

MEAT & LIVESTOCK AUSTRALIA RETAIL BUTCHER PORTAL SYSTEMS

Hardware options:

- Scale based single terminal site.
- PC based single terminal site.
- Multi-terminal site PC.
- Multi-terminal site scale & PC
- PDT scanner



Equipment: \$7,750 plus GST

Equipment rental: \$ 267.38 per month, 4 yrs

Subscription: \$78 per month plus GST

\$2.60 per day plus GST

- Avery Berkel M202 button panel.
- Standard cash drawer
- PC controller consolidator.
- MX100 scale software in-store and controlled by Portal.
- Dataflow to Reporting portal.
- No frequent shopper.
- No basket analysis.
- No user reporting @ portal
- No tender information @ portal
- No transaction detail @ portal
- Cannot add terminals.

STANDALONE PC BASED



Customer display



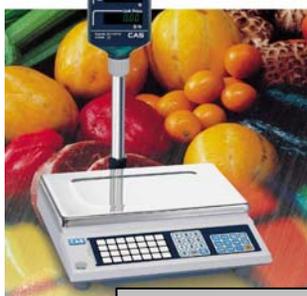
Operator touch display



Barcode scanners

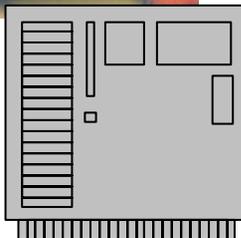


Receipt & Labels



CAS AP1W scales

Standard Cash drawer



- PC touch screen 15".
- Receipt/label printer.
- Standard cash drawer
- 2 x 20 char customer display.
- Report printer (A4).
- CAS scales.
- PosPortal software.
- Reporting Portal access.
- Basket analysis.
- Frequent shopper option
- User reporting @ portal
- Tender information @ portal
- Transaction information @ portal
- Cannot add a terminal

Equipment: \$8,650 plus GST

Equipment rental: \$ 294.96 per month, 4 yrs

Subscription: \$93 per month plus GST

\$3.10 per day plus GST

MULTI TERMINAL



- Integrated 12/15 inch touch system.
- 15 inch customer display.
- Receipt/label printer Citizen or Epson
- Flip top or standard cash drawer options.
- CAS or Digi DS770 or Avery Berkel scale – weigh only.
- Ingredient labeling option pre-pack.
- Barcode scanner.
- Supports multiple terminals.
- PosPortal software.
- Reporting portal.
- Portal ASP option for Back Office.
- Loyalty frequent shopper support.
- EFTPOS optional.

MULTI TERMINAL

Including:

Two terminal system with 12 inch operator touch panels.

Two 15 inch customer displays.

Two Citizen receipt/label printers

Two CAS AP1W 15kg scales

Two Flip top cash drawers

Two barcode scanners

Two POS PosPortal software licenses

Network hub

Subscription includes:

1. Reporting portal
2. Cashup, Users
3. Inventory
4. Procurement
5. Debtors
6. Loyalty, Frequent Shopper (MLA version)
7. Creditors (suppliers)
8. Redundancy pgms

Equipment: \$19,318.72 plus GST plus installation

Equipment rental: \$ 605.65 per month, 4 yrs

Subscription: \$209.50 per month plus GST

\$7.00 per day plus GST

Centre weighing scale – checkout

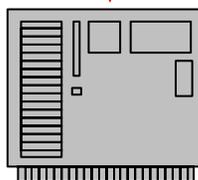
M Series

M Series



Receipt & Labels

Barcode scanners



- Multiple or single M or MP series Avery Berkel label printing scales.
- Scales linked in LAN to Check-out PC touch terminal.
- Single point of payment.
- Multiple serving points.
- Frequent shopper available @ check-out redemption & point accrual.
- Transactional info available.
- Clerk information unavailable.
- ASP options available.
- MLA full portal functionality, except clerk transaction.

2 scale, 1 check-out example:

Equipment \$16,400 plus GST & installation

Equipment rent: \$ 514.14 per month, 4 yrs

Subscriptions \$185 per month

\$ 6.20 per day

Portal solutions

- Scan in the back door for EAN/UPC labeled products received.
- Scan vehicle delivery requirements.
- Scan stock transfers.
- Scan stock takes.
- Access portal functions (restricted).
- Take orders.
- Loyalty enquiry.



Price: \$ 2,395 plus GST

Rental: \$ 97.78 per month, 4 yrs

MEAT & LIVESTOCK AUSTRALIA RETAIL BUTCHER PORTAL SYSTEMS

- The pricing in this presentation is *indicative* and may change without notice.
- The pricing is correct at the time of preparation 29 Sept 2004.
- Optional A4 printers and other devices are not included in these prices unless expressly stated they are.
- The prices in this presentation do not constitute a quotation.
- Prices associated with freight, installation, training and maintenance are not included in the prices in this presentation unless expressly stated otherwise.
- Rental figures are from Rentsmart & subject to change and credit approval processes. The rental figures are based on no deposit and a 4 year rental term, at the end of which the equipment is returned to Rentsmart or purchased for by the Renter at a negotiated price. Alternatively, equipment is returned and new equipment and a new rental agreement is entered into.
- Subscriptions include the basic MLA reporting unless otherwise indicated.

MLA Basic portal

What is the MLA Retail Portal

- Industry based initiative to provide accurate and timely information, and business tools to retail butchers
- Services developed in consultation with the industry to provide relevant benefits to retailers
 - Reporting
 - Loyalty
 - Integrated EFTPOS over IP
 - Management tools

Reporting Includes

- Detailed sales reports
 - What is being sold, when, to who and with what other products
- Customer reports
 - Counts, average sale, compare frequent shopper with average customer
- Staff management
 - Who is selling, voids, low transactions

What are the benefits?

- Fast and easy access to relevant business information from any computer via the Internet
- Ability to track sales and staff management even when not in the store
 - Cash control and management (daily balance sheet)
 - Petty cash control
 - Stock control
 - Track till evaporation (it stops with the POS component)
 - Staff performance monitoring – track a shop assistants sales to the individual journal detail
 - Find sales either with too low or too high a value
 - Find assistants doing too many void items or void sales
- Information provided to assist retail butcher in management of store
 - Staff
 - Product sales
 - Customer information

How has it helped the existing users?

- Reduced waste
 - Better monitoring of what is selling
 - Re-ordering more accurate
- Highlights requirement for training or potential issues
 - Large numbers of voids
 - Transaction linked to staff
- Tracking effectiveness of promotion and advertising
- Prevents “till evaporation” (provides cash control) through
 - Cash up
 - Ability to rapidly find “low value” or “high value” transactions below or above a value you select
 - Monitors a “safe balance”
 - Stock control
 - Pricing control
- Improve sales of higher value products
 - Associated items showed what products are sold together and effect of reorganising cabinet.

Loyalty

- Ability to tailor a loyalty programme to meet your requirements
 - Set up point schedules
 - Set up specials – double points, discounts, promotions
 - Club membership
- Immediate access to reporting information

Loyalty Reports

- Access to information regarding
 - Top 50 customers and their purchases
 - Compare frequent shopper buying with average for all customers
 - Frequency of visits
 - Average purchase
 - Products purchased

Other management tools

- Online injury reports and HACCP reporting
- Cool room temperature monitoring & remote alerting (SMS, email)
- Meat delivery vehicle temperature monitoring & reporting
- Staff timesheets and wages calculation
- Procurement
- Costing calculations
- Cash control (no till evaporation)
- Stock control
- Daily balance sheet
- Access in industry information for benchmarking with market
- Synchronisation of terminal journal with web camera video (optional)

Future direction

- User group formed to drive additional industry functionality that is required.

Future options (additional fees apply)

- ASP (application server provider) full retail management & procurement modules, release due 2nd quarter 2004 incorporates stock control, purchase orders, stock take, stock adjustment, interbranch transfers, promotions, specials, debtors, creditors, etc. This ASP option will replace the in-store TRS systems. Users of TRS in-store system will receive a rebate to upgrade to the subscriber based ASP model.
- Business to Business (B2B) – 2nd Qtr 2004 (electronic orders to suppliers & automatic notification for receipts, supplier contracts)
- Business to Consumer (B2C) – 2nd Qtr 2004 (your customers can place orders and pay directly on the web).