Bringing the Power of OneStep Automation to Your Business

Are You in Control of Your Business?

Business Control Systems Corp.

Distribution

Retail

The Problem:

Today, running a successful business is complicated. To be successful you need to know your market, service your customers, make sales and edge out the competition.

You need to understand who your customers are and what they want. You have inventory to count, vendors to track, employees to manage, sales to make, prices to set, budgets to keep, taxes to calculate, invoice to pay, and on and on and on………

How can you keep everything under *control* and still have time to enjoy the rewards?

The Business Control Systems Solution:

Business Control Systems has the solution: The **BCSC OneStep System**

The OneStep System is a business application specifically designed for the Retail and Distribution industries.

The BCSC OneStep System lets you do a lot more than just Point of Sale or Distribution Order Entry: Maintain customer contacts, accounting records, inventory and customer tracking, compliance tracking, and powerful reports to keep you up-to-date on all aspects of your business – so that you can make profitable decisions.

Ring Up in Store Sales, Download On-Line Orders, Manage your Purchasing and Inventory in OneStep

Automating your business with BCSC's OneStep keeps you up to date and provides the tools you need to manage the business efficiently and effectively! When you ring up sales or input an order your customer, inventory, and accounting records are automatically tracked.

Reporting features let you know exactly how your business is doing

Know how much profit is generated by every item. Turn your inventory into cash fast by knowing which items sell and which "shelf-sitters" are wasting space and money.

Know which customers buy what items. Stop wasting money on stocking your shelves with items your customers aren't buying. More importantly, stop running out of stock on items your customers *always* buy.

Reports will also help you asses exactly where your expenses and time are most used. You will even be able to know which customers have not been doing business with you and reward them for coming back.

Bring the Power of One Step Automation to Your Retail or Distribution Business

BCSC OneStep basic system contains everything you need to manage your business.

If your business has special requirements there are a number of modules created to accommodate those needs. From the ability to manage scale based items to Federal and State form management for BATF controlled industries, along with Contract management where needed OneStep covers a broad range of requirements for all Retailers and Distributors

The OneStep system is designed for <u>you</u> and your business needs.

The Point of Sale & Distribution Systems

POS   Distribution   Mobility

OneStep puts You in Control!

The Point of Sale (POS) and/or Distribution Systems automate Sales, Inventory Control, Purchasing, and Accounting.

Everything from **"top-sellers"** and **"slow movers"** and **profit** reporting is at your fingertips!

When you ring up a sale or process an order inventory and customer records are instantly updated. That information is then instantly automatically available for merchandising reports, purchasing requirements, customer histories, accounting and financial records.

It works for business with one or many locations! All of the information for each location is available instantly and can be analyzed individually or as a whole.

Improve your cash flow!

You will be in control of your assets, and have better understanding of your current situation.

Automated Purchasing Advice and Purchase Order creation keeps you on top of your inventory requirements and lets you know which products re-stocked and how long it took them to move of the shelf.

Become a better manager of your successful business!

The BCSC POS & Distribution systems include a number of features:

- It automatically adjusts inventory after processing sales or receiving orders to maintain accurate inventory records and product availability
- Record sales, returns, lay-a-ways, holds, special orders and on account payments
- Price Merchandise automatically (including special discounts) according to custom parameters
- Handle Drop ships and Backorders
- Calculate taxes accurately by State, by County, by City, by Item type, by Item Weight, by item Quantity etc.
- Credit Cards processing with build in EMV compliance providing the security you and your customers need.
- Print barcode labels
- Tracks Customers and their purchase history
- Provides a simple way to address customers based on buying patterns
- Provides complete historical reporting
- Easy item lookup
- Transfer complete accounting information to General Ledger
- Satisfies BATF and many State requirements automatically
- Automated shipping automatically prices shipments and prints labels for all major carriers

Designed to manage Retail, Wholesale, and e-Commerce.

It is a powerful easy to use tool that will keep you in control.

It will reduce the time demands placed on you by your business.

Some Key Features of the Point of Sale & Distribution Systems

Point of Sale and Distribution are at the heart of the Business Control OneStep.

Point of Sale is focused on retail sales while Distribution is specifically designed for the special needs of Wholesale and e-Commerce businesses.

Items are automatically deducted from inventory whenever you make a sale, or reserved when Orders are entered. Find out how much of any item is in inventory and available. Quickly create Backorders and Drop-ships. Perform multiple tasks simultaneously.

Point of Sale Ticket Entry

POS Operator Screen

Customer View Screen

Point of Sale provides fully integrated and easy to use transaction functions. Simple sales are processed easily and quickly. Other processes such as Price Checks, Holds, Returns, Discounts, Sale pricing, Layaways, Orders, Quotes, Rentals etc. are designed to have very few and simple steps along with control functions preventing errors.

Customers can view the display of their purchases along with continuous in store advertising with the Advertising Option.

Customers and Inventory can easily be added on the fly.

DISTRIBUTION SYSTEM

Order Entry Operator Screen

The Distribution Module is intended for Distributors (Wholesalers), and light Manufacturers and e-Commerce Order Fulfillment companies.

The complete process of Order Fulfillment is a robust process. Back-Orders, Drop-Ships, Standing Orders, Releases, RMAs, Quotes, and Credit Memos are easy to process and track.

Customer's multiple Ship-To locations, POs (Purchase Orders), Contract Prices, Permits with their expiration dates (such as FFLs), and E-Commerce order downloads.

DISTRIBUTION SYSTEM (con't)

Item Entry is simple and informative. It automatically displays the Quantity on Hand, Quantity Available, and Quantity Committed instantly making the user aware of product availability.

Prices can be automatically calculated based on formulas, customer categories, quantities purchased, Contracts, or manually entered. The Last Price the customer paid is automatically displayed.

Order Picking includes automated Pick-Verify for automatic verification of correctly picked items.

Comments and Notes can be displayed and printed on Items, Picking Tickets, Invoices, or simply stored with the order.

Order Status Updates can be communicated to Customers via automated emails.

Documents can easily be associated with the order and made available during processing.

Payments via Cash, Check, Accounts Receivable, Credit Cards, or e-Commerce pre-payment can be processed quickly and easily.

SALES HISTORY

OneSteps retains and displays on demand historical sales information via a number of views and reports. Analysis of customers and items is simple and effective.

Marketing from history works for you to create email blasts, mailings, or call lists by picking customers you want to target via a number of item, customer type, and monetary and date range filters

Sales Performance analysis ranks and displays item profitability and movement in a concise and easy to view on screen display or printed report in summary or detail form.

Commissions can be tracked by formulas, percentages or dollar amounts using a number of qualifiers for customers, sales staff, and items.

INVENTORY CONTROL

The Inventory management part of the system has the ability to track multiple parameters on various types of items.

Items can be basic items, scale based items, weighted items, multi-dimensional items (color/size), serialized items with/without permit required, and bill of material based items. Other types of items that can be tracked are Non-Inventory Items, Consignment Items, Trades. Items like Labor and Services can be tracked and evaluated for their performance.

Items can be set to be restricted to a specific age customer forcing the operator to enter the birthdate at Point of Sale.

In addition to common items special parameters associated with specific industries such as Firearm or Tobacco and others, can be tracked as required by those industries for Tax or regulatory compliance (ATF).

Multiple Warehouse location tracking with individual costs for all locations is an integral part of OneStep.

Inventory Costs can be tracked by Average, Last or FIFO (First In-First Out) basis. Costs of Serialized items are based on the individual Cost of each Serial item, whereas costs for Gridded Items can be different for each cell in the grid.

Pricing of items is a robust design with multiple options for automated pricing using formulas and automatic rounding.

Price Codes allow for segmenting pricing by category of items or by specific items for specific categories of customers.

Contract Pricing is a powerful contract management module specifically designed to enable extreme flexibility in automatically determining the price for a specific customer.

Sale Pricing is designed to price an item, category of items, or items extracted from the system via an item specific filter at a special price starting on a specific date and time and ending on a specified date and time.
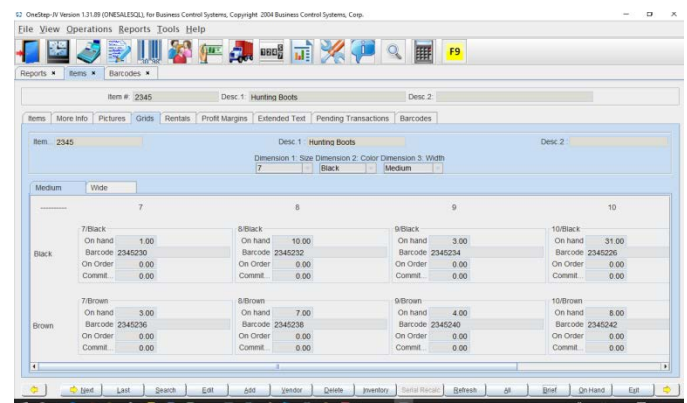
Multiple Units of Measure for a single item tracks sales by each, case, box etc., or any other unit you want to assign to the item. Each unit with its own barcode, price and discount structure.

Serialized Items are tracked with individual costs per each serial number. A serialized item can be priced by the item number/barcode, or by serial number with specific pricing for specific serial numbers.

Scale based items are items that are priced by weight and have to be placed on the scale at check-out to arrive at a final price.

Weighted Barcode Items are items priced on a deli scale whereas the barcode contains both the item ID and Price.
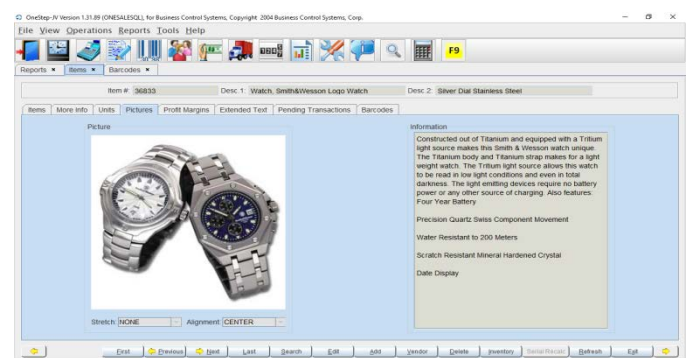
Gridded Items are items consisting of multiple dimensions such as color and size. Each item within the grid can have its own cost and price.

Rental Items are items from existing inventory allocated to Rentals. Reservations are available for Rental Items. Rentals can be priced by hour, day, week, month and require Deposit payment with selection of payment on pick-up or drop-off with preset late payments.

Pictures and Long Descriptions can be stored and published to an e-commerce site or used for internal reference

PURCHASING

Know Exactly What Items to Stock and When to Stock Them!

The Purchasing Module contains multiple Purchasing Advice Reports that can automatically create Purchase Orders or simply report on which items need to be purchased and when. The system automatically tracks which Vendor sold you the item at what cost. It has the setting for making a Vendor a primary supplier of a product with the required minimum orders from that vendor

Min/Max has the ability to calculate the min/max values for the item based on the item sell through history. Specific seasonal inventory purchases are easily accommodated.

Replenishment Report quickly and easily focuses in on the items that were sold during a specific period of time and provides all the necessary information to make a decision to restock which items, at what quantities and from which vendors.

Days of Supply Report determines how long the items in inventory will last based on the performance history of the item and the forecasted sales percentage of historic performance.
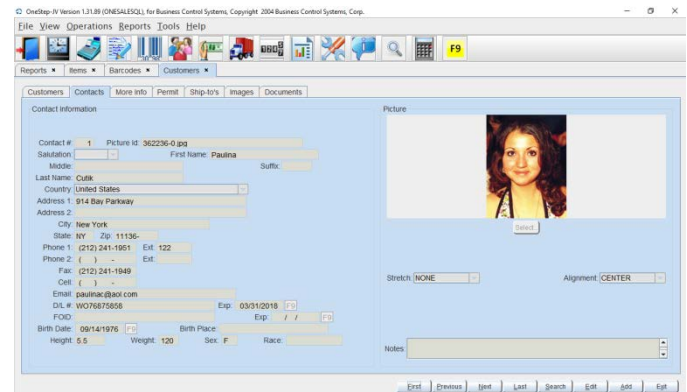
Open to Buy Analysis utilizes a combination of Inventory Quantities, Existing Orders, and historic turning rates to project your inventory needs on quarterly, semi-annual, and annual basis.

Open to Buy Forecast utilizes all the functionality of the Open to Buy Report and additionally takes into account Quotes with a percent probability of sales to arrive at a forecasted Purchasing Advice.

Barcode Labels - Shelf Labels -Tags can be printed via the label module in many formats for items being received or in stock. Labels can contain a number of parameters including barcoded serial numbers, coded costs etc.

Customer Management

Customers can be added to the system by scanning their Driver's Licenses, Passports, Business Cards or be manually entered. Detail customer information can be tracked if necessary inclusive of Pictures, ID's, Specific Forms and e-Mails related to the customer can be stored and easily recalled for use. The customer management system has the ability to print Customer IDs in conjunction with the ID Card Sub-System. Customer purchases can be tracked for Loyalty or for another Customer Reward System.

Membership Tracking is an integral part of the system. On-screen notifications can be set to prompt membership Renewals.

Accounts Receivable module can track customer's balances on Balance Forward or Open Item basis and produce statements and reports on outstanding receivables

Marketing Communications are designed to address customers by a multitude of parameters inclusive of customer categories, membership expirations, items purchased, or spending pattern over a period of time etc.

Permits and Licensing information such as City, State or Federal Licensees can be tracked with expiration date verification.

BATF Regulated Industries

Firearm Retail, Distribution and Shooting Ranges

Business Control Systems Corp. developed the Firearm tracking system in the early 1990s. BCSC was one of the first companies to introduce the electronic version of the Bound Book/A & D Book (Acquisition and Disposition).

The OneStep system contains many features specific to the Firearm industry.

- ATF Electronic 4473s
- ATF Electronic 3310 (Multiple Gun Purchase)
- ATF Electronic 2933 (Explosives)
- State Specific forms are available for selected states

The ATF compliant Bound Book tracks all the details related to Acquisitions and Dispositions along with additional capabilities unrelated to the ATF like the condition of the firearm and any pertinent detail related to the specific serial number.

Customers can be added to the system by scanning their Driver's License< Firearm ID cards, Passports, or Cary Permits.. The detail of their record gets pre-filled and the picture of the ID is stored.

Expiration dates are tracked on all permits including FFLs, Driver's Licenses, Concealed Carry Permits, and Customer Memberships. Automatic notification capability is an integral part of the system.

Item records contain firearm specific fields such as Action, Model, Caliber, Barrel Length, and Finish. Multiple barcodes can be tracked for a single item and an infinite number of serial numbers per item. Firearms can be New or Used, acquired via Purchasing, Trades, and Transfers etc. Disposed via Sales, RTVs (Returns to Vendor), Destroyed etc. ,

The OneStep system uses Serialized Costing and Serialized Pricing for Firearms. Profit margins are based on specific serial numbers. Physical Counts of inventory is a simple and automated process. Barcode Labels can include all parameters of the firearm inclusive of a barcoded serial number and item number along with a coded cost if necessary.

Additional fields specifically designed to outline the condition of the firearm by serial number is very instrumental in for use by gunsmiths, accepting consignments, tracking antiques, and specialty products.

The reporting system associated with firearm tracking adheres to all requirements specified by the BATF as well as accommodating internal operations for establishing precise firearm inventory value new or used by type of Acquisition. For example, it is easy to determine the value of firearms that came in as a Trade Ins ,as opposed to all other firearm inventory from other Acquisitions.