

The QuickBooks Point of Sale (POS) ROI Worksheet



A POS System can actually increase your bottom line profit...Here's How!!

	Sample Retail Operation		Your Operation
Annual Sales	100%	300,000.00	
Reduce Theft & Shrinkage	2%	6000.00	
Increase Accuracy on Statements and Invoices	1%	3000.00	
Increase Accuracy during sales transactions (pricing, discounts, etc.)	.5%	1500.00	
Reduce Mishandled Inventory	1%	3000.00	
Increase Sales Transaction Capacity	1%	3000.00	
Increase Inventory control (slow moving item tracking, Inventory turns, etc.)	1%	3000.00	
Increase Customer Loyalty (with Frequent Buyer Programs, Directed mailing, etc.)	1%	3000.00	
Manual Paperwork reduction	1%	3000.00	
Reduction in chargeback activity	.5%	1500.00	
Total Increase to Profitability	9%	27,000.00	
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Cost of POS Package, one work station		2699.95	
Net Gain of POS Installation		10 months	

Percentages based on information from Retailer Today Magazine (1998).