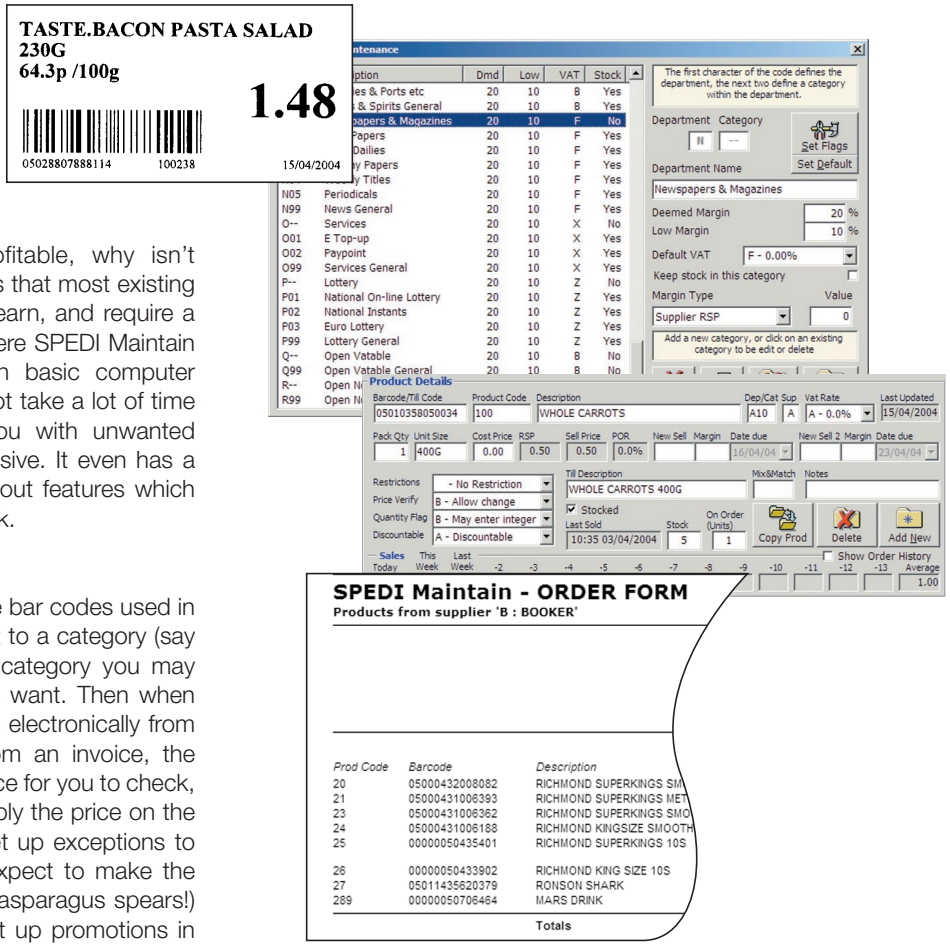
SPEDI
retail software

SPEDI Maintain

Increase your profits

The team at STD Retail Solutions have been designing computer systems for convenience stores for over twenty years, and their products have been installed in over two thousand stores. Their experience shows that a good computer system really increases the profits that your store makes. It helps you to sell goods at the margin that you want, and this alone can add one percent to your gross margins! It helps you to communicate with your major suppliers, obtaining price and product information to keep you up to date. It allows you to set up an effective promotion programme. It helps you to reorder the stock that you need, reducing the cost of holding stock and cutting waste. It identifies products that are not selling well, and your best products, so that you can increase your turnover. It improves the security of your store, identifying areas where you are making losses. It gives your store a modern image with the efficient scanning checkouts that your customers now expect. Put these benefits together, and almost every industry observer will assert that a good system can increase net profits by at least two percent.



Make it easy

If computer systems are so profitable, why isn't everybody using one? The answer is that most existing systems are expensive, difficult to learn, and require a lot of your valuable time. This is where SPEDI Maintain has major advantages. It runs on basic computer equipment, is easy to learn, does not take a lot of time to manage, does not overload you with unwanted lengthy reports, and it is not expensive. It even has a training mode, so that you can try out features which you haven't used before, without risk.

Pricing control

SPEDI Maintain keeps a file of all the bar codes used in your store. It allocates each product to a category (say canned vegetables), and for each category you may define the pricing strategy that you want. Then when you receive new pricing information, electronically from your main supplier, or perhaps from an invoice, the system will suggest a new selling price for you to check, then print a shelf edge label and apply the price on the agreed date. (Obviously you can set up exceptions to the general rules – you wouldn't expect to make the same margin on baked beans and asparagus spears!) You can also use the system to set up promotions in advance, so that the promotion price only applies to the advertised period of the promotion and you do not have to relabel your stock at the beginning and end.

Suggested orders

SPEDI Maintain keeps sales records for the last thirteen weeks. When you wish to place an order, a report lists the products available from the supplier, showing the pattern of sales (and stock holding if you are recording it), and suggesting an order quantity. You may use this list to check your order. Alternatively, you may use a hand held scanner to walk through the store and select the products that you wish to order.

Stock control

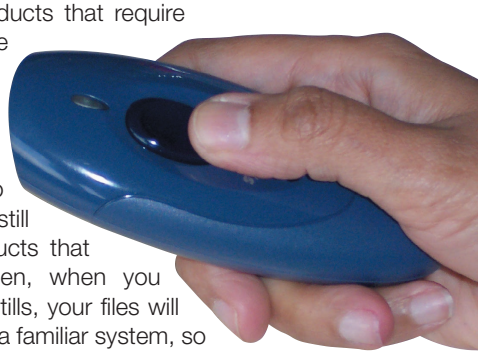
SPEDI Maintain, linked to your tills, records the sale of every item. If you also record the deliveries to your store (which may use electronic delivery notes from your supplier), then you are able to keep a record of the stock of each product. Apart from helping you to calculate more accurate orders, this will improve your security by identifying the losses in each product – a very useful first step to stopping the losses. We recommend that you do this for the key high value lines – cigarettes, tobacco, spirits etc.

Reporting

There are a wide range of reports available to help you see what is doing well in your business and what needs your attention. Reports include a price book, suggested orders, best and worst sellers, products not sold since a specified date, low margin products, stock reports, stock changes, and stock valuation. All the reports may be displayed on the screen or printed.

Stand alone entry system

SPEDI Maintain can add value to your business even if you use it without scanning tills! If you have a computer at home or in the store, then for about £400 you can install SPEDI Maintain with a hand held scanner, and get the important benefits of margin control and easy ordering. This will very quickly repay your investment. The prices will be calculated using the latest electronic information from your supplier. The computer will print shelf edge labels, so that your staff have easy access to the latest price when shelf filling. You can use the hand held scanner to note products that require ordering (scan the bar code on the shelf edge label if you have no products in stock!), review the order on the computer, then send it electronically to your supplier. The reports still help you to identify products that need your attention. Then, when you decide to install scanning tills, your files will already be built for you on a familiar system, so that the process will be quick and easy!



RETAIL SOLUTIONS

Developers of user-friendly computer systems for independent retailers and multiples for twenty years

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