

## **User Meeting – Spring 2020**



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Chief Experience Officer
March 26, 2020



## WHAT YOU'LL LEARN

#### **New Release**

- Winter 2019-2020 Release Guide
- Introducing Chat Support!

#### New Integrations

- Pointy
- Sage & QuickBooks
- Point of Rental
- Deputy
- Ez-Ad

#### New Features & Updates

#### **Special Notices**

Microsoft 7 End of Life

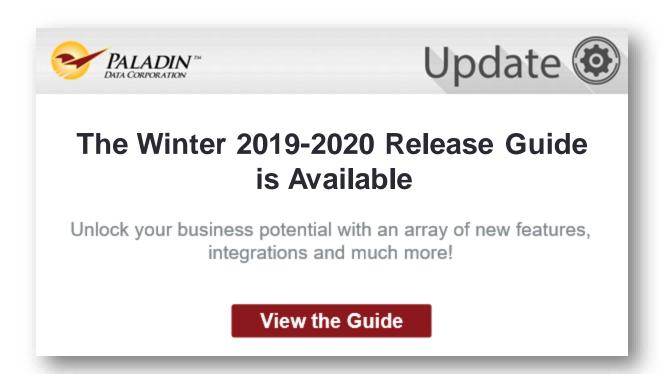




#### Winter 2019-2020 Release Guide

You are now operating on the Winter 2019-2020 Release and received the Release Guide via email.

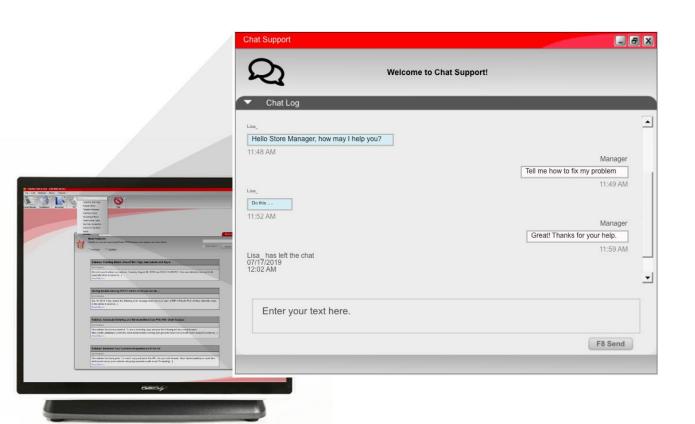
You can also view the guide by visiting the Help Portal and selecting "New Features" on the left menu.







## The industry's best support just got better!



- Help from our expert technicians is now just a couple of clicks away where you need it most – directly in Paladin.
- Simply click "Help" in the top navigation and select "Chat Support" to get your questions answered and challenges addressed quickly and easily.

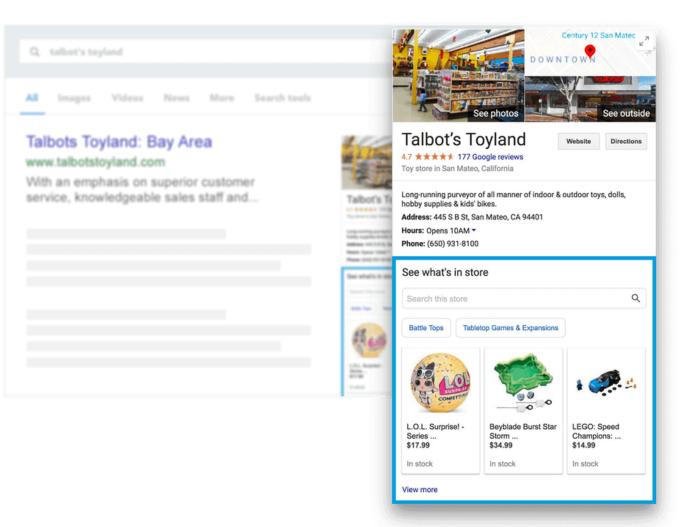


## **New Integrations**





## Level the digital playing field with big-box stores



- Pointy puts your products in front of more local shoppers improving your online presence and sales performance.
- Feature your products and pricing within Google searches.
- Position your store and your products at the top of search results.

Sign up at: <a href="mailto:pointy.com/paladin">pointy.com/paladin</a>







## Accountants rejoice! Financial integration with Sage

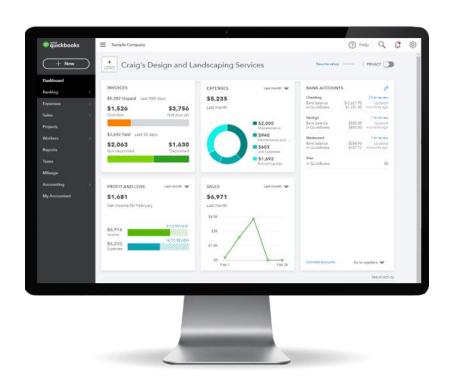
- Streamline your accounting practices no matter what size business.
- End of day General Ledger data pushes to Sage.
- Integrates with Sage 50cloud.
- Sage 50 invoices show order line-item details and appear shortly after the purchase order is closed in Paladin.





## New QuickBooks integration features

- QuickBooks Online support added.
- Transfer completed purchase orders to QuickBooks automatically.
- QuickBooks invoices will show order lineitem details and appear shortly after the purchase order is closed in Paladin.
- Multi-store: Assign QuickBooks class IDs to distinguish general ledger data by store.









### Make your store the Rental destination



- Rental is a \$63B industry with gross profit between 76%-84%.
- Creates additional retail selling opportunities with add-ons for the project + returning the item.
- Easily set up, manage and track rental contracts, maintenance and inventory.
- Grow your rental department with the Point of Rental integration.







## Time clock & employee scheduling



The integration with Deputy leverages your data to graph forecasted sales and build optimized employee schedules.





## Digital signage + mobile app





EZ-AD

- Easy-to-use suite of marketing technologies.
- In-store digital signage, video, print signs, real-time inventory, pricing and competitive price comparison—all from a single app.
- Sync your POS data & display products in your store.
- Collect customer information through a Spin-To-Win game. Customers love to win!

Sign up at: <a href="https://www.ezadtv.com/paladin">www.ezadtv.com/paladin</a>







## New Features & Updates





## Sell by weight!

- The <u>Cardinal Detecto APS30</u>
   <u>digital scale</u> makes selling bulk
   items, from nuts and bolts to flour
   and fruit, fast and accurate.
- The <u>Datalogic Magellan 9800i</u>
  <u>Scanner Scale</u> combines the precision of a high-performance barcode scanner and the accuracy of a digital scale.







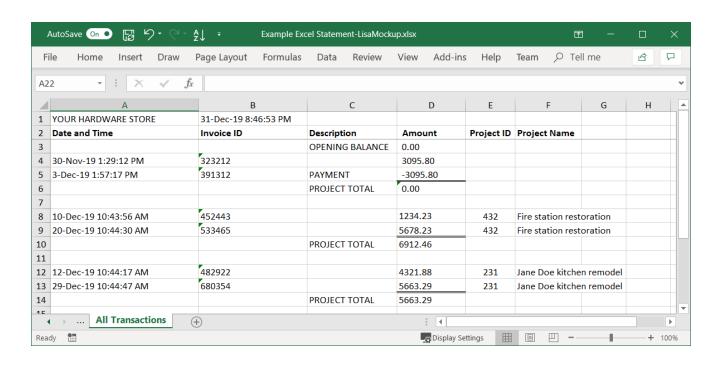
#### BOGO's

# BUY ONE GET ONE

- Buy One, Get One discounts are hands-down the most popular sales promotions in the retail industry.
- Our BOGO feature lets you design and customize your own BOGO sales.
- See Pricing Plans and follow the built-in wizard.



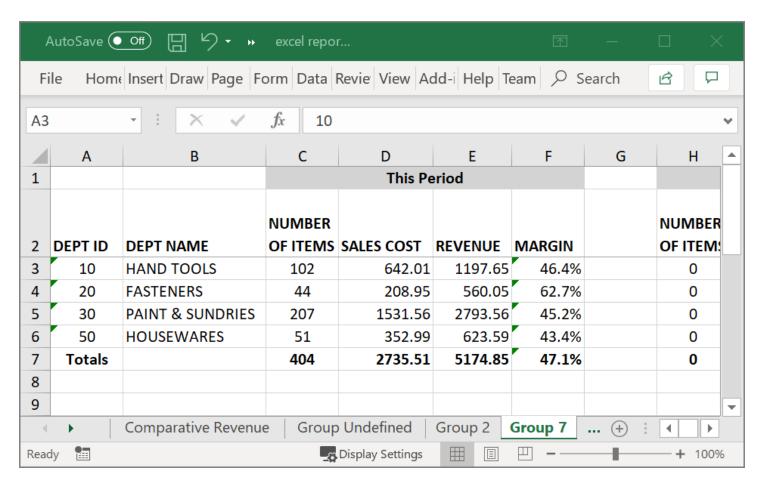
## Email statements include charges itemized by Project



 Projects and jobs will be itemized and subtotaled in MS Excel file attached to emailed statements.



## Comparative revenue reports for department groups



- View revenue by department groups in the Comparative Revenue report (Excel version).
- Assign group IDs to some or all departments.
- A worksheets is created for each group.



## **Auto-print yard orders**

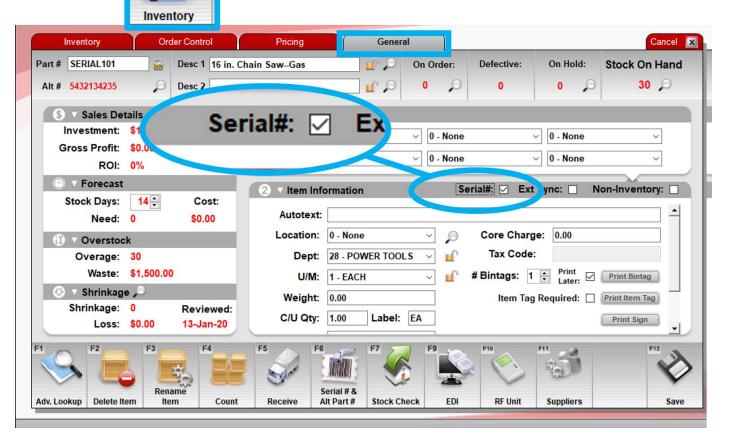


- Automatically print yard orders for items that have a yard order location.
- If the auto-print option is not selected, the cashier will be prompted to print the yard order.
- Yard orders must be printed at the time of purchase.









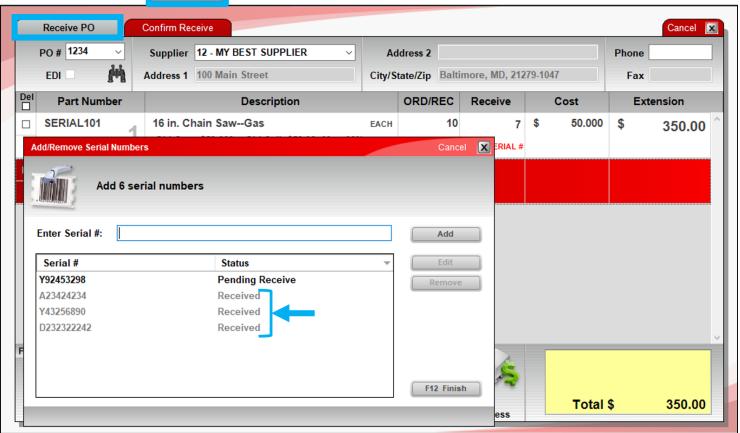
 Track serial numbers when receiving and selling serialized equipment.

 Unique serial numbers are enforced for each serialized item.

 Multi-store serialized item transfers supported.

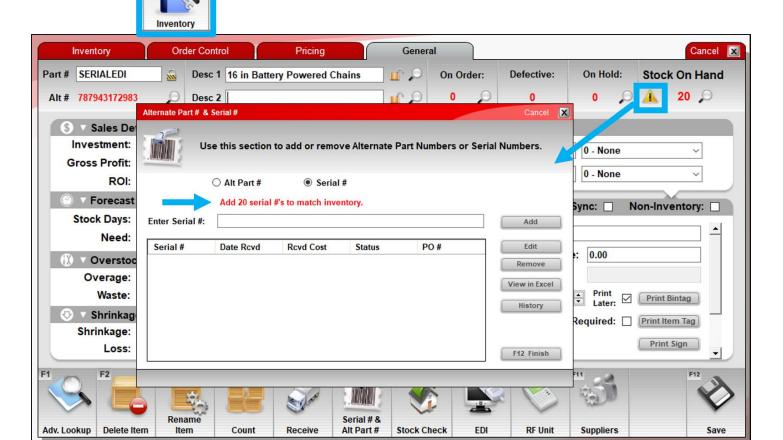






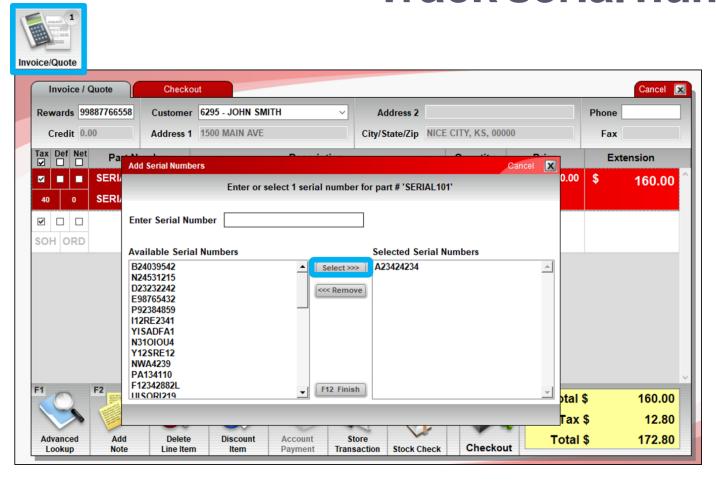
- Serial numbers are entered when items are manually-received.
- Unique receiving costs are tracked for each serial number.





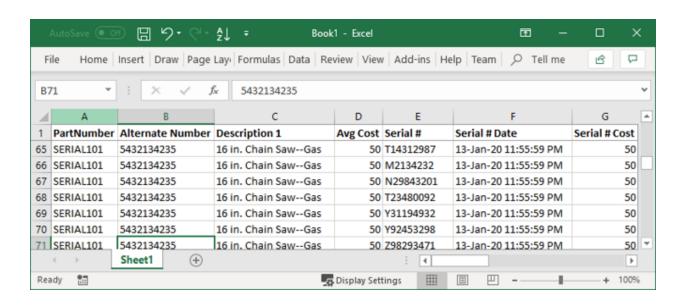
• The serial numbers must be entered afterward in the Inventory module when serialized items are received by EDI.





 The serial number must be selected at checkout when a serialized item is sold.



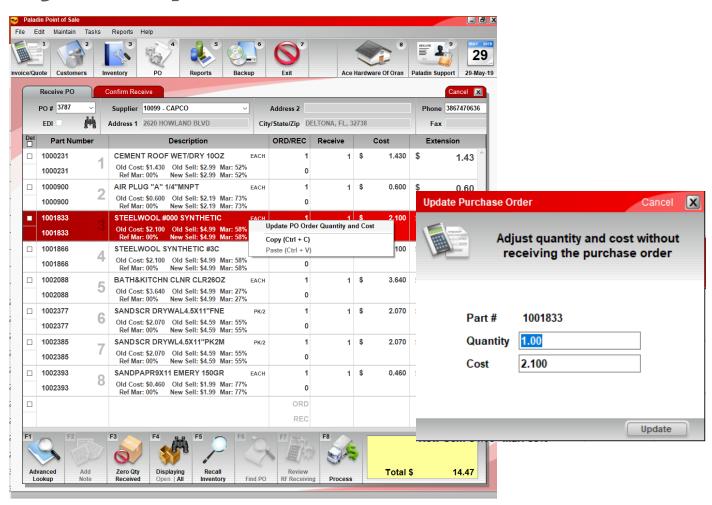


View a list of all 'sold vs.
 available' serialized products
 and numbers in the Serial
 Number List report.



## Edit the quantity and price on a sent PO

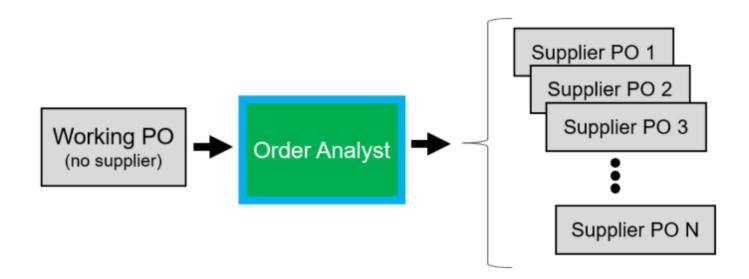
 Change and save an order item's quantity and price on a PO that was already sent to your supplier.



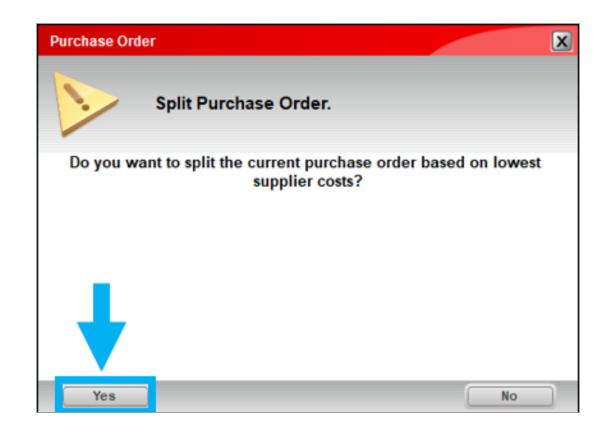


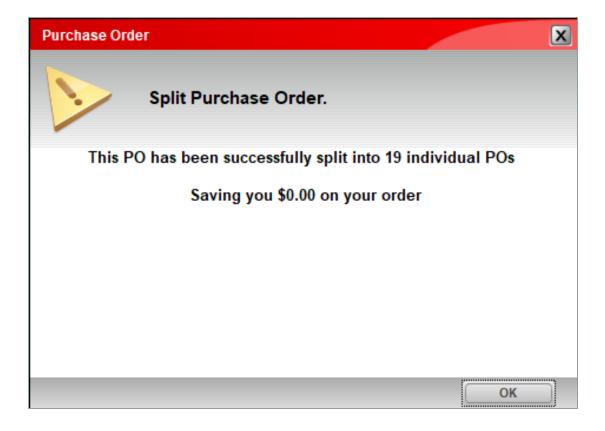


Instantly create ready-to-buy supplier purchase orders for suggested order items or a *purchase order without a selected supplier* with Order Analyst.







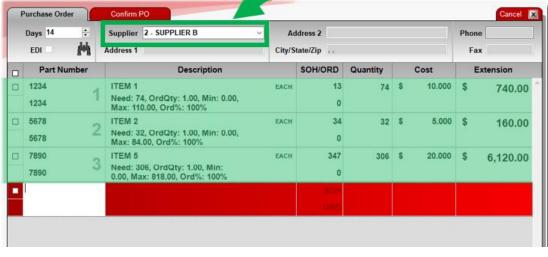






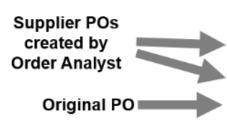
Items are split based on their Primary Supplier, **Supplier 1**.

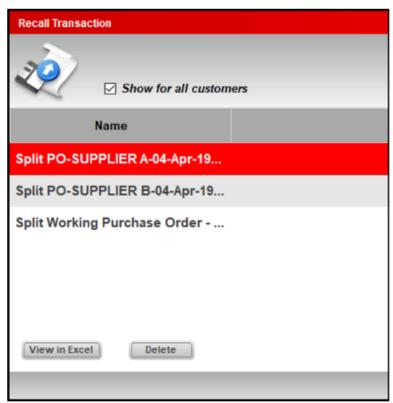






After the individual supplier purchase orders are created, a completion message appears and the original and new purchase order names have the prefix **Split**.



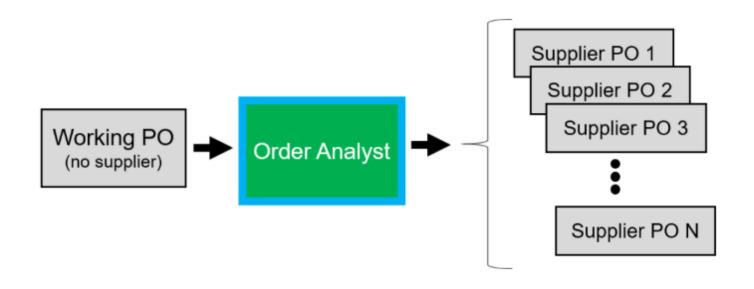






## Purchase orders: Order Analyst part 2 (best cost)

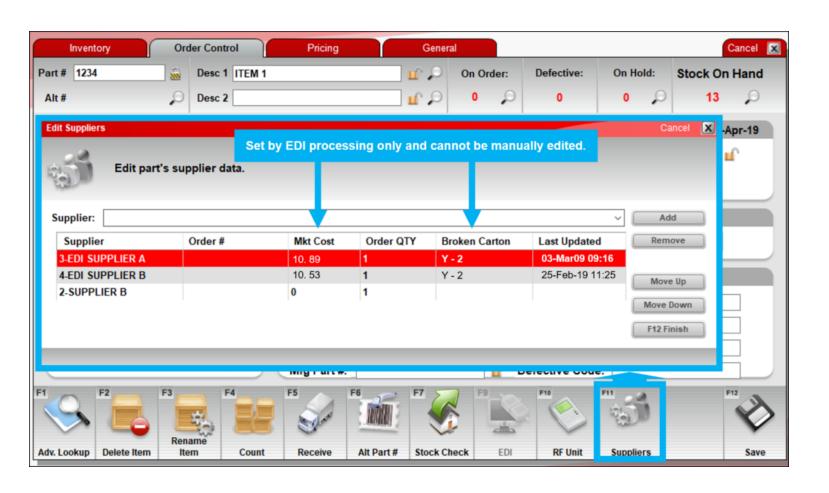
Compare supplier costs across your EDI systems automatically and always order from the lowest-cost EDI supplier with Order Analyst.



**Note:** The lowest-cost EDI Supplier feature is currently available for limited Suppliers:



### Purchase orders: Order Analyst part 2 (best cost)

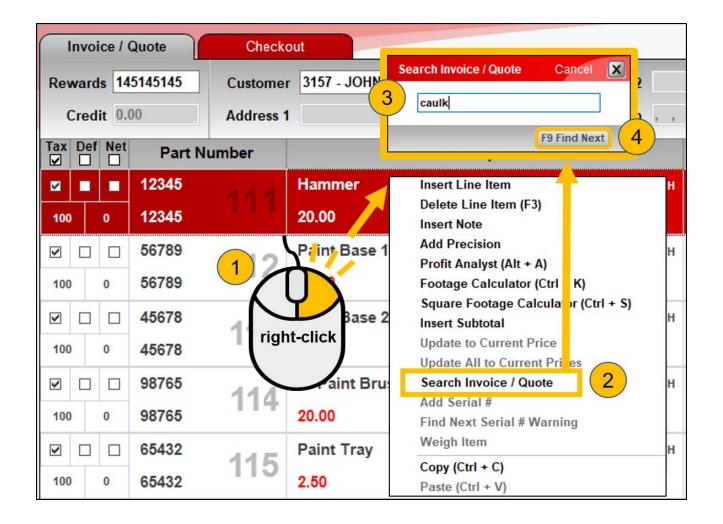


- Mkt Cost and Broken
   Carton code are auto populated through EDI the
   first time EDI is processed
   after this update.
- IMPORTANT: If only one EDI vendor exists on the inventory item, Order Analyst orders from the EDI vendor, whether it was cheaper than a non-EDI supplier or not.





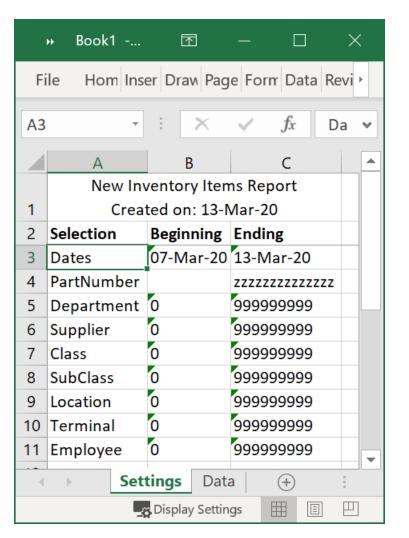
## Invoice & Quote: Right-click search feature



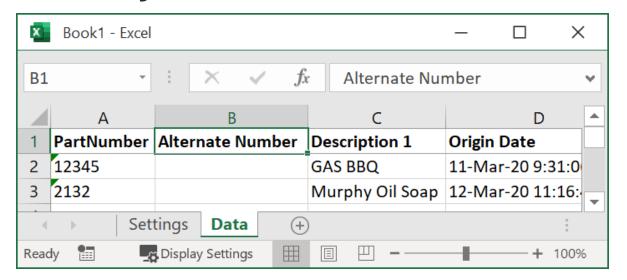
 Quickly search for a part number or description with this new quick access (right-click) menu feature.



## **New Inventory Items Report**

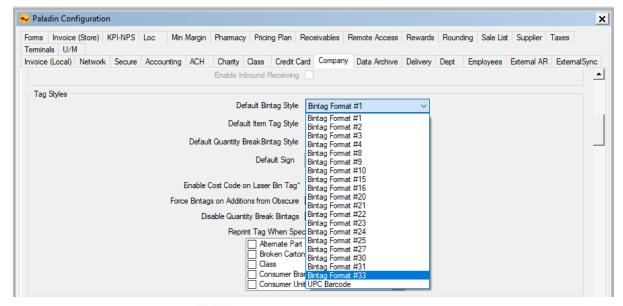


- Track the new items that were added to your inventory with the New Inventory Items report.
- Find it in the Reports module, Inventory > History section.





## Bin Tags: Bin tag styles #34-38



10111 578912
PAINT BRUSH FOA ACE BENJA
082826000068
016 \$0.99

- New bin tags #34-38 are available for desktop and portable printers.
- To view the complete list of bin tags, labels and more, click the link: LTSR catalog or go to portal.paladinpos.com and search for "LTSR" and select: "LTSR catalog for labels, tags, signs, and reports"



## Coming Soon!

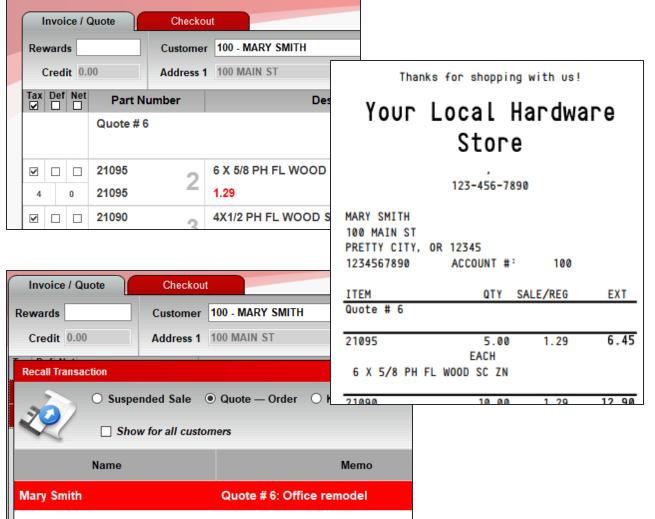


### The Industry's Leading Mobile All-In-One POS Solution





## **Numbered quotes**



- Automatically number quotes for easy reference.
- Quote #'s (starting with 1) added when you store the quote.
- Quote # appears as Note item and in Memo column in the Recall Transaction window.
- Optional feature. Turn on with Enable Quote Numbers setting.



## Collect on Delivery (COD) payments



- Payments can be collected on delivery (COD).
- Designed for customers with zero store credit.
- After delivery, collected funds are processed as Account Payments in Paladin.
- An uncollected COD payment will generate a monthly statement.



#### Windows 7 End of Life



Microsoft will no longer support Windows 7 come January, 2020. We're here to help guide you through upgrading to Windows 10.



Are you secure?

Whether you're purchasing new machines or just need help deploying, we're here to help.

To get started, visit: store.paladinpos.com



## Q+A



#### **Next Webinar:**

## An Excel(lent) Venture: Incorporate Excel into Your Operation

March 31 @ 9am PT

Register: <a href="mailto:portal.paladinpos.com/webinars">portal.paladinpos.com/webinars</a>



## Check out our Winter 2019-2020 Release Guide on the Help Portal.

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