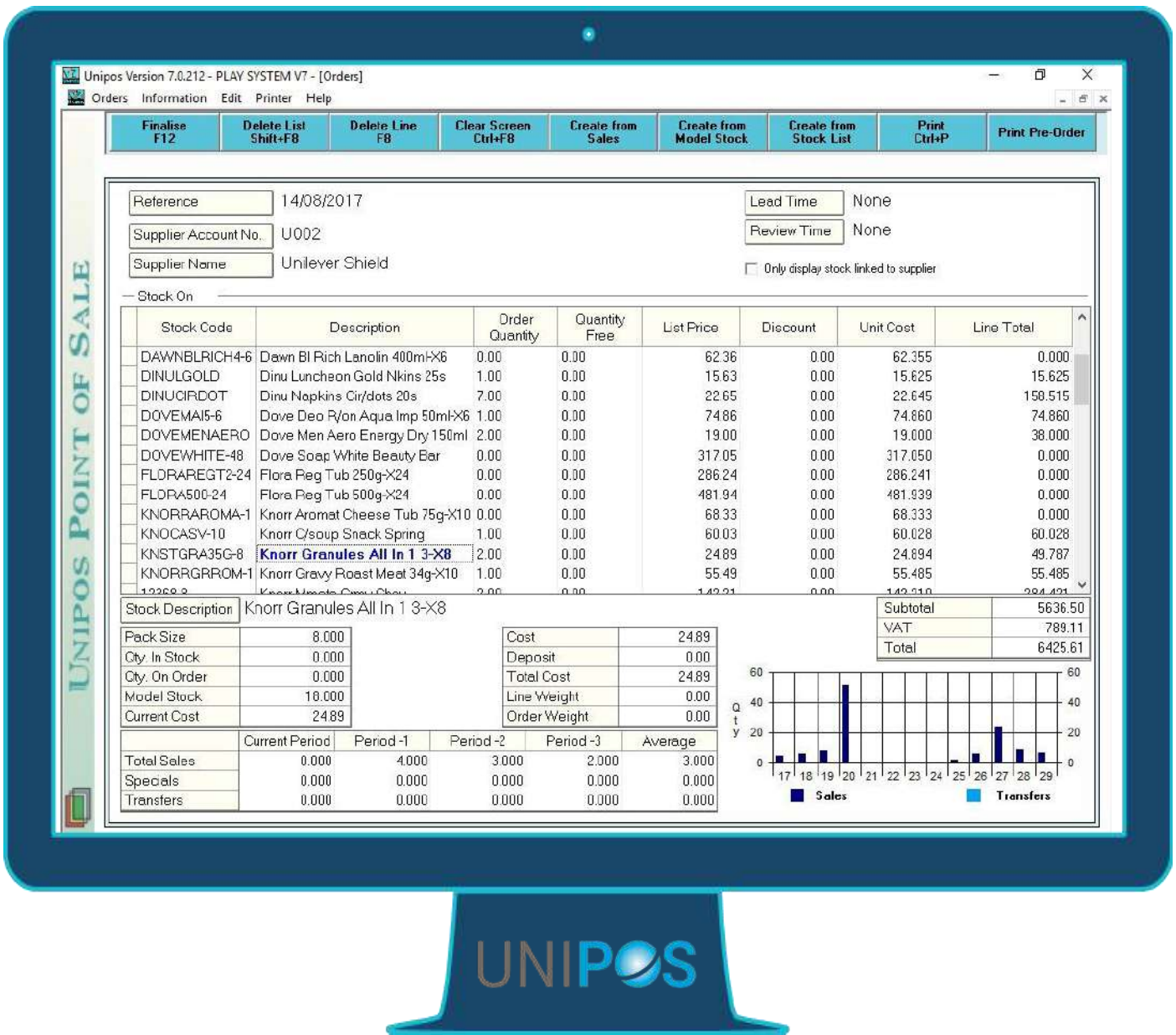
# Cash-Up

[www.unipos.co.za](http://www.unipos.co.za)



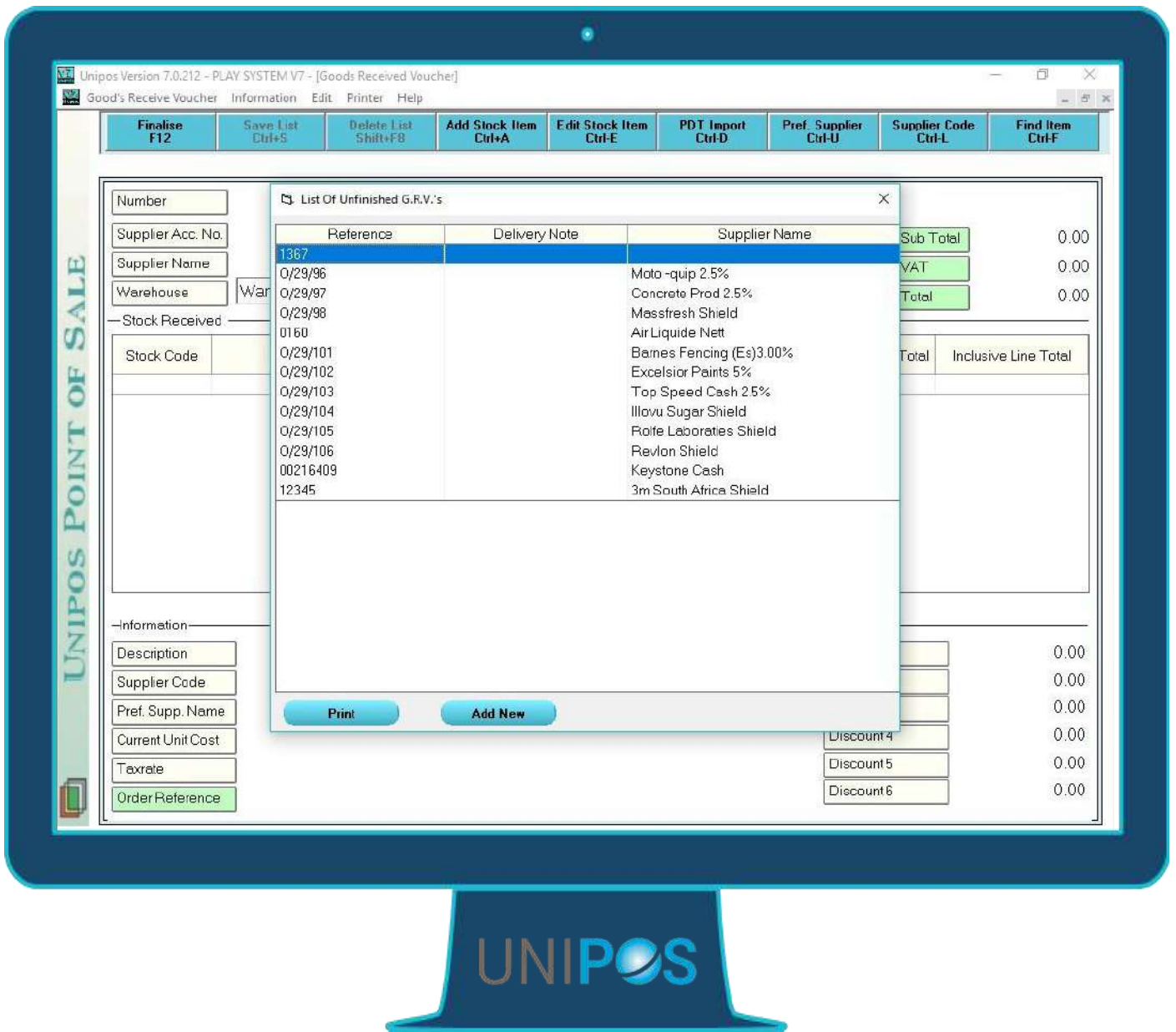
# CASH UP FEATURES

- Auto orders based on Rate-of-Sale
- Efficient stock control = increased cash flow
- Cost change protection Graphic
- stock history per Item Over a 13 period cycle
- period cycle
- Sales history over last 3 periods

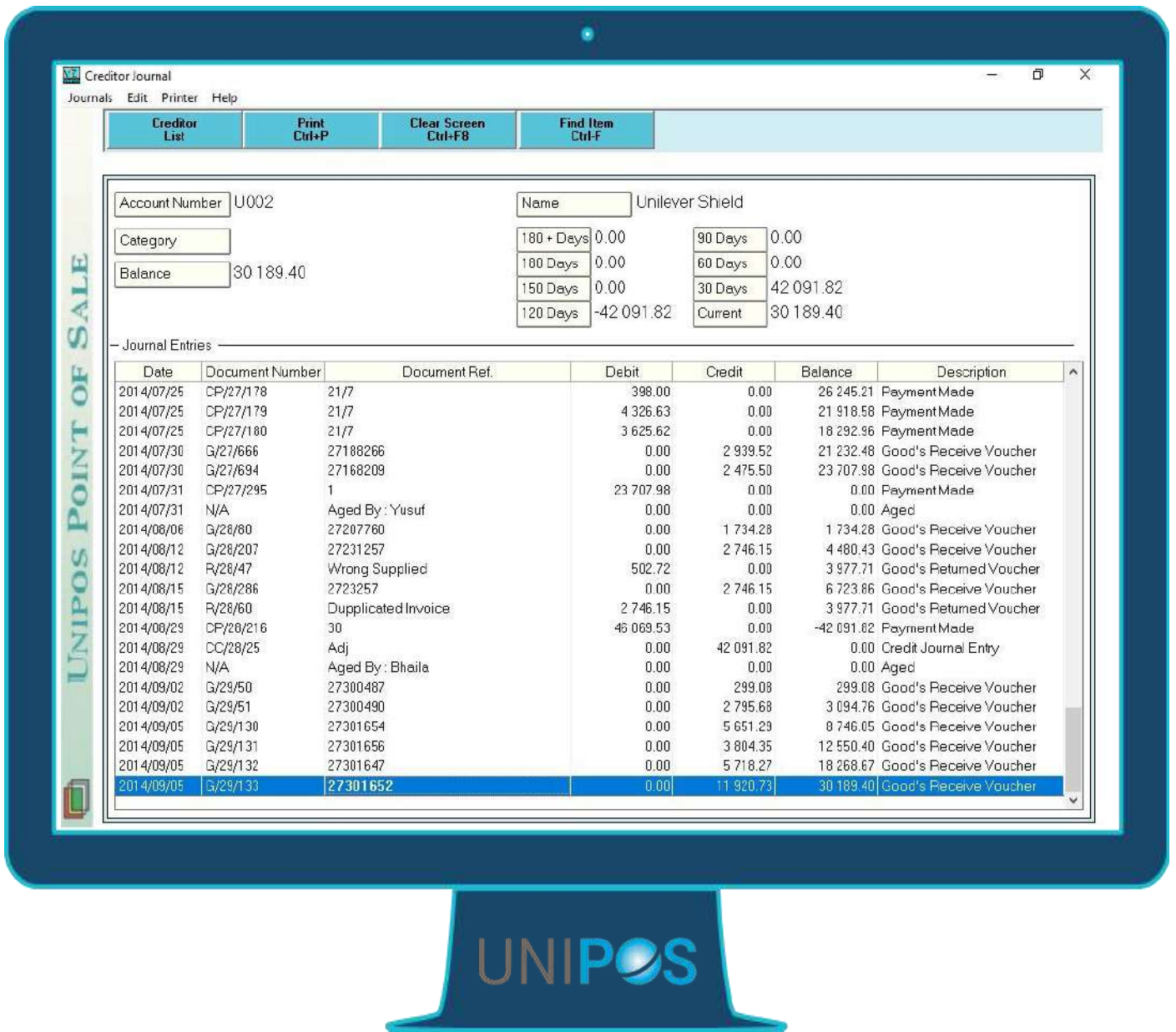


# Outstanding Orders

[www.unipos.co.za](http://www.unipos.co.za)



# Creditor Journal



# Specials

## Running Specials

*“With consumer feeling the pinch, it’s more important than ever that retailers react to this by offering tailored promotions and special offers to draw customers through the door.”*





# Running Specials

Merry Christmas & happy holidays from your friends at the  
**7th Street Deli & Sweet Shoppe!**

**Buy one, get one free.**

Offer valid with any regular purchased classic fountain treat on Saturday, December 1st or Sunday, December 2nd 2007



Limit one per customer per coupon per visit, only original coupons are valid.

The 7th Street Deli & Sweet Shoppe  
 317 7th Street  
 Hoquiam, WA 98550  
 (360) 533-7112

Buy-one-get-one-free



**SAVE R40**

**FRUIT COMBO ALL 7 FOR R99**

WHITE, RED, BLACK & RED GLOBE GRAPES 500G PUNNETS, DESSERT PEACH PUNNET, YELLOW CLING PUNNET & RED OR YELLOW PLUM PUNNET

Combination Specials



24 x Coca-Cola 330ml @ **R172.95**  
 R7.20 /unit

12 x Coca-Cola 330ml @ **R91.80**  
 R7.75 /unit

6 x Coca-Cola 330 ml @ **R47.95**  
 R8 /unit

Quantity Specials



**R8.99** ea 90g Dairy Milk Cadbury Slabs

**R1.50** ea 50g Striker

**R34.99** 2kg Saverite Frozen Mixed Chicken Portions

**SAVERITE SUPERMARKET**  
 Where everyone is welcome

**044 874 0226**  
 While stocks last E&OE

Fixed Price Specials

# Running Specials



Percentage Discount



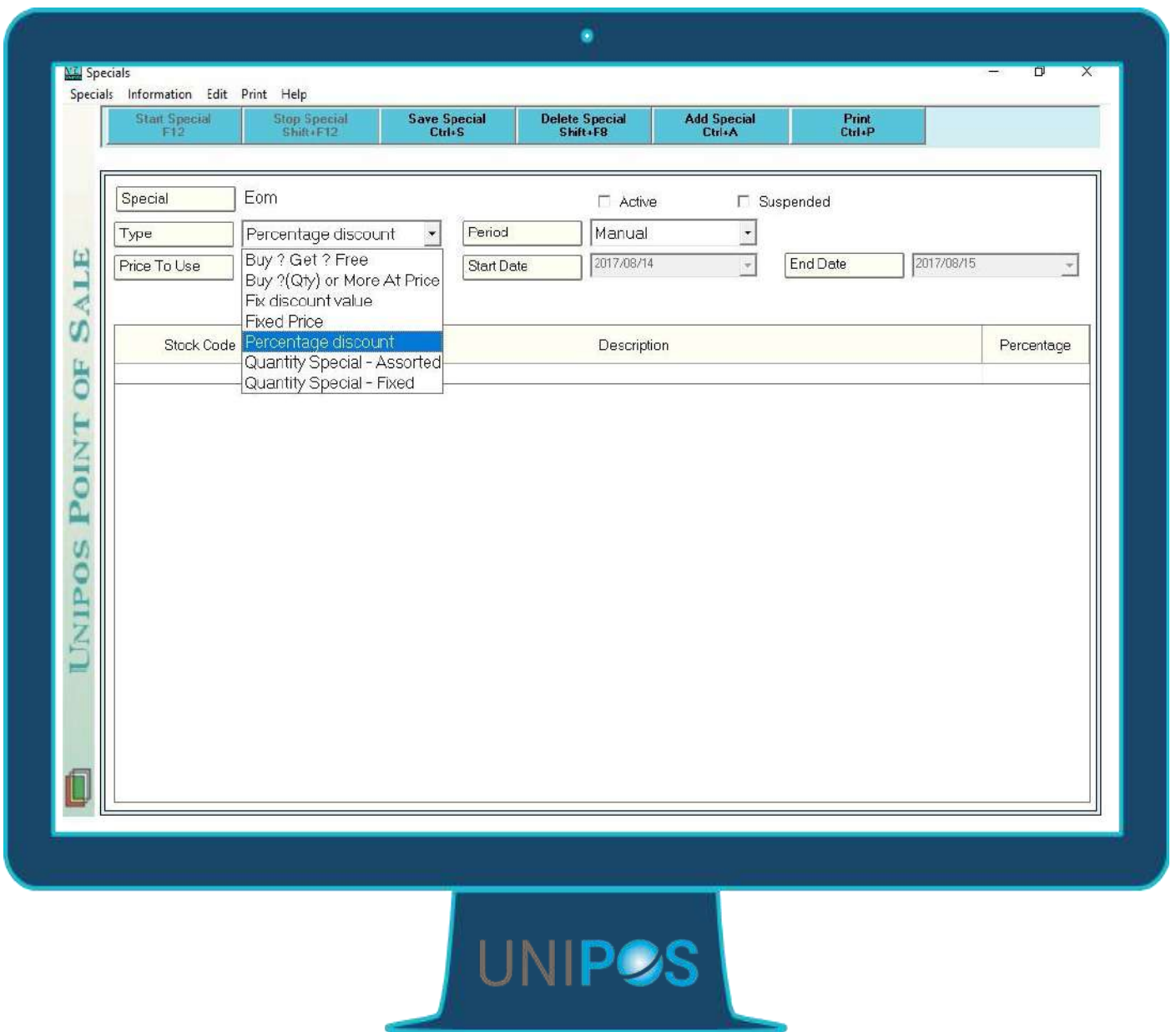
Day-to-Day Specials



Quantity Assorted Specials



# Specials Screen



# Running Specials



## Two Things that Damage Your Brand:

- Running a special without adequate stock levels
- Limiting purchase item quantity

## UNIPOS Reporting:

- Stock on hand
- Quantity of stock sold during special period



# Third Party Integration

Direct integration between UNIPOS & external service providers:

1. Blue Label Airtime
2. Utilities like electricity (depending on service provider)
3. Pricer (electronic shelf labels)

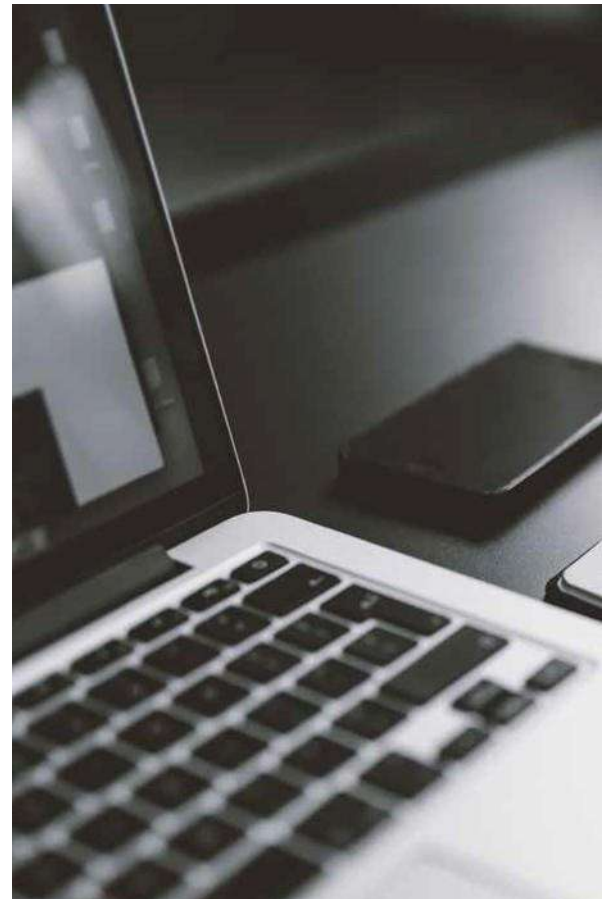
Future integration:

1. Glocell
2. Credit card

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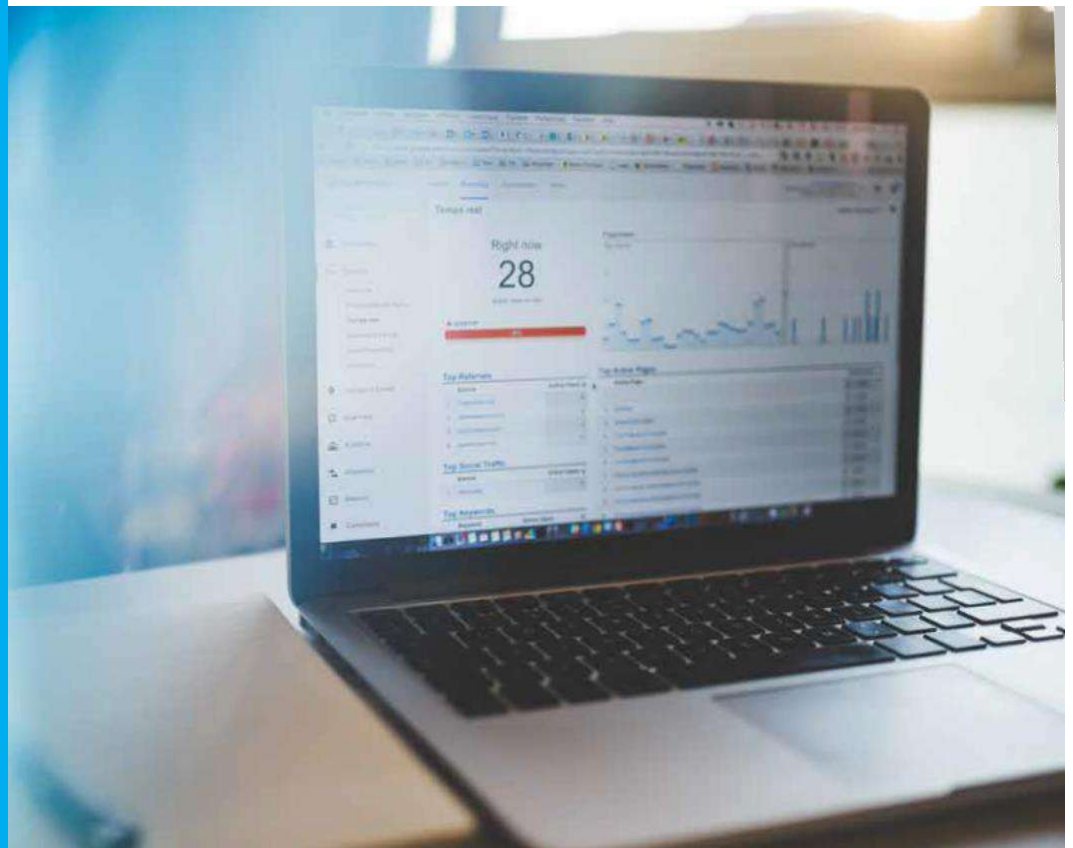
Potential Benefits:

1. More variety & ease of use for customers
2. Improved security, easier cash-up

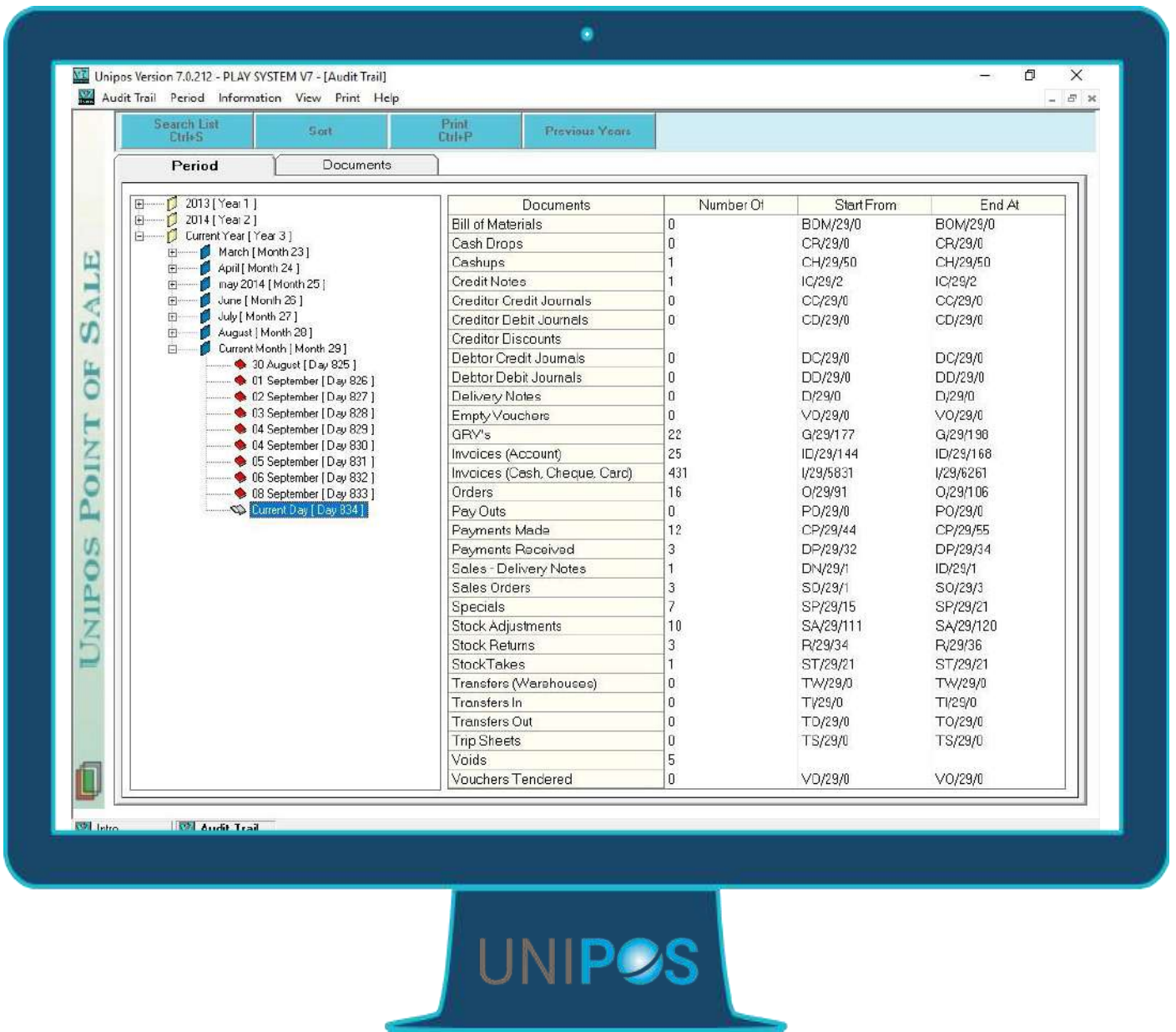


# Reporting

- Complete Audit Trail on system
- Management Reports ( End of period summary )
- Item Performance / Department
- Performance

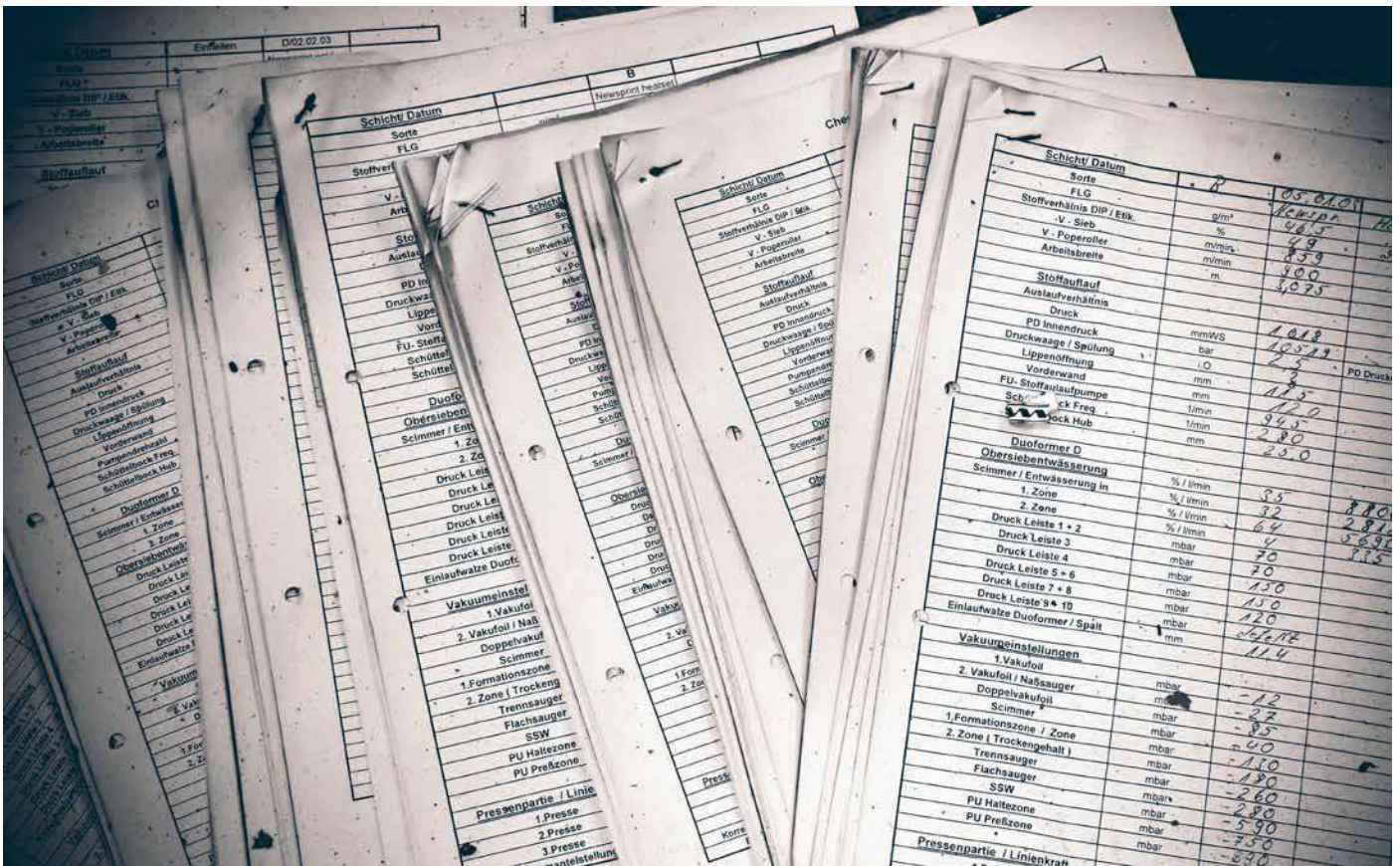


# Audit Trail



# REPORTING

- Stock Maintenance Audit
- Outstanding Orders
- Stock Price List
- User defined search function on each report
- Sort functions on all reports





# UNIPOS

## REPORTING: ITEM PERFORMANCE-TOP 20 SELLERS

UNIPOS POINT OF SALE

Item Performance

Print  
Ctrl-P

Stock Code	Description	Qty Sold	Specials	Qty Rec	Value Sold	Value Rec	GP Value
VOYAGER20	Voyager Gold	4840.00	0.00	0.00	3 362.25	0.00	80.25
BAGSML	Mult Save Mics	2402.00	0.00	0.00	1 153.93	0.00	0.00
AAF120	Maxi Bricks	1500.00	0.00	1200.00	3 565.79	2 196.00	920.79
AAF056	Gas Per Kg	1382.79	0.00	1680.00	25 105.92	23 841.60	4 909.54
AAF049	Bb Cement Sabs 32.5mpa 50kg	1271.00	0.00	1134.00	73 483.08	63 912.24	1 949.52
AAA097	Conduit 20mmx4m Sabs	1192.00	0.00	0.00	9 958.34	0.00	803.78
WBREAD	White Bread 500g	802.00	0.00	0.00	5 144.05	0.00	0.00
AAF125	Crusher Mix Per Spade	800.00	0.00	0.00	1 543.07	0.00	696.22
200014	Beefsteak P/kg	554.35	0.00	0.00	23 584.39	0.00	0.00
AAF121	City Stock Mampora	530.00	0.00	1000.00	730.70	11 300.00	131.80
BBREAD	Brown Bread 500g	413.00	0.00	0.00	2 870.36	0.00	0.00
ADCOOL100	Adco Dol Tabs	410.00	0.00	0.00	413.27	0.00	105.77
MAT	Match Loose	309.00	0.00	0.00	125.22	0.00	38.48
AAS355	P/pipe 25mm Cls 10	265.00	0.00	100.00	1 375.43	375.00	381.68
COKE500ML	Coke 500ml	265.00	0.00	288.00	2 091.29	1 790.05	438.67
COKE330ML	Coke 330ml	265.00	0.00	-1.00	1 461.58	-4.92	301.33
PRINCETONK	Pall Mall King 20	256.00	0.00	300.00	4 707.74	5 123.40	414.97
COKE2L	Coke 2l	254.00	0.00	-1.00	3 454.13	-12.75	216.06
DRAGON440ML	Dragon Energy Drink 440ml	237.00	0.00	0.00	1 423.73	0.00	340.95
AAS348	P/pipe 25mm Cls 3	235.00	0.00	0.00	1 111.40	0.00	406.40



## REPORTING: DEPARTMENT PERFORMANCE

UNIPOS POINT OF SALE

UniPos Version 7.0.208 - PLAY SYSTEM V7 - [Management Reports]

Management Reports Period Information View Print Help

Search List  
Ctrl-S

Print  
Ctrl-P

Tab Summary

List EDP Summary Debtors Creditors Salesman Departments Items EDM No: 29

Report Type: All Departments  
Main Departments Only

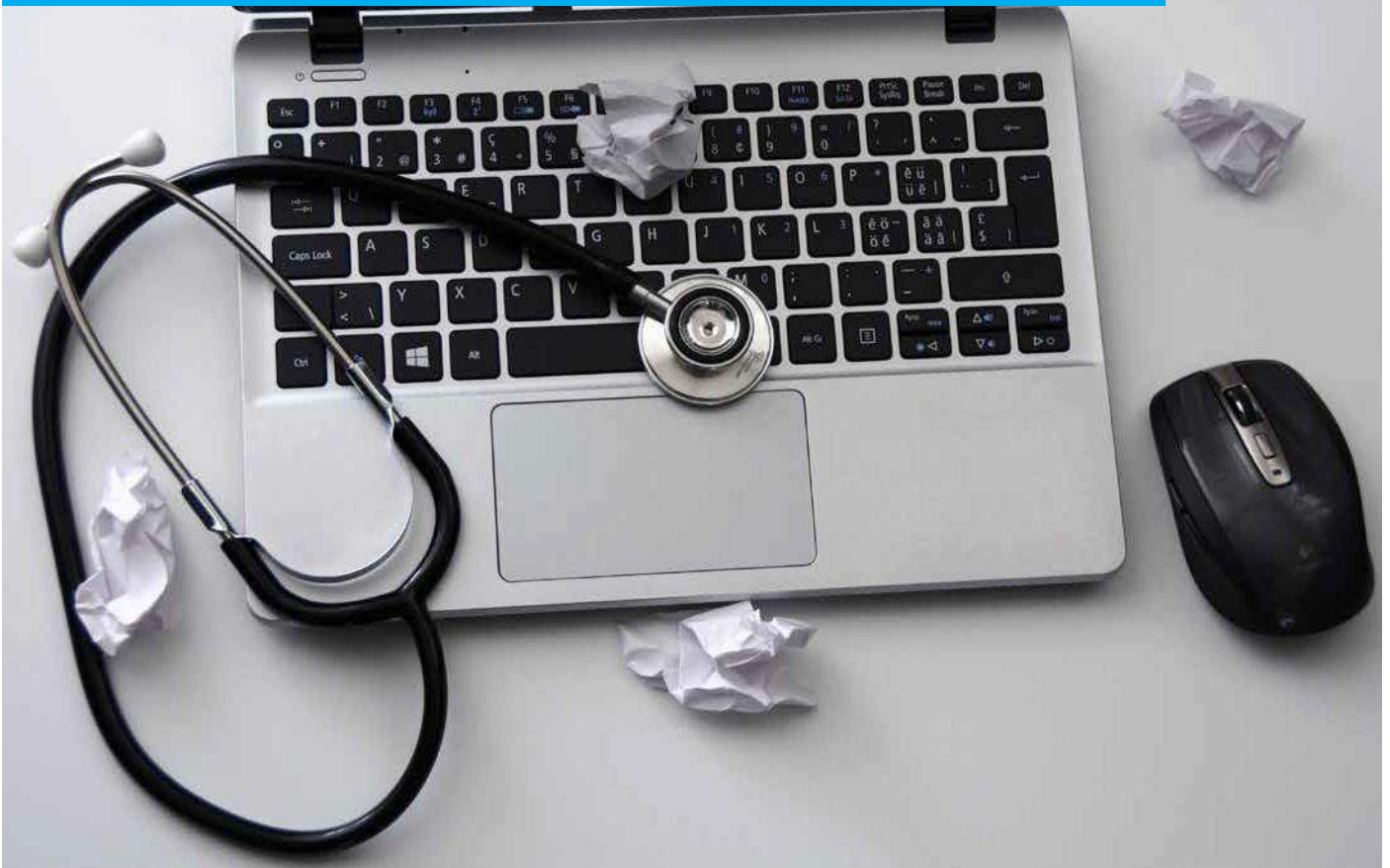
Department: Not Set

Entries

Department	Closing Cost	Sales Cost	Excl Sales	Credited Cost	Excl Credits	Gross Profit	GP %	GP Cost	GP Sell	GRV
Totals	6 262 208.9	6 173 950.09	1 631 432.8	184.13	652.09	165 652.38		6 060 007.18	6 617 652.05	6 895.73
11	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Airsoft/Archey/paintball	188 162.51	10 094.72	14 290.16	0.00	0.00	4 195.44	29.36	10 094.72	14 290.16	250
Airtime	-0.25	1 285.15	21 138.52	184.17	657.89	0.00	0.00	0.00	0.00	0.00
Appliances	112 909.29	737.59	1 002.14	0.00	0.00	265.55	26.47	737.59	1 002.14	291
Bakery	496.90	9 927.66	16 911.59	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Butchery	29 511.25	116 677.00	135 194.47	0.00	0.00	2 508.15	27.24	6 698.58	9 206.73	757
Cellular	8 440.00	85.00	114.04	0.00	0.00	29.04	25.46	85.00	114.04	0.00
Cement	124 047.64	95 515.29	98 091.34	0.00	0.00	2 563.07	2.61	95 486.99	98 025.06	12 417
Coasters	113 040.88	36 976.35	41 262.10	0.00	0.00	4 290.75	10.40	36 976.35	41 262.10	40 66
Coldrinks	88 832.15	24 086.06	27 766.87	0.00	0.00	3 680.81	13.58	23 430.80	27 111.61	928
Coldrinks Case	1 465.54	15.03	19.28	0.00	0.00	4.26	22.07	15.03	19.28	0.00
Empties	15 374.19	-1 403.57	-638.84	0.00	0.00	0.13	-0.02	-768.85	-766.72	3
Hardware	796 196.72	29 168.00	40 637.04	0.00	0.00	11 444.13	28.18	29 167.91	40 632.04	98 68
Lpg Gas	27 246.53	50 788.82	71 326.95	0.00	0.00	12 530.13	17.58	58 788.82	71 326.95	57 03
Mica	2 577 265.9	157 160.02	224 271.28	0.00	0.00	66 340.64	29.64	157 526.66	223 876.30	113 24
Norin Use 7	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Seventy	1 263 497.9	158 802.49	192 444.46	0.00	0.00	38 893.62	19.15	155 750.41	192 644.03	178 94
Yard	935 722.69	122 036.24	147 592.62	0.00	0.00	20 890.66	14.62	122 036.17	142 926.83	52 72



# Time for a business health check?





# End of Period Summary

- Current cash and account sales
- All purchases from suppliers
- Display VAT liability
- Banking summary and actual cash-ups showing over/short
- Shows gross profit based on sales
- Shows contribution of promotional items toward sales & profit made from promotion.



# End of Period Summary

- Cash flow management- shows stock on hand, what is due to creditors and due from debtors
- Compare current period with any other previous period – this shows growth in sales, gross profit & profit margins
- Shows number of transactions completed and average transaction value (basket size)
- Basket size

# End of Period Summary

TOTAL SALES

BANKING  
SUMMARY

The screenshot displays the 'EOP Summary' report in the UNIPOS software. The report is organized into several columns and sections. A vertical label 'UNIPOS POINT OF SALE' is visible on the left side of the screen. The main data area is divided into several sections:

- Sales:** Includes Cash Sales, Total Cash Sales, Account Sales, Total Account Sales, and Net Sales.
- Stock Movement:** Includes Goods Received, Goods Returned, and Delivery Notes.
- Other:** Includes Petty Spent, Payments Made, and Creditor Journals.
- Banking Totals:** Includes Tot Cash Sales, Plus Receipts, Less Play Outs, and Reported Bank Total.
- Cashup Totals:** Includes Counted Cash, Counted Cheques, Amount to Bank, and Total Cashups.
- Gross Profit Total:** Includes Non GP, GP Sales, Cost of Sales, GP Value, and GP %.

Red lines from external labels point to the following data points:

- TOTAL SALES:** Points to the 'Total Cash Sales' value of 95,028.98.
- BANKING SUMMARY:** Points to the 'Reported Bank Total' value of 53,345.68.
- DEBTOR & CREDITOR SUMMARY:** Points to the 'Total VAT Movement' value of 2,763.77.
- GP ON SALES AND GP%:** Points to the 'GP Value' of 17,408.65.

DEBTOR &  
CREDITOR  
SUMMARY

GP ON SALES  
AND GP%



# Affordable license & support fees



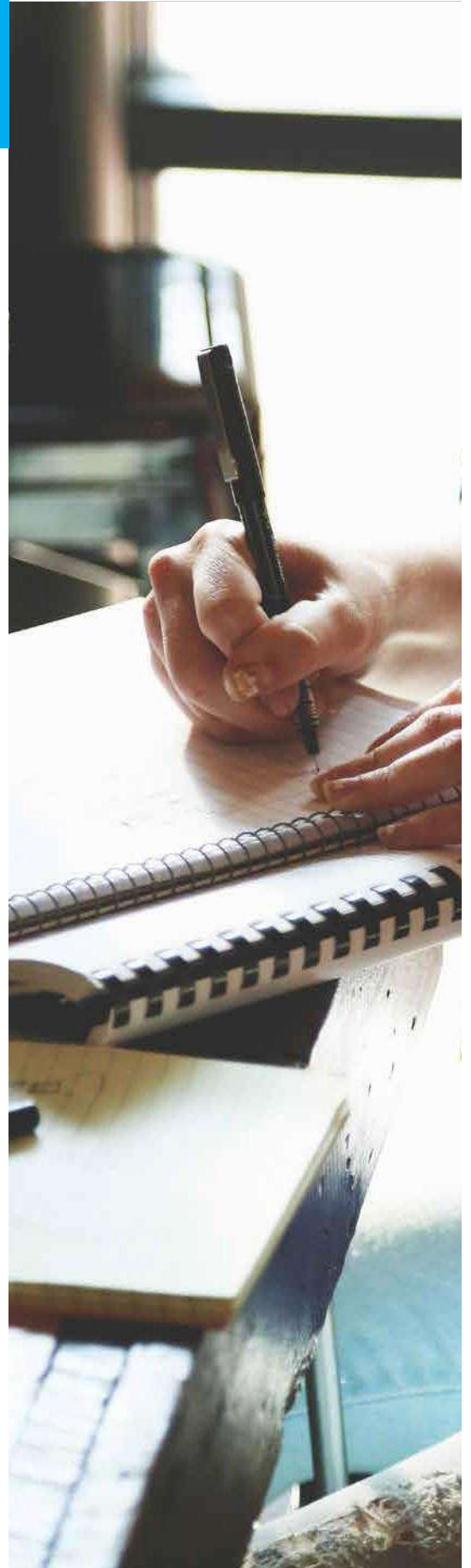
UNIPOS annual license & support fees are equal to what others charge monthly.

# SUPPORT PROMISE

**UNIPOS support  
pledge to clients:**

**24/7 - 365**

- 
- Immediate expert advice
  - Hardware & Software
  - Remote support solutions
  - Extensive knowledge from years in the industry
  - Quick response for on-site intervention

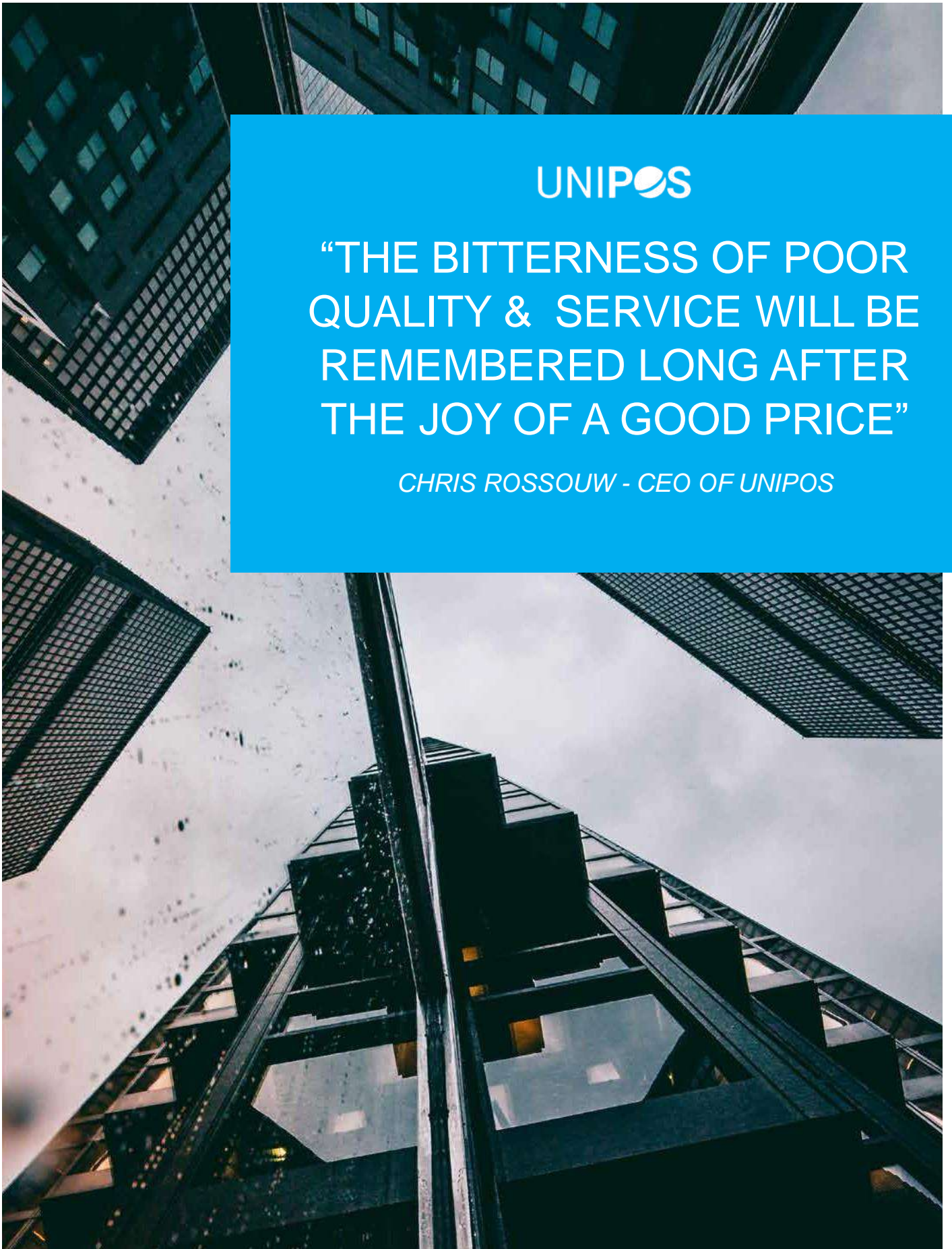


UNIPOS

UNIPOS

“THE BITTERNESS OF POOR  
QUALITY & SERVICE WILL BE  
REMEMBERED LONG AFTER  
THE JOY OF A GOOD PRICE”

*CHRIS ROSSOUW - CEO OF UNIPOS*





# Get in touch for a free demo.



[www.unipos.co.za](http://www.unipos.co.za)



42 Louw Wepener Street, Dan Pienaar,  
Bloemfontein, SA.



051 436 9775



Unipos Point of Sale