



## Counter Sales provides comprehensive capabilities in native NAV.

Counter Sales is a complete tailored solution to the POS environment. This easy-to-use system enables your team to sell parts and materials quickly and effectively.

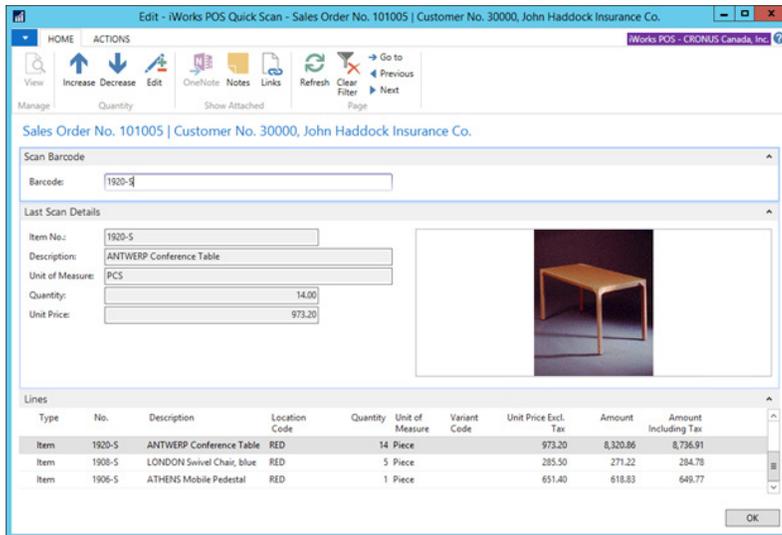
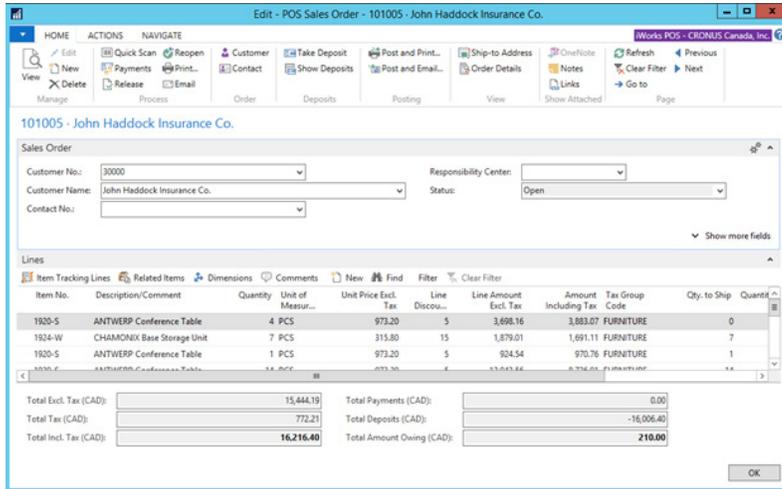
Counter Sales streamlines order processing to improve efficiencies by reducing the time it takes for order entry.

## Benefits

- Enhance sales opportunities with loss sales tracking, and alerts for related and paired items
- Update order summaries in real-time directly on sales orders as parts and materials are entered
- Set up authorization codes and signature captures for specific orders with ease
- Limits potential errors in information processed through the system

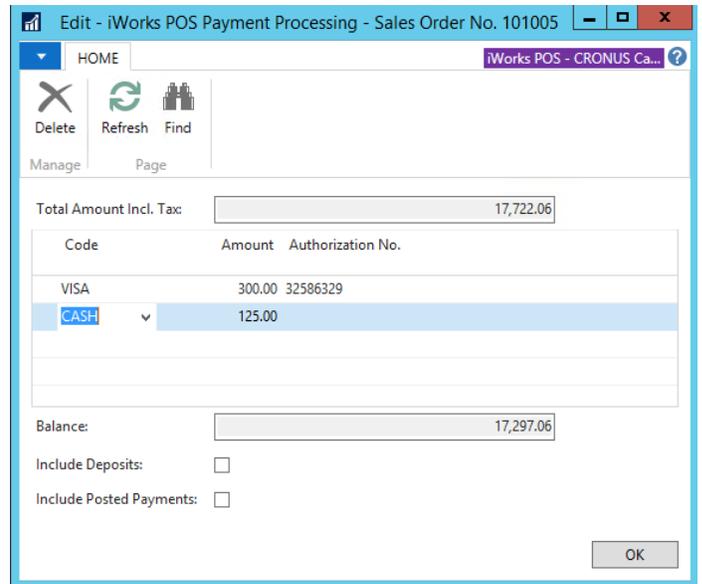
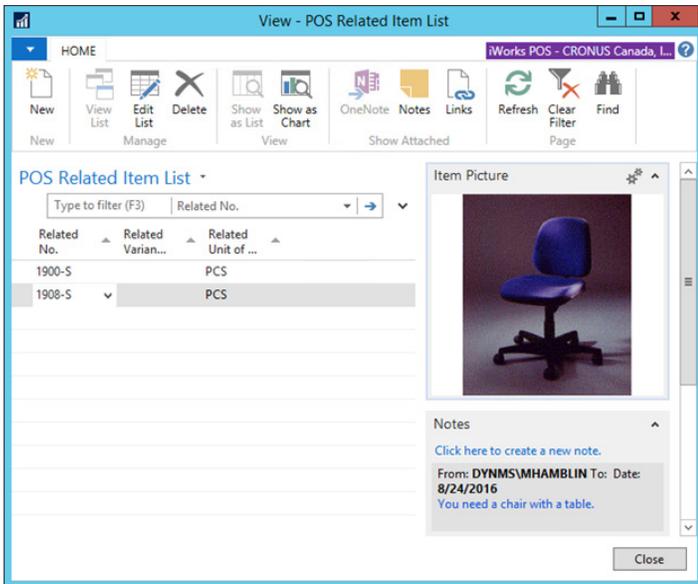
# Point of Sale

## Counter Sales Functionality



- Provides simplified order entry screen.
- Provides a scanning interface to enable users to scan UPC (or any other) barcodes at terminal to record item.
- Provides an advanced item search tool to simplify product lookups by item number, description, extended text, and cross references.
- Accepts multiple payment types per order (e.g., half cash, half Visa).
- Handles customer deposits for partial or full amounts (including tax). Also provides multiple deposits per order with different payment types.
- Provides prompts for related items to increase up-sells or kit sales.
- Captures "lost sale" information.
- Enables user specific "override codes" to override pricing.
- Provides a daily cash drawer reconciliation report and daily closing process.
- Enables for the use of Limited User licenses for POS users.
- Provides optional support for cash drawers and receipt printers.

# Point of Sale



## Features

- Processes thousands of sales orders per month
- Order summaries updated in real-time on sales order as parts and materials are entered
- Track lost sales
- Centrally limit access to some POS operations
- Signature captures for specific orders are available using a signature pad
- Select existing customers or create new ones using the user-friendly order wizard
- Run daily closing reports to manage cash draw reconciliation
- Sales alerts for related or recommended items

## About Insight Works

Founded in 2008, Insight Works began as a collection of professionals with decades of combined experience developing and implementing productivity solutions. With a well rounded collective skill set, Insight Works has quickly become one of Canada's fastest growing companies by putting our customers' success above all else.

### Put Our Domain Expertise To Work For You

Insight Works has extensive experience developing productivity solutions for clients in the manufacturing and distribution industries. It's what we know and what we do well. Based on our experience and industry feedback, we have developed a collection of add-ons for Microsoft Dynamics NAV that promote operational efficiency from the shop floor to the boardroom.

### We've Been There

Because we've been on both sides of the implementation experience, we understand the unique needs of all users. At Insight Works, our "shop floor to the top floor" approach is what makes our employees and our products so responsive.



#### Gold Certified

We're proud to uphold the strict standards that the Microsoft Gold ERP Certification requires as it speaks to our ability to develop world-class products that make a positive impact for our clients.

Gold

Microsoft Partner



#### Always Up To Date

As Microsoft NAV evolves, so do our products. You and your clients can be sure that you're working with up-to-the-minute tools that reflect the most current ERP technology.



## Contact Insight Works

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