



SSA News

SSA Fuel Industry Solution

The convergence of convenience stores and service stations has opened up new opportunities for retailers engaged in both of these specialty areas. This has led SSA to focus on the business requirements with PROFIT TRACK fuel package being enhanced significantly over the past year.

The PROFIT TRACK fuel package has grown substantially over the past 12 months. We have listened to the market expectations and in particular issues surrounding wet stock management, profitability reporting and other idiosyncrasies within the industry.

SSA has also made an investment with additional resources, and new staff appointments. We are making a real commitment to partner with our customers in providing you with a complete and effective management solution.

It is going to be an exciting year with new modules such as SIRA integration and our new look report formats.

We are here to support our customers and add value to their overall business process. Part of this process is to engage users in making a commitment to detailed training at workshops and seminar events. Be on standby for an invitation to the ext one in your area.

Michael Jenner:

Michael has been with SSA for four months, after moving from North Queensland with his wife and two sons. His background is in business solutions and management with a wide exposure to various fuel industry organisations including Shell, Reliance Petroleum and BlueScope Distribution. His role will be to form relationships with key groups and drive the PROFIT TRACK fuel solution.

Glenn Matters:

Glenn is a welcome member of the SSA fuel team, based in our Melbourne office. He is a local who grew up in Melbourne having over 10 years experience within the industry in a technical support capacity. His industry experience relates supporting companies such as United, Mobil and Caltex with their POS and EFT solutions. He will be supporting our customers in meeting their needs with a total fuel solution.

SSA increases its Web Exposure!

BLOG: Check out SSA's new blog at <http://scanning-systems.net/POSReport/>

Here you will find useful articles and posts relative to improvements to Profit Track and developments at SSA. And feel free to volunteer material as we are keen to add stories and content from our valued customers.

TWITTER: Scanning Systems on Twitter.

We have also launched a twitter presence where we can let you know about events, changes, and exciting developments not just with SSA but also about retailing and other interesting industries.

Have a look at our twitter page at <http://twitter.com/scanningsystems>

PROFITTRACK

It's the software that makes the difference

Reminders

- > Take advantage of our training
- > epay Integration
- > Check the Helpful Hints on Page 4

Check us out on Twitter

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We need to know who the payment is from

Housekeeping

Paying via the Internet

It is most important when paying any of your SSA invoices that you key in a reference e.g "TOWN" name on the internet banking transfer screen.

We need to know who the payment is from.



Ideally we would like to receive a BANK remittance slip with the bank's individual reference numbers for every deposit. As you know, these can be printed from the internet banking screen after a payment has been transferred. Most banks produce a printable receipt of the bank transfer after the funds

have been transferred. This is the receipt that should be faxed to SSA. SSA fax number is 07 3387 5588

Sending Parcels

When sending parcels to SSA please send them to 13-21 Mayes Av Logan Central, Q'ld 4114 **NOT** the P.O. Box address.

Is your team utilizing all the functionality that Profit Track has to offer?

Training—A vital link

For any business, training management and staff in correct business processes and understanding your back office system is a vital part of any growing business. Profit Track is the engine that runs your business and the importance of understanding all the functionality it has to offer can sometimes be overlooked. Is your team utilizing all the functionality that Profit Track has to offer?

Training sessions can be tailored to suit individual stores. For stores in the Metro area you can have the training in the SSA office or as we do for many of our customers, hold the training over the internet at your store.

There is a charge for the training however it is a minimal investment in the overall big picture.

Ask yourself these questions?

- Are you using the following?
- > Deals
 - > fast Prices
 - > Intelligent Ordering
 - > Do you understand Host processing?
 - > Lead in Lead out Promotions

If you answered no to any of these please contact Nick Koutsis on 07 3387 5555 to book your training session NOW

Rounding options allow prices to be rounded based on the settings

Rounding and Price Points

A new feature in Profit Track is Price Rounding and Price Points.

We now have the ability to set parameters to take effect when collecting host files.

Rounding options allow prices to be rounded based on the settings.

Price points are used to modify prices according to a pre determined formula if the price falls between a price range.

ie :\$ 7.09 will be set to 6.99 if the price point is set for \$7.00 to \$7.15.

This feature can be found under Set Up/Edit Look Up Tables/Sundry Tables/Rounding and Price Points.

Please check with Nick Koutsis to ensure you are on the latest version of Profit Track that offers this functionality.

Between:	and	Round	to	Delete
0	2	Round Down	9	Delete
3	4	Round Up	5	Delete
6	7	Round Down	5	Delete
8	8	Round Up	9	Delete

From the Support Desk

Over the past 2 months we have made some changes to improve efficiency in the way our Help Desk is operating.

This has lead to a dramatic turn around in having your support calls dealt with promptly and efficiently.

One of the key changes has been to remove training calls away from the Help Desk to allow the Help Desk team to concentrate on true Help Desk issues.

Nick Koutsis is responsible for any queries regarding this topic. To arrange a training time contact Richard to arrange a time slot.

A reminder that we now have a direct contact number to Richard our Help Desk Co Ordinator who is responsible for allocating calls to our Help Desk team. Many of you have already spoken to Richard. His role is to ensure

that the call is logged and allocated to our specialist team members and following up to ensure a timely response.

**Call Richard
directly on
07 3387 5599**

Increase Customer Flow- epay

One of the fastest growing segments in the convenience sector is electronic merchandise such as pre-paid mobile, phone cards, calling cards and tourist attraction bookings – just to name a few.

With 18,000 outlets around the country epay is never far away. With so many retail locations and so many of the biggest brands in Australia you've probably been pre-paying with epay and never even known about it.

epay is recognised as a leading provider of internet based merchandising and SSA is pleased to announce the completion of contractual documentation with epay, covering the integration of epay merchandising into the PROFIT TRACK touch screen POS. The epay integration in Profit Track is offered as a module on a similar basis to other optional modules such as XPOS and TAFMO Touch.

Please contact your SSA Sales Representative for further information on pricing and options available to you.

The additional security and the fast and efficient processing within the PROFIT TRACK touch screen will attract additional floor traffic as well as generate further profitability for your store.



Squeeze that extra GP%

By using Lead In Lead Out in Specials management you have the ability to configure very quickly special sell periods for promotions that are hosted by your banner group before and after the advertised weekly special.

In most cases when promotions are downloaded to you they will have a buy period and during that period normally a one week advertised sell period.

What Lead in Lead out does is generate a sell for the buy period leading up to the adver-

tised date. It also generates a sell for the buy period after the advertised sell has expired.

It has a number of parameters that allow you to pass 100% of the cost saving to the customer or you can change this manually to whatever percentage you wish to pass on. You can also round the sell to the nearest 5 or 9 and it will automatically ignore sells that do not have a minimum saving eg.04 cents. Profit Track then creates a separate promotion batch for these products to allow for activating & printing of talkers.

A Lead in Lead out Promotion can normally be configured in 3 mouse clicks, obviously more if you decide to manually make changes to the file.

This is a very easy to use module that many retailers choose to ignore. It can be accessed from the Specials Icon however it forms part of the advanced Specials interface so if you cannot see it in Specials Management contact Nick Koutsis for assistance.

You have this at your fingertips so take advantage of it NOW..

**We live in a
society
where pizza
gets to your
house before
the police**

**“With 18,000
outlets around
the country
epay is
never
far away”**



**SPECIAL OF
THE MONTH**

LAPTOP SCOOP PURCHASE

Acer 4300 (Windows 7)

**Laptop + LexMark
3-in-One Printer**

\$977

Back Office PC Upgrades

**Here is a simple check that you can do
to see if your PC requires upgrading.**

1. Right click on the desktop icon "My Computer"
2. Move the cursor down to "Properties" and left click.
3. On the right hand side under the heading "Computer" you will find the system info that we require.

When you have this screen in front of you, take a note of this info and contact our Sales Team on **07 3387 5555**

PROFITTRACK

It's the software that makes the difference

Point of Sale & Retail
Technology Specialists



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Helpful Hints

Reports

Items below RRP

This report can be found under Reports/Management Reports/GP Variance/Select GP Variance Report:

Enter the variance value to be ignored (i.e. 20c) and it will compare the shop sell price to the Catalogue RRP price and immediately highlight any products that are below or above RRP by more than the variance.

Product Rankings

More commonly known as Top Sellers Report.

This report can be found under Reports/Sales Reports/Product Ranking.

This report allows the user to specify a number of products, select the Best or Worst Sellers using the Standard Selection Parameters. There is also an option to

base selection on Sales Value, Profit or Sales Quantity.

Deletions Management:

Products that do not sell are wasting space and not making profit for your store.

This housekeeping procedure will detail products that have not sold for a specified period of time.

A suggestion is to move the non-selling products off the shelf and refill the area with a faster moving product. The non-selling products are moved to another more inviting area of the store for better exposure and reduce the price by placing them on a temporary special.

This procedure should be performed monthly to look at the history of sales for products with no sales that have occurred for the last 6

months.

You can also narrow the selection by selecting departments, Groups, Families, Shop Suppliers or Individual Products.

For a more detailed help on running this utility use the F1 on line help. This can be accessed by pressing F1 whilst in ProfitTrack.

Shelf Labels

When was the last time you had a good look at the labels on your shelves?

- > Does every item have a ticket?
- > Is the ticket old and faded?
- > Have you performed a Price Integrity check lately?
- > Do any Shelf Talkers need replacing?
- > What about the shelf stripping! Is it clean? Does it need replacing?

**He who smiles
in a crisis
has found
someone to
blame**

**Too much time
on their hands!**

