

Improved sales process visibility and functionality

The challenges of multichannel commerce

The current market has more products and point of sale (POS) options than ever before, with customers using a variety of “over-the-counter” and online payment methods. While this presents a wider range of opportunities to generate revenue, companies must rise to the challenge of multichannel commerce by managing numerous sales processes and maintaining high volumes of data.

An estimated

82%

of businesses fail because of cash flow management

Maintain a clear overview of sales and improve data accuracy

Reporting on sales activity can be a lengthy process in the modern era of payment. Multichannel cashbox systems put the user back in control, whether wholesale distributors handling named accounts (B2B) or retailers (B2C). For most customers, online shopping is already the norm, yet a large portion of buyers still prefer to purchase items in store. No matter how a transaction is carried out, many businesses still find their employees having to manually input sales figures into a back-office ERP system. This can increase the chance of human error and result in inaccurate data. NTT DATA Business Solutions has developed a tool to help companies avoid this: POS Simplified.

What benefits does POS Simplified offer?

- **Transparency over customer and product data:** Increase visibility and efficiency with centralized, real-time data.
- **Maintain a clear overview of all transactions:** Synchronize your brick-and-mortar store with your online channels.
- **Manage all sales from one place:** Manage every component of your multichannel commerce on a single platform.
- **Efficient order-to-cash processes:** Integrate your sales processes and credit card processors into your core SAP ERP.

“At NTT DATA Business Solutions, we understand that sales is constantly evolving – POS Simplified ensures that you can give your sales teams the tools they need – even as consumer habit change.

Kübra Eser Tepe, Head of Enterprise Products, NTT DATA Business Solutions AG

A cashbox solution that puts you back in control

POS Simplified is an online and offline cashbox application that caters for B2B and B2C sales processes. It places all financial statements, sales, and inventory into one easy-to-use platform and provides an accurate insight into your revenue. By providing consistent information in real time, businesses are able to collate and assess relevant data across all sales processes with POS Simplified.

The AddOn from NTT DATA Business Solutions streamlines all features expected at a checkout and helps you integrate your processes into one

system. It also ensures that all receipts, invoices, product specifications, and other important details are recorded electronically into a simple and accessible database. This allows business owners to focus on expanding their companies instead of time-consuming administrative tasks.

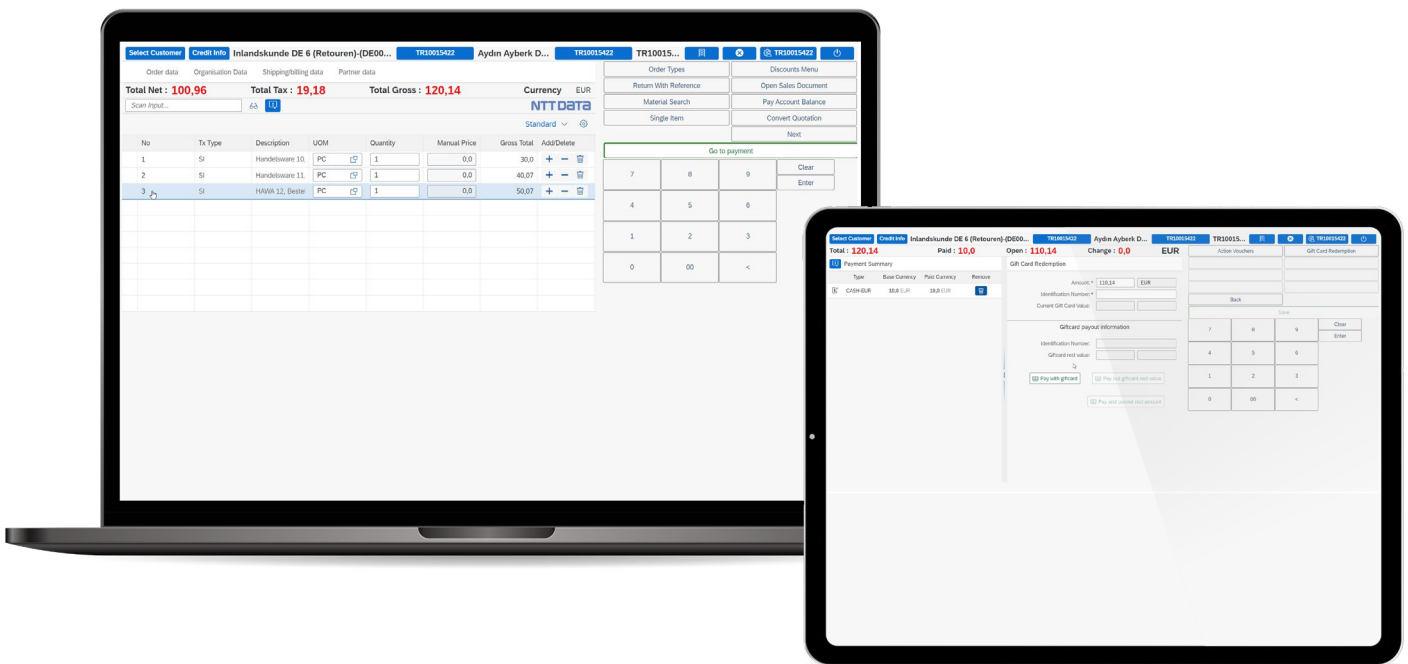
Helping you keep up with changing customer demands

At NTT DATA Business Solutions, we strive to stay ahead of the game and the ever-changing retail and sales industry. As a global IT partner for business with over 30 years of experience, we can support your

company with expert guidance. By constantly developing and enhancing our AddOns, we can ensure that your expectations are met.

In the case of POS Simplified, we have used our experience from international projects with clients in the B2B and B2C markets to create a tool that streamlines order-to-cash processes. The online and offline cashbox system can help you keep up with changing consumer habits.

Get a picture of POS Simplified (POS) for B2B processes



Learn more about NTT DATA Business Solutions

www.nttdata-solutions.com

We Transform. SAP® Solutions into Value We understand the business of our clients and know what it takes to transform it into the future. At NTT DATA Business Solutions, we drive innovation – from advisory and implementation, to managed services and beyond, we continuously improve SAP solutions and technology to make them work for companies – and for their people.

