

Orion POS Success

TELUS™ World of Science Edmonton Continues to Innovate

... with the Orion Point of Sale System...

TELUS™ World of Science Edmonton is a broad based and interactive science centre in Edmonton, Alberta. The science centre has been inspiring and motivating people to learn about and contribute to science and technology for over 20 years. In addition to hosting the city's planetarium, IMAX® theatre, and numerous science related displays; the facility is a key destination for schools where students benefit from interactive programming to supplement the schools science programs and related educational activities. With major portions of it's overall revenue generated through retail operations, the organization was impaired by multiple systems that could not link it's gift and concession operations with the accounting system. Finding a solution that could seamlessly integrate the accounting and multiple point-of-sale (POS) aspects of the organization into a unified system became continually more important as the organization evolved.

Complicating matters was the fact the solution needed to be reliable to deal with the periodic, high volume attendance of the snack bar / cafeteria as well as the retail sales demands of the gift shop.

The solution also needed to support pricing and discounting models necessary to accommodate the discounts and benefits reflected in the pricing for the number of annual members and schools that the facility deals with.

A key factor in finding a solution was in locating software that could function effectively in both the gift shop and fast food retail environments

SUMMARY

Trying to operate numerous independent point-of-sale (POS) systems and having to manually integrate data between the Accounting and Point of Sale Systems was the motivating factor in searching for an integrated solution for the TELUS™ World of Science Edmonton. The organization utilizes the ACCPAC Advantage Series™ for accounting and the Orion Point of Sale System for meeting the requirements of its retail shop and food concession businesses. To date, the organization has benefited dramatically by increased efficiency, productivity and integration to its accounting data.

THE PROBLEM

TELUS™ World of Science Edmonton maintained separate Point of Sale Systems for the Concession and Gift Shop activities. Neither of these systems could communicate with the other. This led to duplications and inconsistencies between these databases. In addition, improved cash control was necessary and prompted the company to search for a new, integrated solution.

SOFTWARE SOLUTION

Orion Point of Sale and the ACCPAC Advantage Series™



... Direct integration to the ACCPAC Advantage Series™ means that the organization can maintain inventory and customer data centrally and process sales results in a timely fashion...

Poor Integration is Costly

With an integrated system, TELUS™ World of Science Edmonton is benefiting from centralized management and control of the retail divisions of the organization largely from within the accounting system. Real-time inventory integration means that administration of pricing and more accurate inventory costing is an automatic byproduct of maintaining the Inventory Control System. Tight integration allows centralized management and control of cash deposits from the retail divisions in the accounting system. Integration to the Accounting Systems Customer Database allows the organization to accept transaction payment "on-account" and to have customer discount levels automatically reflected in transactions in the Point of Sale System. Avoiding duplication in the Point of Sale Systems ultimately leads to more streamlined operations and substantial savings in the overall cost of running the Point of Sale System.

"In order to satisfy customer requirements the system would have to operate reliably 14 hours a day, 7 days a week.", says ACCPAC® Solution Provider Bev Fraser of CAPLUS Inc.

Features are the Key

The Orion point of sale system has a number of key features that allow it to fit the requirements of a wide array of retail businesses. The ability to setup menu buttons in the food concession and operate a high volume fast food facility while, at the same time, using the same software configured differently in the gift shop were extremely important factors in controlling the costs associated in running the system. In addition, the support for touch screen monitors and the ability to operate the POS without a keyboard or mouse meant that the fit would be good.

Orion POS Delivers

After implementation, the benefits of the new system were immediately realized for TELUS™ World of Science Edmonton, the advantages of having an integrated system have extended beyond the systems overall performance.

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BENEFITS

The ability to function in the gift shop, the food concession and the theatre snack bar together with Real-time integration between ACCPAC Advantage Series™ and The Orion Point of Sale System has enabled TELUS™ World of Science Edmonton to centralize multiple POS databases and integrate the Point of Sale into the Accounting system. The result is a reduction in errors and an increase in productivity. In addition, critical data can be easily accessed, reports can be easily generated and a solid foundation for continued growth has been set.

HARDWARE

Windows 2003 Server Network
IBM PC Workstations
Touch Screen Monitors
Bar Code Readers

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About Orion Digital Integration Inc.

Orion Digital Integration Inc is a leading Accpac Advantage Third Party Developer specializing in Point of Sale Applications for Business.

For more information visit www.odiglobal.com

About ACCPAC

ACCPAC International, Inc., a subsidiary of The Sage Group, plc, which operates as Best Software in North America, provides end-to-end business management applications for small and medium sized businesses. Look to ACCPAC for fully integrated software that delivers high performance, advanced functionality, cross product integration and unmatched freedom of choice. Integrating powerful front office Web and wireless capabilities with back office accounting and operations, ACCPAC provides companies with the systems they need to enhance competitive advantage and increase profitability.

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