

it.cash&countersales

# Implement Effective Multichannel Commerce by Integrating POS Processes

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At itelligence, we understand that sales and retail are constantly evolving – it.cash&countersales ensures that you can give your sales teams the tools they need – even as consumer habits change.

Stefan Hoffmann, Industry Solution Principal / Global Director Trade Industries, itelligence Inc.

## POS Integration – An All-in-One Solution

# it.cash&countersales – 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.

### **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. itelligence has developed a tool to help companies avoid this: it.cash&countersales.

### **What Benefits Does it.cash&countersales 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.

An estimated

**82%**

of businesses fail because of cash flow management.

## A Cashbox Solution That Puts You Back in Control

it.cash&countersales 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 it.cash&countersales.

The AddOn from itelligence 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 itelligence, 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 it.cash&countersales, 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 it.cash&countersales (POS) for B2B Processes



**Find out how itelligence can help you transform sales processes at your enterprise to meet the demands of today's competitive market and strengthen business relationships. Get in touch today:**

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itelligence has three decades of experience supporting companies from all industries with their digital transformation. Our close partnership with SAP means we understand the technology inside out and can help you get the most out of your solutions. Our global experts are always on hand to offer support whenever and wherever you need it. We are also part of the NTT DATA Group and have access to its wealth of resources, including global data centers.