

CHAPTER 1

I. INTRODUCTION

A. Motivation and Background

A sales and inventory system is a software-based business solution used to simultaneously track sales activity and inventory. Manufacturers and trade resellers can both benefit from a thorough solution, where single transaction entry records necessary details on the customer, products purchased, price and date while also updating inventory levels.

Using computerized sales and inventory systems allows for much greater accuracy in stocking and product management. They encourage ease of interaction between employees and shoppers as transactions are processed and items move from the business to the consumer. Computerized sales help provide better insight into which products are most popular. It also allows for enhanced marketing, stocking and oversight of critical sales objectives.

Computerized sales and inventory systems save time for businesses by speeding up transactions while raising accuracy. This allows for confidence in accounting and accountability among employees as it is easy to verify how much money and what time transactions took place.

They also allow for consistent experiences in terms of customer service. People know there is always a uniform interaction at the register that requires tendering payment, taking a receipt and transition of ownership of products and services. This generates confidence in a business and ensures on going consumer relationships. Computerized systems are the most common method of inventory control and sales processing in retail markets.

In using this computerized sales and inventory system you can establish the benefits you and your business handling may have. First is time savings. The amount of time that can be saved by a business is perhaps the biggest benefit of using a computerized inventory system. In cases where a shop maintains all data manually, its manager must reconcile each sales receipt with every piece of physical inventory. Depending on the size of the establishment and how many different products are sold, this can be a daunting and time consuming task. If that same store, however, used a computerized point of sale or POS System, the master inventory list would be updated electronically each time a sale is made. The only thing a manager would have to do each day is print out the report highlighting the inventory to be restocked. Second is accuracy. An additional benefit of using a computerized inventory system is the accuracy it ensures. When an inventory list is maintained by hand, the margin of error widens with each update. If one mathematical calculation is wrong or one typo is made, disaster may occur. And lastly is the consistency. A small business operates most efficiently when its processes are executed in a consistent manner. By using a computerized inventory system, a business owner can ensure that all orders, reports and other documents relating to inventory are uniform in their presentation, regardless of

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