

Shopping Sales Systems

When shopping sales systems, it's important to make sure the system has features that will fit your school-based enterprise. Things like portability, pricing, features, and more can make or break if a system is going to meet your needs or not. We've compiled a list of popular POS systems, as well as create a checklist for when you're shopping!

#1 Square

Square stands out due to its free version, and low-price add-ons which make it affordable. It is also easy to use and has a variety of features. Square is very affordable with no setup fees or monthly fees to start. The systems are easy to use, even for students with no prior experience. It's intuitive and the hardware is easy to set up. Square also features a variety of features like inventory management, employee management, customer management, and reporting. They also offer a variety of add-on features, such as gift cards, loyalty programs, and online ordering. Like many POS systems, they have portable options, which are great for events and easy scalability.

#2 Lightspeed

Lightspeed has many similar features to Square, but is more robust, with a very full register user interface (UI) - meaning learning may take slightly longer. Lightspeed is also one of the more costly options. They offer many retail-specific features, such as inventory and customer relationship management. This focus on retail extends to e-commerce, with Lightspeed eCom and ShopKeep facilitating online transactions. However, they support relatively few third-party payment processors. Lightspeed does feature 24/7 phone assistance.

#3 Clover

Clover is a great choice due to its extensive range of POS hardware and software options. While they offer an all-in-one POS solution, Clover is best known for its secure and efficient payment options. However, pricing can be confusing since it's not directly available on their website. You will need to consult with a sales representative to learn more about their pricing structure. They do however have one of the easier to understand user interfaces (UI) making learning easy.



WA DECA POS CHECKLIST

- Pricing: I want a POS System that cost less than _____ a (month/year)
- Can I track how much I am selling; by item, time, and register?
- Does it have an easy user interface that I can teach new students each semester?
- Can I use this system if the wifi goes out? If the power goes out?
- Does this System feature a well-rated customer service line for when I need help?
- Can I take credit/debit with ease, and not be charged crazy high fees? Less than __%?
- Can I create an online store for selling apparel and other merchandise?
- Is this system easily portable for when I need to sell away from the store?
- _____

- _____
