FEATHER RIVER RAIL SOCIETY

DATE: March 2017   ITEM: Old Business 2

FROM: Eugene Vicknair   SUBJECT: **Point of Sale and eCommerce**

As part of looking at replacing the current POS system and restarting our on-line store, I took another look at the top rated POS systems adding to my research last summer.

I have explored several systems and these 5 have come out in ratings and evaluation as the best options:

Name	Month cost	Hardware Cost	Platform	eCommerce	Portable Sales	Synced inventory
Shopify	$79	$1,200 or $400 plus $40/mo	iPad	yes – included	yes - $400	yes
		basic, robust and popular system, considered a good value and good fit for small retail				
Revel	unknown, requires formal quote		iPad	yes	yes	yes
		highly customizable system, likely more expensive than others				
Vend	$79 (annual)	$350-$500 plus computer	PC / Mac / iPad	yes	yes	yes
Square	requires quote	$800-$1,000	Android / iPad	yes	yes – extra	yes
ShopKeep	$79 (annual)	$1,200 - $1,400	iPad	yes	yes	yes

All the vendors sync with QuickBooks, allow for Gift Cards and Discount promotions and provide 24/7 email and phone support (except Vend which is email / on-line only). They also have reporting, management and ordering tools.

All work with credit card processors or have their own processing.

In reviewing the systems again and with updated information, I would recommend going with the Vend system. It can use some of the hardware we already have, reducing set-up costs, and has lowered their monthly cost since my last review.

Vend gets good ratings and appears to be the most flexible in terms of hardware and ecommerce set-up.

EQUIPMENT BREAKDOWN

Main Computer – Lenovo Intel Core 2 Duo with 2.2 gHz E4500 CPU, 4 GB RAM and 32-bit Windows 7 Home Premium

compatible with Vend, perform upgrading with faster hard drive and more memory, upgrade to Windows 7 Pro, add USB 3.0 card

$340 estimated upgrade cost

Receipt Printer – Star TSP1000

compatible with Vend

Cash Drawer – slave to Star TSP1000 printer

should be compatible with Vend

Bar Code Scanner – Hand Held Products IT3800

NOT compatible, would require replacement Honeywell 1400G scanner: cost $110 to $165

Credit Card Reader: Ingenico iPP350

should be compatible with Vend

REMOTE SALES

Vend will support remote sales, however the software is only compatible with iPad 4s and newer. We currently have two Android tablets running PayPal Here software, along with the appropriate credit card readers.

To change to the iPad 4 would cost about $450 plus about $360 for an iPad compatible barcode scanner.

RECOMMENDATION

I would recommend we adopt the Vend system and allocate $960 per year for the fees and a maximum of $650 for possible new hardware / upgrades, to come from two new line items in the 53000 – WP Store account: POS Fees ($960) and Technology Expenses ($650). I would recommend we NOT go for the remote iPad system yet, but stick with the current PayPal Here system for off-site shows.