Sage ERP Accpac Retail Management Solutions

Sage ERP Accpac RMS (Retail Management Solutions) provides a complete end to end solution for retailers of all sizes - designed in Africa for Africa. Sage ERP Accpac RMS is a true end to end solution leveraging Sage ERP Accpac's award winning product sets including Sage ERP Accpac and Sage CRM. Sage ERP Accpac delivers the backbone to the solution that feeds POS and receives transactions from POS.

All master files such as customers, suppliers, stock and pricing are created and main-tained within Sage ERP Accpac removing the need for any duplication of work and complete peace of mind that the integration and synchronisation runs live or on scheduled update.

Easy To Configure - Quick To Deploy:

Our point of sale solution is easy to configure and quick to deploy with the options to both operate in an online or offline environment. As all data is created and maintained in the standard Sage ERP Accpac environment and synchronised to the POS till at store level, rapid rollout and return is easily achieved. From a central setup and design, each POS till can be configured in a matter of minutes and deployed countrywide. As each branch trades, information relating to stock, sales, credit limits and pricing is sent to and from the store to head office on a real time or scheduled basis. Retail management has never been so easy .

Sales Transactions
Customer Payments - Cash or Credit or both
Stock Movement, issues and Receipts
Purchase Orders and Goods Received Notes
Inter Branch Transfers
Hand Help Multiple Stock Takes per store

Easy To Configure - Quick To Deploy:

Through the integration to Sage ERP Accpac inventory and purchase orders, Accpac RMS may be configured to utilise a centralised or de-centralised stock environment. Each retailer works differently but the ability to allow stores to generate purchase orders allows branches to maintain suitable levels and send purchase requests to head office for ordering. These orders can be accumulated at Head Office and consolidated onto one purchase order with the option to drop ship at branch level saving time and money. Other retailers look to centralise the function as the stock movement data is received from stores with Sage ERP Accpac maintaining the optimum levels.

This data is used in a seasonal or user defined purchasing model to ensure the stock projections are met based on historic sales, expected dates, quantity owing, minimum levels and projected required quantity moving forward. PO Projections is a Single screen for stock ordering and the allocation of stock per location allowing for automatic creation of Purchase Orders and Inter Branch Transfers with complete drill down to sales history per item per store.

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Price Management:

Effective management and control of pricing is a foundation stone of successful retailing. The Sage ERP Accpac price manager feature makes it much easier to control and deliver pricing utilising a single screen of information to review all stock items. This single screen view covers the major areas of pricing analysis including bar codes, item numbers, price, vendor and vendor cost.

As with many retailers management of large scale price lists is onerous and as such Price Manager allows for this based on multiple variables and includes rounding adjustments. Coupled with this is the modules ability to allow for complete, in-depth analysis of price mark-ups against multiple costing methods and stores all historical price information and automatic activation of price list based on dates.

Sage ERP Accpac End To End Retail Solutions:

Sage CRM for loyalty, emarketing and retention marketing allows for complete control over the entire marketing mix from club cards to redemption tracking in store. Sage CRM completes the loop and is provided as an additional module that may be added at anytime.

The key features of CRM for Retailers include:

- Loyalty and Club Card Management
- Target List and Campaign Management
- eMarketing with complete tracking and tracing of web site activity
- Delivery of online marketing to offline redemption
- Data mining and business analytics per item, segment and stock category

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