

9 Tips to choosing the right POS system and avoid the pit falls with Mission Critical Business Equipment decisions!

Consider the story of a business owner setting up a new business, his (or her) first ever business. If he sells anything of any kind, he is going to need an Eftpos Terminal and some form of Point of Sale system. The difficult situation this person has is that he has no experience to base his decision on in selecting the right systems to run his business.

Will he search Google, will he talk with his friends to see what systems they use - and then the pitfall - WILL THIS BE GOOD ADVICE OR NOT? The Google search normally offers a heap of opinions, but these are often by people who are not neutral, they normally sell what they are offering an opinion on - so of course their opinion is tainted.

So, back to our man setting up his new business. What are the traps and pitfalls that he faces? The biggest one is that he does not know what he does not know. He does not even know what he needs and doesn't know why he needs it, he will need to research well and seek "qualified help".

What does he need to consider?

The biggest issue we see with new business owners choosing POS solutions is not looking out far enough into their businesses future. One of my biggest suggestions to new business owners is to look at how big their new business will be in say a 3 to 5 year time frame. The new business owner should look at selecting a solution that will last them 3 years, the cost of selecting too basic a system and having to dump it and start over again is very costly, not just the systems software and hardware, but the many hours to implement, train and learn a new system all over again.

9 KEY POINTS ARE...

1. Choose software first, hardware second.
2. Buy all from one source so you have only one company to call (if you purchase from differing companies, then a blame game can begin).
3. Look for Industry Specific or specialised features (have your own Checklist that needs ticking off).
4. Get known hardware brand names and higher (3 year) warranty periods (it's worth it).
5. Make sure all the "Miscellaneous Items" are included (and the bill doesn't grow).
6. What Support is offered? – This is a major - are they available – Are they more than a one man band?
7. When buying Software, you aren't just buying software, you are buying into dealing with the supplier of that software for a long time. Have they a good reputation, do they back up and support what they sell?
8. POS is a major make or break decision; make sure you yourself have very clear understanding of ALL of your requirements.
9. LAST POINT - And this comes back to the start of the article - Ask the right people, don't ask your local PC expert, they normally don't understand the intricacies of POS solutions. Talk with POS experts for POS products and do your due diligence. All the best for your POS decisions.

Kiwi Eftpos & Point of Sale Group Ltd

Since 1993, trading under the name Equinox, The **Kiwi Eftpos & Point of Sale** team have been supplying Eftpos & Cash Registers, Point of Sale & Webstore solutions. We have a team of dedicated POS professionals plus service partners spread around NZ who service and support a wide range of solutions for various industries. We are Paymark Accredited Eftpos Dealers selling & supporting well known POS Software & Hardware brands.

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