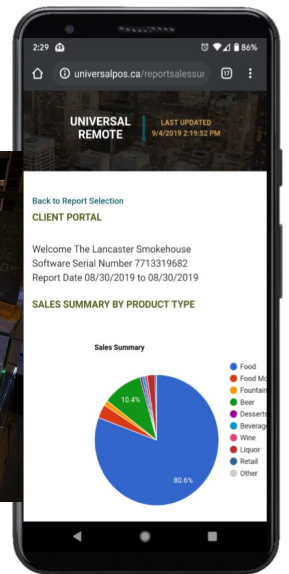
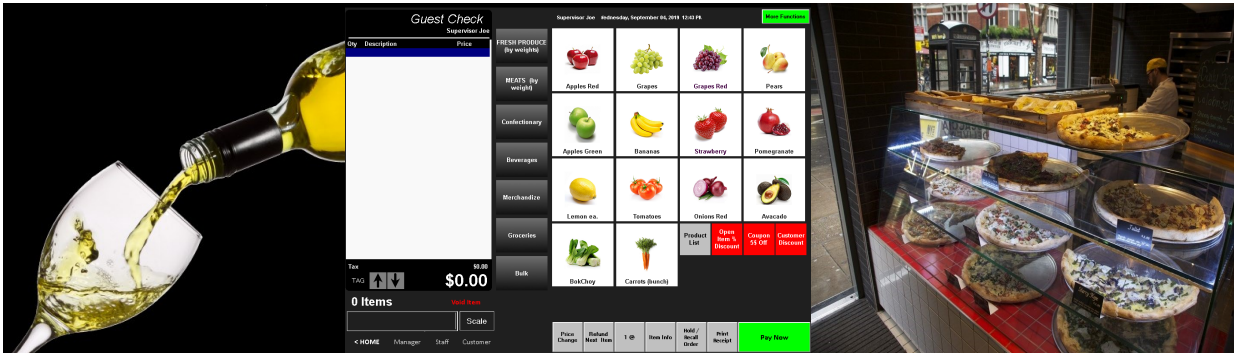




UniversalPOS Inc



UniversalPOS Dealer Reference Guide



Company Profile

Since the original release of our Point of Sale package in 1988, UniversalPOS has grown to become an industry leader in the development of Point of Sale solutions. Working alongside our customers, UniversalPOS continues to break new ground in Point of Sale development. Our software package that is feature packed and suited for virtually all hospitality and retail environments.

Which platform do you require!



- ◆ Quick Service Hospitality
- ◆ Pizza Delivery
- ◆ Fine Dining Restaurants
- ◆ Golf Courses
- ◆ Retail
- ◆ Wineries
- ◆ Convenience
- ◆ Grocery
- ◆ Café/Bakery
- ◆ Craft Brewery/Liquor
- ◆ Self-Serve Kiosk

Brief History of the Software Development Process

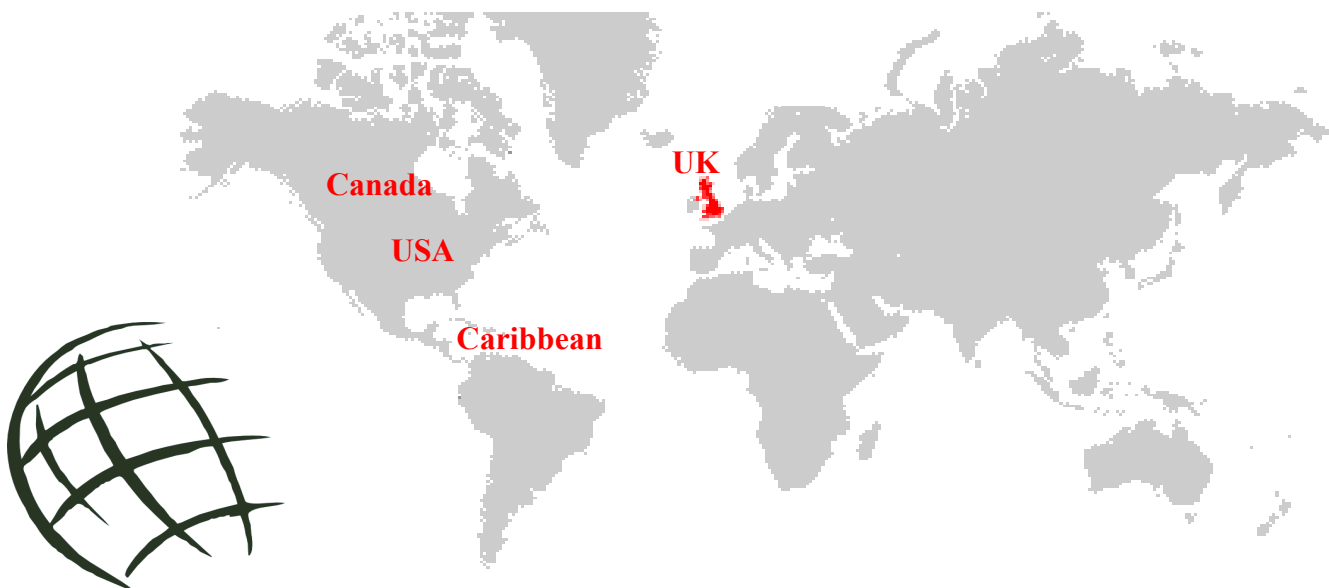
UniversalPOS was first introduced in 1988 as a DOS package called the Retailers Advantage.

The Retailers Advantage was a very popular package in the general purpose retail markets and continues to operate to this very day in many locations in the Niagara Region of Southern Ontario. In 1997, development began on our Windows based system, UniversalPOS, which was officially released in 2000. Again, initially released as a retail package, its success was immediate and quickly proved to be a popular choice in Ontario. Through the next five years, interfaces were developed for Quick Service, Fine Dining and Wineries.

UniversalPOS has grown to become an industry leader in the development of Point of Sale solutions.

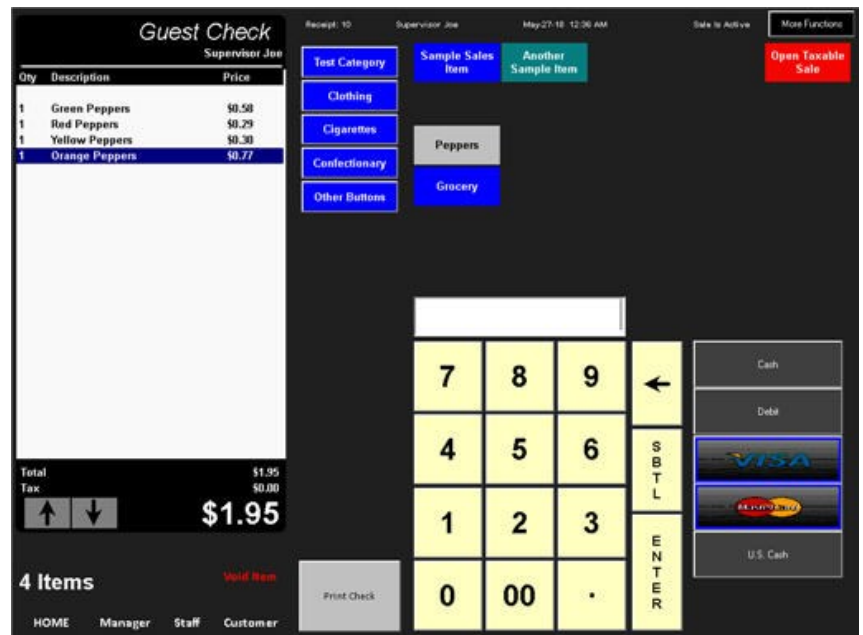
Working alongside our dealer network, UniversalPOS continues to break new ground in Point of Sale development. Our network of dealers through-out North America are all UPOS Certified and fully trained as a UniversalPOS Partner to support and install the platform.

UniversalPOS is now sold in Canada, USA, Caribbean and UK.



Basic Point of Sale Features

- ◆ customer relationship management (CRM)
- ◆ credit & debit card integration
- ◆ pay at the table
- ◆ reservations
- ◆ unlimited domestic currencies
- ◆ unlimited foreign currencies foreign
- ◆ on screen advertising of your products
- ◆ customizable point of sale screens
- ◆ seven tax rates including VAT and tax on tax
- ◆ regional tax configurations
- ◆ paid in/out
- ◆ bar coded sales receipts
- ◆ gift card tracking for local store or multi stores
- ◆ re-open closed transactions
- ◆ maintain floats
- ◆ refund reason tracking
- ◆ print admission tickets for theaters and attractions
- ◆ print front desk chits in a hotel environment
- ◆ customer accounts
- ◆ tour operator sales tracker
- ◆ touch screen, POS keyboard or a combination of both
- ◆ customer pole display & LCD rear display
- ◆ reward programs
- ◆ 15 price levels including mix n match pricing
- ◆ 2-4-1 discounts (dollar value or percent, sale or item, cost plus)
- ◆ group discounts e.g. all food items or all bar items
- ◆ back office invoicing
- ◆ weigh scale integration
- ◆ inventory Control
- ◆ employee time and attendance
- ◆ staff scheduling
- ◆ transaction viewer
- ◆ sales tracking
- ◆ age verification
- ◆ multi language support
- ◆ cloud base reporting
- ◆ over 300 built in reports



Sample Screen



Universal ready for Hospitality

- ◆ table management for restaurants
- ◆ table inactivity monitor
- ◆ pizza delivery/pickup interface
- ◆ alpha numeric table numbers
- ◆ split checks and split items
- ◆ split checks by seat
- ◆ forced modifiers
- ◆ seat positions
- ◆ label bar tabs
- ◆ kitchen, bar prep printing
- ◆ kitchen display monitor (KDM)
- ◆ print consolidation
- ◆ hold / fire button
- ◆ quick send order button
- ◆ size up & size down
- ◆ course sorting
- ◆ transfer checks between staff
- ◆ move and join tables
- ◆ product countdown
- ◆ item & check re-order function
- ◆ single & dual drive thru
- ◆ super button for pizza combos
- ◆ auto gratuity
- ◆ pay at the table debit & credit combos

Universal ready for many environments listed below.

- ◆ Fine Dining, Full Service
- ◆ Café/Bakey
- ◆ Pizza
- ◆ Pubs
- ◆ Bars/Night Clubs
- ◆ Quick Service



Guest Check
Table # 51 4 guests Supervisor

Qty	Description	Price	
Seat Number 1			
1	French Onion Soup	\$0.08	9:08 A
1	NY STRIPLOIN [E]	\$13.00	9:08 A
	* Medium Rare [E]		
	* jusline [E]	\$1.00	9:08 A
1	Corona [A]	\$4.35	9:08 A
1	customer discount	\$8.52	9:11 A
Seat Number 2			
1	Soup Of The Day [A]	\$6.95	9:08 A
1	Veal Parmesan [E]	\$11.95	9:08 A
	* House Salad [E]		
	* Ranch [E]		
1	Miller Lite [A]	\$4.35	9:08 A
Seat Number 3			
1	Crab Cakes [A]	\$6.99	9:08 A
1	Ribs (Half Rack) [A]	\$11.95	9:08 A
	* Jack Daniels BBQ		
1	Bud Lime [A]	\$4.35	9:08 A
Seat Number 4			
1	CALAMARI [A]	\$3.95	9:08 A
1	VEAL MARSALA [E]	\$11.95	9:08 A
1	Labatts Blue [A]	\$4.35	9:08 A

H.S.T. \$11.08
Gratuity \$0.00
\$104.82

Receipt: 20 Supervisor Thursday, August 29, 2019 9:11 AM Sale Is Active

Manager Staff Misc. Functions Re-Order Future Order Customer Void 1 @ % Discounts Substitute Modifier Split Check Receipt SEND

Full Service Screen Sample



Universal ready for Night Clubs



Universal ready for Fine Dining

Guest Check
Receipt: 1 Supervisor: Joe Wednesday, September 04, 2019 1:32 PM Sale Is Active More Functions

Qty	Description	Price
1	Chicken Burger	\$5.99
	* Fries	
1	Chicken Caesar Salad	\$5.49
1	Sausage On A Bun	\$13.95
1	Jalapeno Poppers	\$4.49
1	Coke	\$1.00
1	7 Up	\$1.75

Total \$32.67
Tax \$4.25
\$36.92

6 Items Void Item

HOME Manager Staff Customer Future Order Substitute Modifier Reorder Drive Thru Save Drive Thru Recall Print Check Send to Kitchen Pay

Quick Service Screen Sample



Universal ready for Pizza and Delivery

- ◆ ½ & ½ pizza topping features
- ◆ ½ price or full price for 1/2 toppings
- ◆ caller ID
- ◆ last order recall
- ◆ combo pricing
- ◆ loyalty program
- ◆ easily monitored and assigned orders to drivers
- ◆ link to google maps for distance calculations

Receipt: 12804
Supervisor
Wednesday, September 04, 2019 1:07 PM
Sale Is Active

Guest Check

1 guests Supervisor

Qty	Description	Price
1	CHICKEN WINGS	\$6.99
	Mild	
1	ITALIAN CHEESE BREAD	\$5.99
1	3 MEAT TREAT PIZZA	\$8.99
1	DIPPING SAUCE	\$0.89
	Ranch	
1	2 LITRE PEPSI	\$2.99
1	SUPREME PIZZA	\$9.99

Total \$35.84

Tax \$4.66

\$40.50

TAG ↑ ↓

Joe Smith

PIZZA		
PROMOTIONS		
SIDES		
BEVERAGES		ADD ROUND TOPPING ADD DEEP DISH TOPPING
GIFT CARDS	DEEP DISH PEPPERONII	DEEP DISH 3 MEAT TREAT
Delivery Calculator	DEEP DISH CANADIAN	DEEP DISH SUPREME
Park Restore	DEEP DISH VEGGIE	DEEP DISH HAWAIIAN

Manager

Staff

Functions

Void

Item Info.

1 @

Receipt

Customer

Delivery

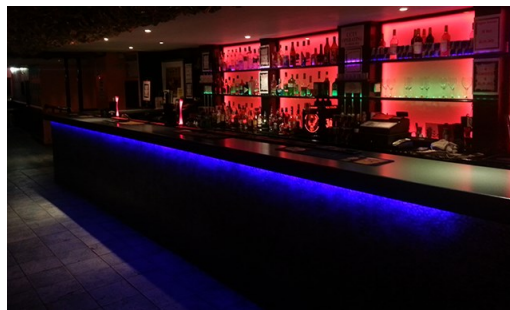
Pickup

Finished

Pizza Screen Sample



Universal ready for Quick Service



Universal ready for Bars and Pubs

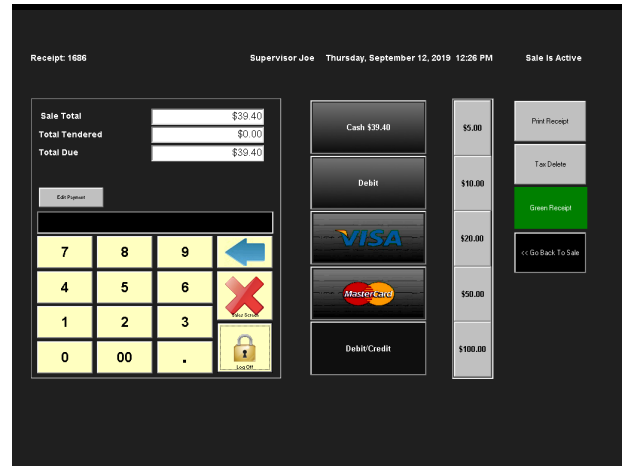


Universal ready for Café and Bakery



Universal Retail Features

- ◆ park/recall sales
- ◆ age verification system for cigarette, liquor and lottery sales
- ◆ SMARTSCAN quickly creates your products at the POS
- ◆ product inquiry mode
- ◆ 15 tier or mix n match pricing
- ◆ integrated barcode label printing and designer gift receipts & emailed receipts
- ◆ integrated credit & debit card processing
- ◆ integrated gift card processing
- ◆ search for products by image
- ◆ integrated in counters scale and bar code scanning
- ◆ full purchase orders & inventory control
- ◆ full back end invoicing module
- ◆ aged accounts receivable



Pay Screen Sample

Invoicing Module

For those customers who make sales through the back of the house as well as the front, UniversalPOS again is the solution. Our integrated Invoicing Module allows for back office sales using a format similar to that offered by most major accounting packages.

- ◆ process sales and generate , print & email invoices
- ◆ receive payments on account by specific invoice
- ◆ print aged accounts receivables (current, 30,60, 90)

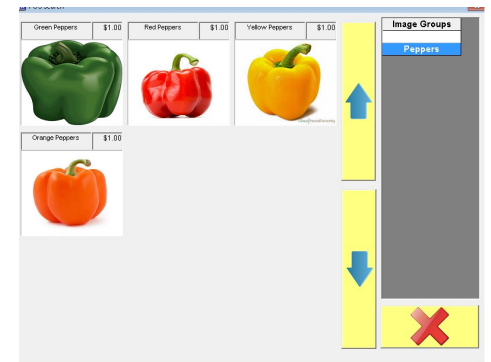
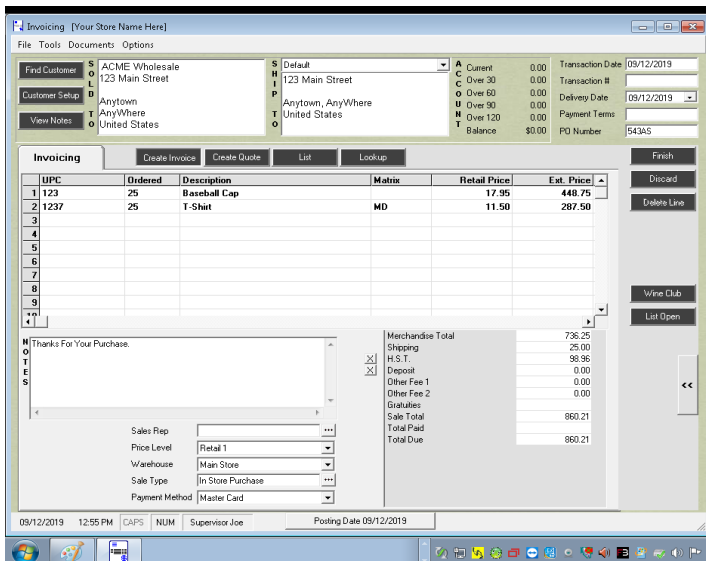
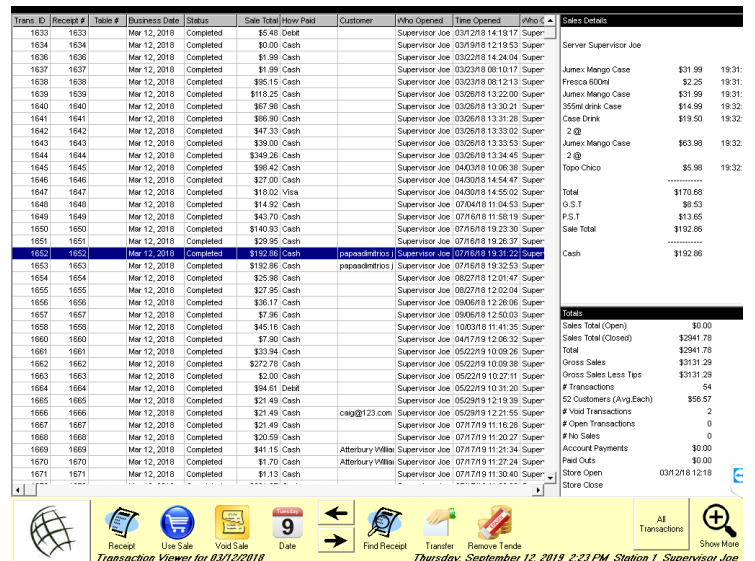


Image Search Screen Sam-



Invoicing Module Screen Sample



Transaction Viewer Screen Sample

Transaction Viewer

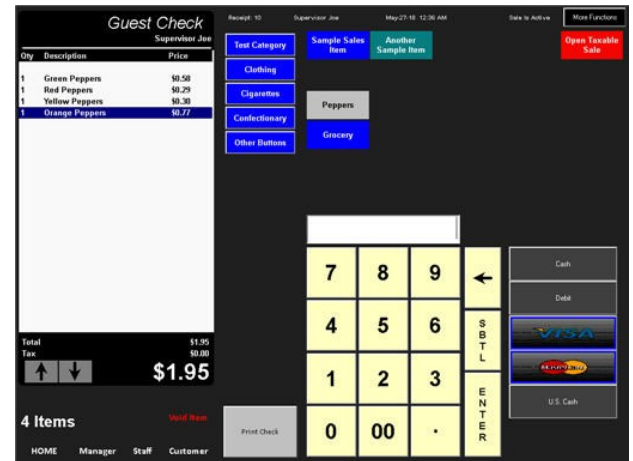
- ◆ quickly view & edit transactions from the current or previous day
- ◆ quickly reprint any sales receipt from any day



Inventory Control

Control over your inventory is key in maintaining a healthy bottom line and good cash flow in any business. The UniversalPOS system monitors your purchases and your sales through our point of sale and our stock ordering processes. Learn what stock levels you should be maintaining for each item and what items are giving you.

- ◆ purchase orders
- ◆ physical inventory adjustments
- ◆ quick stock receive
- ◆ three suppliers for each product
- ◆ automatic sale pricing
- ◆ mix & match or six tier pricing
- ◆ track stock through 15 warehouses
- ◆ recipe and ingredient tracking
- ◆ portable inventory data collector ready
- ◆ size or color matrix
- ◆ re-order minimum & maximums
- ◆ integrated label designer to print labels and barcodes
- ◆ shelf talkers



Grocery Screen Sample

Customer Tracking and Rewards

A customer is the most valuable commodity any business can have and making them return to your store more often is your bottom line. Our point of sale will track the purchases your customers are making, allowing you to monitor the buying habits of your customers. Keep your customers coming back with reward points. We offer reward point systems based on the amount of money customers spend at your store or based on the products they purchased. Either way your customers will be back to redeem their points on future purchases. Our accounts receivable system provides a simple aged accounting system with monthly statements. You can quickly and easily process account charges and payments from the point of sale.

Sales Tracking

Let UniversalPOS teach you more about what you are selling. Track what you are selling, when you sold it, what you paid for it, and what you sold it for. Learn if you are not making a large enough margin for a product based on the square footage it occupies in your store. Track your sales for commissions to bus drivers or to employees. By utilizing our time and attendance features, your sales and labor costs can be tracked together. Compare sales by month/day or same period last year.

Employee Time-Attendance & Scheduling

Our time and attendance has integrated a Time Clock and Staff Scheduler right into your point of sale system. This allows for greater control of labour costs, as well as tighter security on who has access to the system. Create reports on Sales versus labour for specific periods. The time clock allows managers to adjust shift start and end times just in the event employees forget to clock in or out.

- ◆ integrated staff scheduling
- ◆ employee access code expiry forces management and staff to change their employee codes
- ◆ POS mail system keeps you and your staff informed



Universal ready for Wineries and Craft Brewery

Winery Features

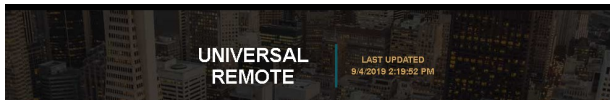
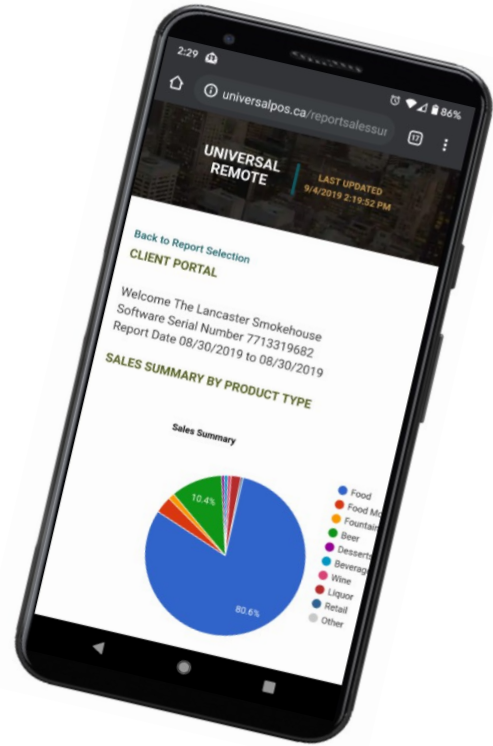
- ◆ automatic calculations for licensee & export pricing
- ◆ special price calculator per region
- ◆ wine club tracking
- ◆ customer tracking
- ◆ Industry specific reporting
- ◆ tax tracking and reporting for industry
- ◆ multiple rate automatic bottle deposits
- ◆ government report



Universal ready for Winery Stores

Universal Remote

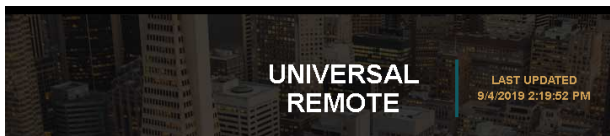
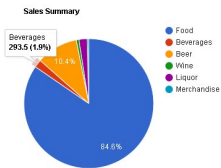
- ◆ mobile reporting available with UniversalPOS
- ◆ mobile live reporting
- ◆ many reports to choose from
- ◆ monitor your business from anywhere in the world



Back to Report Selection
CLIENT PORTAL

Welcome The Smokehouse
Software Serial Number 771331
Report Date 08/30/2019 to 08/30/2019

SALES SUMMARY BY DEPARTMENT



Back to Date Selection
CLIENT PORTAL

Welcome The Smokehouse
Software Serial Number 771331
Report Date 08/30/2019 to 08/30/2019

REPORT SELECTION

- Transactions
- Sales Analysis
- Transaction Status Summary
- Sales Summary by Department
- Sales Summary by Product Type
- Sales Summary by Sales Type
- Discount Summary
- Void Summary
- Sales Summary by Department Pie Chart
- Sales Summary by Product Type Pie Chart
- Sales Summary by Sales Type Pie Chart
- Shifts & Wages Summary
- Gift Cards & Meal Plans Summary
- Taxes & Other Fees Summary



Back to Report Selection
CLIENT PORTAL

Welcome The Smokehouse
Software Serial Number 771331
Report Date 08/30/2019 to 08/30/2019

SALES ANALYSIS

SALES BY DEPARTMENT

Department	Sales	Cost	Cost %
Food	12,736.27	5,234.31	41.1%
Beverages	293.50	36.64	12.5%
Beer	1,559.00	461.79	29.6%
Wine	100.00	23.37	23.4%
Liquor	307.00	71.41	23.3%
Merchandise	62.91	0.00	0.0%
Total	15,058.68	5,827.52	

DISCOUNT SUMMARY

Name	Retail	Quantity
Manager Meal	-88.00	6.00
Employee on Shift meal	-32.25	6.00
Open Dollar Discount	-3.00	1.00
Band Food	-50.50	2.00



Universal ready for Retail

- ◆ Department Stores
- ◆ Grocery
- ◆ Convenience
- ◆ Gas Bar
- ◆ Clothing Store
- ◆ Beer and Liquor Store

The screenshot shows a POS interface for a 'Guest Check' by Supervisor Joe. The interface includes a product grid with categories like 'FRESH PRODUCE (by weights)', 'MEATS (by weight)', 'Confectionary', 'Beverages', 'Merchandize', 'Groceries', and 'Bulk'. The product grid contains items such as Apples Red, Grapes, Grapes Red, Pears, Apples Green, Bananas, Strawberry, Pomegranate, Lemon ea., Tomatoes, Onions Red, Avacado, BokChoy, and Carrots (bunch). On the right side of the grid, there are buttons for 'Product List', 'Open Item % Discount', 'Coupon 5\$ Off', and 'Customer Discount'. The bottom left shows a tax amount of \$0.00 and a total of \$0.00. The bottom right has buttons for 'Price Change', 'Refund Next Item', '1 @', 'Item Info', 'Hold / Recall Order', 'Print Receipt', and a large green 'Pay Now' button. Navigation options include '< HOME', 'Manager', 'Staff', and 'Customer'.

Grocery screen sample



Universal ready for Gas Bars



Universal ready for Department Store's



Universal ready for Kitchen Display Monitor (KDM)

UniversalPOS has a cost effective Kitchen Display System built into our software for a very low cost compared to others in the market.

Check#0 = Table #51 00:58:49	Check#38 = Table #51 00:52:11	Check#39 = Table #14 02:04:12	Check#45 = Table #50 03:54:22	Check#47 = Table # 02:04:44
69 Aug 21 2019 12:54:20 PM #People 5 ----- Seat 1 1 French Onion Soup 1 Soup Of The Day 1 French Onion Soup 1 Soup Of The Day 1 French Onion Soup *** END ORDER ***	69 Aug 21 2019 1:22:12 PM #People 5 ----- Seat 1 1 French Onion Soup 1 Soup Of The Day 1 French Onion Soup 1 Soup Of The Day *** END ORDER ***	70 Aug 26 2019 12:10:17 PM #People 2 ----- Seat 1 2.25 kilo test *** END ORDER ***	76 Aug 28 2019 10:20:08 AM #People 4 ----- Seat 1 1 French Onion Soup Seat 2 1 Soup Of The Day Seat 3 1 CALAMARI Seat 4 1 Shrimp Cocktail *** END ORDER ***	JIM 1 Aug 28 2019 12:09:48 PM #People 1 ----- Seat 1 1 French Onion Soup *** END ORDER ***
Check#49 = Table #14 01:40:28	Check#50 = Table # 01:39:36	Check#51 = Table # 01:38:55		
3 Sep 4 2019 12:34:02 PM #People 2 ----- Seat 1 1 CHICKEN WINGS * Hot *** END ORDER ***	4 Sep 4 2019 12:34:50 PM #People 1 ----- Seat 1 1 French Onion Soup 1 Soup Of The Day 1 Shrimp Cocktail *** END ORDER ***	5 Sep 4 2019 12:35:35 PM #People 1 ----- Seat 1 1 French Onion Soup *** END ORDER ***		

Total Orders Waiting: 3
 Total Visible Tickets: 3
 Total Hidden Tickets: 0

KDS (Kitchen Display Screen Sample)

Gift Cards

UniversalPOS allows for easy integration of Gift Cards, Loyalty Cards, Credit Note Cards, Employee Access Cards and Customer Cards. Whether you are using our software or another system, UniversalPOS has all the qualifications to provide high quality plastic cards to meet all your needs.

- ◆ Loyalty Cards
- ◆ Gift Cards
- ◆ Discount Cards
- ◆ Credit Note Cards
- ◆ Access Control Cards
- ◆ I.D. Cards
- ◆ Membership Cards and more.



Integrated Partners

Listed below are just some popular features that are integrated with UPOS



Online Ordering with CCS

- ◆ Free Menu Setup
- ◆ Flat Fee per month and no locked in contract
- ◆ No Commissions per order
- ◆ Full Service
- ◆ Fast Free Menu Changes
- ◆ Auto print orders with Sim card
- ◆ Phone Notifications
- ◆ Customer Email Collection
- ◆ Reward and Loyalty Programs

Keep your customers in front of your own brand and stop paying huge commissions for them to order your food online!



Testimonials

Quick Service Testimonial

We had some difficulties in 2016 in getting accurate information from our Old POS System. System Crashed quite often and very unreliable. Someone gave us the number to call to Digi Technologies to get some help, they suggested us to go with Universal POS. They demonstrate all the features available in the software. Thanks God we did the right decision to replace our Old Pos with Universal Point of Sale Software.

Wallace Smith, Paradise Ice Cream & Smoothies, Hamilton

Hospitality Testimonial

I am very happy with the Services they provided at my Restaurant. The Universal POS Software is excellent and user friendly. I would highly recommend them to anyone looking to get New POS or POS related Services.

Tom, Owner Rise & Dine Restaurant Toronto.

Pizza Testimonial

"Here at Your Neighborhood Pizza Company we have just upgraded to the newest version of UniversalPOS. We are a very busy restaurant with many things going on at the same time, delivery, dine in, and take out. For all my 30 years in the restaurant business this system is the best for all my operational needs. It provides me with a ton of flexibility. I have used other systems like Pixel Point, Posi- Touch, and Aldelo, and none of these systems can compare. Our restaurant in Myrtle Beach is in the process of changing over from Aldelo to UniversalPOS in the coming months".

Retail Testimonial

We purchased the Universal POS system from Orca Dynamics several years ago and can't rave enough about it! It offers everything we need for our diverse gaming cafe business - from retail, to gaming activities and services, to food and drink. It is quick to learn and easy to input information into. I'd call it pretty much 'idiot-proof', lol. We use a scanner for most of our retail stock, and for the rest we use the touch screen application to access POS buttons for products and services. There's an option for scale (weight) measurement, but we don't require that at this time. You can print labels, price tags, etc, and it provides a variety of report options, too. The set up and learning is well supported, and the support is amazing. The price point is extremely reasonable for all that you get with this system. I'm so pleased that we chose it. <http://gamesandgrounds.com/>

Games and Grounds, Alex Greenwood

Convenience Store Testimonial

We badly needed a Point of Sale System that could handle all our sales and day to day functions. Digi Technologies provide us Universal Point of Sale Software with all hardware and related peripherals. System is doing great and we are totally trouble free as they are quick in answering all our questions.

Tindahan Convenience & Foods Toronto, Owner Anna

Winery Testimonial

"We've been in business 20 years and installed UniversalPOS. Without a doubt, it has helped us grow our business. Having the ability to track sales, run reports, prepare purchase orders with sales history and 'just on time ordering' and offer a frequent buyer program to our customers has helped us become the top selling store in the chain. The prompt and personal technical support they provide is very much appreciated. We highly recommend this affordable and reliable system to any new or existing business."

Okanagan Winery--Sandra



UniversalPOS Inc

Be Smart!
Think Smart!
Purchase Smart!

Premium Software with a low cost price structure

UniversalPOS is sold via our Certified Dealer Network. Please contact

Innovative Logistics & Consulting Inc.

4100 East Baldwin Road

Holly, Michigan 48442

1-888-898-1941 or 810-603-7795

ilcihw.com * sales@ilcihw.com