

Advantages offered by OSS solutions



for companies in the intensive retail sector

Ideal for

Supermarkets, bakeries, pastry shops, grocery stores, delicatessen, mini markets, press kiosks



Company Presentation

Open System Solutions is involved in designing IT systems and integrated solutions to meet all market needs and requirements. The company offers specialized solutions for companies in the intensive retail sector, especially supermarkets and food store chains.

Software Presentation

The Open Retail software has integrated all the processed required for the daily operation of an intensive retail shop (supermarket, mini market, grocery store). It meets the needs involved in cashier operation, the operations required by the shop manager, and the information required by the shop owner. In addition, the Open Accounting software enables the overall processes management and organization, at all levels of business operation (cashier, shop, accounting department, business owner).

Software Advantages per Sector of Operation:

- **Cashier:** Fast, easy (five minutes training), functional (operators shifts, detailed monitoring of items cancellations and receipts, multiple waiting instances, money counting, closure of daily business, connection with bank POS, issuance of vouchers on thermal printer).
- **Shop Manager:** Wireless terminal (orders - deliveries - returns - inventories), issuance of vouchers by the wireless terminal, cashier balance, issuance of labels, items changes, advertising screens, commercial management in the shop.
- **Business Owner:** Immediate information on turnover - profitability (margin, markup) - stock by pushing one key, cashier balance, wholesale and retail on the same application, calculation of sales items, monitoring of suppliers' agreements.
- **Accounting Department:** Immediate accounting update (by the cashier Z for accounting bills), monitoring of expenses per shop, integrated accounting monitoring.
- **Shop – Chains:** Automation of processes (dispatch of changes, transactions entry), complex business information, orders to suppliers, clients' orders, automatic entry of purchases vouchers from suppliers (electronic invoicing EDI), offers and discounts policies, clients loyalty systems (Loyalty).
- **Other Advantages:** Communication with your clients (by SMS , email) through Loyalty, information on mobile devices, Delivery, air time and card sales, payment of Utilities bills, credit book, connection with Business Intelligent systems, wholesale and retail on a single application.

Open System Solutions, through the uninterrupted integration of the market needs in its solutions, **increases** the timeless value of the software it provides, and achieves digital

modernization and enhanced competitiveness for the companies that select it, lowering the overall administrative cost.

It is the only company in the Greek market that offers an **integrated and specialised software solution** from start to finish to food companies **(All in One)**.

Detailed description of the advantages provided by the Open Retail & Open Accounting software by Open System Solutions

The advantages which we consider that improve every aspect of a supermarket business are described below.

Cashier

- **Fast** (very quick issuance of retail receipts and invoices).
- **Easy** (five minutes training are required before initial operation).
- **Functional** (multiple receipts in waiting, does not freeze).
- **Connection with the bank POS.** The software is connected and sends the value of the transaction to the bank POS, thus decreasing the necessary time and minimizing the operators' mistakes.
- **Issuance of vouchers by the cashier.** Issuance of all vouchers (invoices, return notes) directly by the cashier on a thermal or laser printer.
- **Bottles return.** Scanning of the returned bottles and immediate issuance of the return note by the cashier on a thermal printer.
- **Operation** with ADIME (Autonomous Fiscal Units), EAFDSS (Special Safe Tax Device for Items Labelling), Teller Machine and combination thereof.
- **Independent cashier operation.** Off line / on line operation.
- **Characterization for receipts** involving deliveries, for additional statistics.
- **Sale of cards** with prepaid air time for mobile telephony and cards for Internet purchases through the Cashier. Sales involving the **Apple store, Itunes** and **Google Cards**.
- **Issuance of different receipts** for any products that can considered as receipts (tickets, lottery tickets, cards).
- **Utilities bills payment** through the cashier (public sector bills, PPC (Electricity), EYDAP (water), COSMOTE, VODAFONE, WIND, Natural Gas Companies, TV channel companies, insurance companies, Social Security Funds, Municipalities, as well as other public and private sector bodies).
- **Supervision System.** By connecting with Clever Eye, it is possible to record and view the receipts issued, on the shop's supervision system.
- **Resto-café.** Printing the receipt items for preparation.
- **Orders & Salespersons.** Order entry in the cashier for cafés, pastry shops.
- **Inventory processes.** Special inventory processes at the cashier.
- **Meeting basic needs** (multiple barcodes, weighed items, PLU, keyboards, touch screens, etc.).
- **New wholesale client.** Client creation through the cashier with only the VAT.
- **Newspapers and magazines sales with Barcode.** The only one in the market, in cooperation with the ARGOS press agency.

Shops

- **Combined operation with back office applications by OSS.** Complete commercial management for one shop (storeroom, purchases-sales).
- **Combined information** on profit, cost, stock on a single screen.
- **Wireless terminals:** Covering processes for orders, inventories, deliveries, returns, labels, issuing vouchers directly from the wireless terminals, on line information with the shop base (period sales, previous order, balance), expiry dates (delivery, information), direct dispatch to headquarters.
- **Automatic order.** The software automatically creates the order to the supplier. It actually takes into account the item's stock in the shop, the sales during the last few days (or any time period chosen by the operator) and the stock limit the shop wishes to maintain, and it automatically proposes the relevant quantities.
- **Transforming vouchers:** Non-invoiced vouchers (consignment notes into invoices, returns into credit notes, various notes into a single voucher).
- **Printing Lot/Variety/Origin** for grocery products. Creating a special form to issue labels with the Lot/Variety/Origin data for grocery products. Special labels printouts.
- **Monitoring expiry dates** for vulnerable products. Registering expiry dates for vulnerable products through the wireless terminal and viewing the products about to expire (short-term expiry).
- **Serving clients on credit (credit book).** Monitoring clients served on credit (charge limit). Covering purchases through prepayment ("loading client balance", sales through client selection and checking balance limit).
- **Monitoring sales through mobile devices** (mobile phones, tablets). Update on the shop's amount of sales and comparative data with the previous period (week, year).
- **Cooperation with more manufacturers in the market** (Nixdorf, Info quest, ICS, Epson, Digi).
- **Sale processes with and/or without a touch screen.**
- **Automated upgrading process.** Very fast integration of changes in the software without delays.
- **Solution with integrated scales** and labels printer in the cashier, for bakeries and butcheries.
- **Digital Advertising.** Digital advertising feature for offers and leaflets using the Open Retail digital signage software, by connecting with the cashier or on a remote viewing screen. Connection with the master box software for more digital advertising features on special viewing screens.
- **Delivery.** Special screens to receive deliveries and charge distributors.
- **Xvan - Invoicing on a car.** Installation of the cashier system on mobile devices, printing on mobile printers, automatic transfer of transactions to headquarters.
- **Wholesale and retail on a single application.**

Other company advantages:

- **Complete monitoring** using the ERP by Open Accounting.
- **Monitoring agreements with suppliers** and calculating discount credit notes per item, while integrating the respective records per item in the system, resulting in the correct viewing of gross profit.
- **Calculating sales prices.** Automatic prices calculation taking into account the prices (cost, last purchase, average price, company price) and agreements with suppliers.
- **Direct information** on turnover - profitability (gross profit, price increase) - stock.
- **Checking stock by pressing one key** (items stock per shop, unified codes).
- **Monitoring packaging.** Processes checking for broken packaging (transformation in codes).
- **Offers and discounts – parametric pricelists for retail and wholesale,** combination offers (1+1, 2+1, discounts, etc.), special prices for different time periods (leaflet coverage).
- **Automatic restoration of leaflet prices** to the initial item prices, on the date the offer expires (parametric pricelists).
- **Full statistics on all bodies:** group type, shops, suppliers, calendar periods, per hour, and combination of all the above, by showing the gross profit.
- **Automatic registering of purchase vouchers** on electronic files (for suppliers who support this feature).
- **Simultaneous operation of different activities.** Different business activities operating through the same application: supermarket, bakery, butchery, canteen, retail shop.
Wholesale and retail on a single application.
- **Communication with the clients.** Personalized communication with the clients through email & SMS, aiming at their immediate information on the leaflet offers or other actions in your shop.
- **Automated processes:** Data collection in headquarters, changes entry, prices update on scales, cashiers and label printing.
- **Connecting your e-shop.**
- **Newspapers and magazines sales with Barcode.** The only one in the market, in cooperation with the ARGOS press agency. Scanning and selling newspapers and magazines by using barcodes or special keys. Full monitoring of storeroom for newspapers and magazines, by updating your system with the Delivery Note and the Return Note by Argos.

- **Client Loyalty System** (Loyalty cards). Points gained based on value of purchases, items, visits. Purchase quality base and gain, GDPR processes.
 - Checking quantity and value, in combination with calendar periods.
 - Gaining points or discounts depending on the client's purchase categories, features to cover and combine policies from different groups.
 - Features for personalized communication with the client through SMS and email based on the purchases or actual offers (leaflet).
 - Combination of policies from different market groups (*).
 - Central management on an application server for a quick adjustment to the clients and market requirements.



All the above improve:

- The time required for the shop's daily operation
- The clients' visitability to your shop
- The shop's information and
- The shops' profitability.

Complete monitoring with Open Accounting

The business software **Open Accounting** includes the following functionalities:

- EDI Purchase vouchers entry, in cooperation with the companies Impact and Retail@link, and from any third parties through special programs.
- Monitoring the cost centres, income and expenses departments such as shops, employee expenses through accounting, resulting in immediate information on the progress of the shops and the company.
- Cash flows: Correlating proceeds and payments with special codes, in order to view income resources and expenses causes, as well as cashier liquidity, in terms of both outturn and budget.
- Profit-&-Loss: Monitoring accounts in financial terms and presenting the company results on a single page.
- Entering and filing printed vouchers transformed into electronic documents, together with the respective system entries, in order to eliminate filing and immediately view the actual document on the system cards.
- Connection with the banks e-banking and immediate update of the relevant records (on line clients payments).
- Connection with the payment systems in order to enable **the electronic approval of payments and the elimination of checks and signatures** (electronic approval for money transfers).
- Work flow systems in order to approve invoice payments to suppliers and material supplies (consumable spare parts).
- Entry systems for materials supply inquiries on a **web environment - Network platform**.
- Management of International Accounting Standards (DLP).
- B' & C' books categories on the same system.
- Connection with Open Retail using the Open Accounting software and updating accounting in less than 5 minutes for sales and purchases entries. B' & C' books categories.

Result: The above solutions and the process automation achieve a more effective personnel management and ensure the minimization of the overall administrative cost.

Indicative Client List

This is an indicative list with some of our clients, who have selected our products and services for their company's management and operation.

In the intensive retail sector:

- OK Anytime Markets
- BAZAAR S.A. Group
- Gregory's Micromeals
- Argos S.A.

In the ferry companies sector:

- Hellenic Seaways
- Cyclades Fast Ferries
- Saronic Ferries

In the Fitness sector:

- L.A. Fitness
- PLANET Fitness & More

In companies with specialized commercial activity:

- HELMA S.A.
- Marichem - Marigases Hellas S.A.



Distinctions

Open System Solutions aims at the constant improvement and update of its products and services, according to the most modern and advanced technological products.

The **OPEN RETAIL SUITE** software received an award in the “**Impact Business IT Excellence Awards 2017**” as THE MOST EFFECTIVE SOLUTION FOR INTENSIVE RETAIL COMPANIES.

The project for which our company received the award involved:
the installation of the intensive retail **Open Retail** application (www.openretail.gr) in **100 shops** of the **OK Anytime Markets** group and the **Open Accounting** business software (www.openaccounting.gr) for the monitoring of accounting in the company shops.



<http://www.businessitawards.gr>

The **Open Accounting** software received an award in the “**Self-Service Excellence Awards 2012**”.

The company received an award in the category “**Innovation & New Technology**” for the automation services provided through the Open Accounting and Open Retail applications, the features of which were utilized by the ZOTOS LTD company.



<http://www.selfserviceexcellenceawards.gr/>

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