

# SolaaS

solution as a service

## Making EPoS Affordable Spreading the costs over 3 years



Whether looking to implement EPoS for the first time, considering moving from an existing system or needing to upgrade ageing hardware, not having the working capital available can be a real issue and result in project delay.

**We understand that the bottom line really is ... the bottom line**

**Our role is simple - providing retail systems to help *you* manage *your* business more efficiently and profitably**

**SolaaS** (Solution as a Service) is our scheme which dramatically reduces the typical upfront costs associated with implementing and running an EPoS retail system; avoiding project delay so you receive the system savings and benefits, sooner rather than later.

Traditionally, project and licencing costs for EPoS systems are payable upfront. **SolaaS** is different, allowing you to spread these costs over the scheme's 3 year period with only certain costs due at project commencement.

It is not a financing option; it is our own scheme and works on a licence-to-use basis.

### Key benefits

- Fixed predictable costs over the scheme's period including **3 years** software support costs
- **SolaaS** scheme can seamlessly roll-over or can be exited without penalty
- Avoids tying up working capital
- Quicker decision making for project go-ahead; no need to find & secure external funds during these challenging times
- Simplifies tax computations - requiring less audit validation
- Gaining the savings and benefits of Microsoft RMS sooner rather than later
- Easier system administration and maintenance; so you can concentrate on running your retail business
- System compliance & compatibility headaches disappear
- Reassurance for software & hardware version updates
- Our RMSynergy additional features to enrich Microsoft RMS are provided free of charge under the scheme
- RMSynergy for promotions, customer loyalty, reports, data management, hand held processing and more (*excludes warehousing, associated modules & EFT services*)
- Option to upgrade to our new OpSuite on-line retail management headquarters and back-office solution at modest additional cost

### How the scheme works

#### Costs spread across the 3 year period

- Software (for Microsoft Dynamics Retail Management System store and headquarters)
- EPoS touch screen tills including peripherals: barcode scanners, customer displays and cash drawers (if required)
- Back-office SQL or PC-based servers for headquarters or primary site (if required)
- **3 years** weekday telephone and remote access software support
- **3 years** software licencing with Microsoft
- **3 years** software upgrades

#### Costs due at project commencement

- Professional Services: consultancy, project management, implementation, training, installation (and development if required)
- Integrated Chip & Pin EFT (if required)
- Hand held processing hardware and associated costs (if required)
- Deposit (variable by project)

### Comment from Barclays Bank

Richard [Goodley, MD] and his team continue to be innovative, forward thinking and instil great confidence to Barclays that they are a company we are proud to be associated with." (26<sup>th</sup> April 2010) **Mark Attridge, Local Business Manager, Barclays Bank**