

StoreLink

February 14, 2013

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Agenda

- Manual Reporting – What can be wrong?
- How Storelink Can Help
- Storelink Reporting

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Manual Reporting

What Can be Wrong?

- At the Store
 - Not done in a timely fashion
 - Information is slow to get to the office
 - Inaccurate – human error or theft?

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Manual Reporting What Can be Wrong?

- At the Home Office
 - Difficult to integrate into your main accounting package
 - Requires extensive auditing
 - Are you able to analyze sales and purchasing trends, cash over/short, and inventory over/shorts

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Manual Reporting

What Can be Wrong?

- What am I buying and what am I selling?
 - Are the managers bringing in unauthorized product?
 - Are the vendors charging me correctly?
 - Are invoice retails correct?
 - Are the clerks ringing up the correct prices in the correct departments?
 - Are markups/markdowns being done correctly?
 - How's my lottery doing?

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Storelink Can Help

- Back Office PC is Interfaced to the POS
 - About 80% of the data is automatically entered into the report

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Storelink Can Help

The screenshot displays the StoreLink software interface. At the top, there are tabs for Register, Fuel, Expenses, Inventory, Lottery, and Misc. The Register tab is active, showing a window titled "Register Z-Tape Information". This window contains a table with the following data:

Z-Tape Question	Answer
Grand Total (Net)	1527102.13
Sales Tax	127.00
Manf Coupons	0
Store Coupons	0
Number of No-Sales	35
Number of Voids	38
Fuel Customer Count	

Below the table, there is a summary section with the following text:

Indiv Sales \$9,946.49 Register #1 Is Balanced
Total Sales \$9,946.49

At the bottom of the window, there are three buttons: "Z-Tape Readings", "Department Sales", and "Deposits / Final... / Meter...".

On the right side of the interface, there is a vertical panel with an "EXIT" button at the top. Below it, there are several status indicators:

- Business Rules: Verify
- Net Dept. Sales: \$3,056.99
- Fuel Sales: \$5,611.99
- Report Date: 02/19/2004
- Report No: 309
- Report Balanced: YES

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Storelink Can Help

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Register Fuel Expenses Inventory Lottery Misc.

Link Register Department Information

LinkReq Department	Amount
Fuel Sales	\$5611.99
Alcoholic Beverages	\$0.00
Cigarettes/Tobacco	\$800.43
Cold Dispensed Beverages	\$95.46
Confectionary	\$102.01
Dairy	\$96.90
Electronics/Batteries/Film	\$4.29
Food Service	\$627.42
Frozen Foods	\$14.92
Frozen Treats	\$33.32
Non-Foods Grocery	\$22.39
Non-Foods Gen Mdse	\$110.89
Packaged Foods	\$93.76
Health & Beauty Care	\$34.05
Hot Beverages	\$182.91

Indiv Sales \$9,946.49 Register #1 Is Balanced
Total Sales \$9,946.49

Z-Tape Readings **Department Sales** Deposits / Find... / Meter...

EXIT

Business Rules
Verify

Net Dept. Sales
\$3,056.98

Fuel Sales
\$5,611.99

Report Date
02/19/2004

Report No
309

Report Balanced
YES

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Storelink Can Help

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Register **Fuel** Expenses Inventory Lottery Misc.

Meter Readings

Pump	Description	Open Gal	Close Gal	Open Dol	Close Dol	Test Gal	Test Dol
▶ 1	REGULAR	0.0	2657.6	\$0.00	\$4409.10	0.0	\$0.00
2	MIDGRADE	0.0	463.9	\$0.00	\$806.81	0.0	\$0.00
3	PREMIUM	0.0	198.5	\$0.00	\$361.08	0.0	\$0.00
4	CLEAR KEI	0.0	17.5	\$0.00	\$35.00	0.0	\$0.00

Tank Inventory

Tank	Description	Stick Inches	Stick Gallons	Water Inches
▶ 1	PREMIUM NO	72.190	6856	0.000
2	REGULAR NO	72.930	6711	0.000
3	MIDGRADE N	60.840	6081	0.000
4	CLEAR KERO	48.200	1621	0.000

Sales / Inventory Meter / Price Changes Deliveries

EXIT

Console Sales
\$5,611.99

Business Rules
Verify

Net Dept Sales
\$3,056.98

Fuel Sales
\$5,611.99

Report Date
02/19/2004

Report No
309

Report Balanced
YES

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Register Fuel Expenses **Inventory** Lottery Misc

Invoice

Vendor: FRITO LAY INC

Date: 02/19/2004

Number:

Cost:

Retail:

Distribute:

Detail

Product	Cost	Retail	Gr Mgr
▶ Single Serve Chips/Snacks	\$0.00	\$0.00	0.00
Take Home Chips/Snacks	\$0.00	\$0.00	0.00
Single Serve Cookies/Cracker	\$0.00	\$0.00	0.00
Dips	\$0.00	\$0.00	0.00

Vendor Money Order / Bank Draft

Number	Amount	Fee
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Receiving Transfers / Adjustments PLU's

EXIT

Business Rules Verify

Net Dept. Sales \$3,056.98

Fuel Sales \$5,611.99

Report Date 02/19/2004

Report No 309

Report Balanced YES

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Register Fuel Expenses **Inventory** Lottery Misc

Charges / Cash Paid Outs

No	Type	Vendor	Invoice No	Date	Cost	Retail
1	Charge	THE SANDWICH LA	9744	02/19/2004	\$104.20	\$154.14
2	Charge	INTERSTATE BRAN	50679	02/19/2004	\$55.18	\$82.06
3	Charge	INTERSTATE BRAN	50681	02/19/2004	\$57.75	\$77.51
4	Charge	INTERSTATE BRAN	50682	02/19/2004	\$6.86	\$13.66
5	Charge	GREEN SPRING DA	212181	02/19/2004	\$298.02	\$441.86
6	Charge	SCHMIDT BAKING C	500039	02/19/2004	\$20.84	\$0.14
7	Charge	GTS PREPAID	2192004	02/19/2004	\$3.65	\$5.00
8	Charge	FRITO LAY INC	64967522	02/19/2004	\$35.92	\$49.56

EXIT

Business Rules: Verify

Net Dept. Sales \$3,056.98

Fuel Sales \$5,611.99

Report Date 02/19/2004

Report No 309

Report Balanced YES

Receiving Transfers / Adjustments PLU's

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Storelink Can Help

- Back Office PC is Interfaced to the POS
 - Business rules – criteria that the daily report must meet before it can be closed
 - Human error is greatly reduced

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Storelink Can Help

- Reports are automatically sent to the home office
 - If all business rules have been met, when the report is closed it is automatically transmitted
 - The comm server sends the data to the SQL database and prepares the data for auditing
 - Auditors will bring the data over to MAS for review and updating

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Storelink Can Help

- With Price Book, purchases and sales are correctly recorded
 - The store will only receive authorized products
 - Costs are verified when the product is received
 - The manager doesn't have to extend retails; products are brought in with the correct retail.
 - The retail is sent to the POS, ensuring that the items are rung up correctly

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Storelink Can Help

- Lottery
 - Storelink can track unopened packs
 - It will also tell you how many tickets are gone from a pack and it will use that to calculate ticket sales.
 - With scanning installed, you monitor what leaves the store much more closely

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Reporting

- The Store Audit and Summary reports are available at the store and at the home office

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Reporting

- Management and Operations reports are also available at the store and at the home office
 - Can be run for a day, a week, a rolling 7 days or a rolling 4 week periods
 - Flash
 - Summary
 - Exception

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Reporting

- Within MAS
 - Pooled Margin

Pooled Margin Report

Report Date: 11/01/2012

Item Code		Avg Cost	Price Ex Tax	Pump Price	Quantity	% of Store	Street Proceeds	% of Store	Gross Profit	% of Store	Profit per Unit
Store: 9											
4000	USL Diesel	3.120	3.511	3.958	2439.000	52.3%	9653.73	56.5%	952.72	65.8%	0.391
7000	Unleaded ETH	2.659	2.921	3.308	1837.000	39.4%	6076.47	35.6%	481.06	33.2%	0.262
7001	Unleaded Plus ETI	2.974	3.055	3.442	183.000	3.9%	629.88	3.7%	14.79	1.0%	0.081
7002	Premium Unleaded	3.191	3.153	3.540	205.000	4.4%	725.78	4.2%	-7.71	0.0%	-0.038
					<u>4664.000</u>		<u>17085.86</u>		<u>1448.57</u>		<u>0.311</u>

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Reporting

- Within MAS
 - Detailed Inventory – Merchandise and Lottery

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Reporting

Open Book Inventory

Game Description	Serial No	Price	Tickets Remaining	Value Remaining
Fire and Ice	01112-0005632	\$5.00	66	\$280.00
CASINO SLINGO	01097-0002685	\$3.00	6	\$18.00
DIAMONDS &...	01104-0006907	\$10.00	25	\$250.00
Cashword	01099-0004702	\$5.00	8	\$40.00
BORN TO BINGO	01095-0002277	\$3.00	11	\$33.00
Happy Days	01106-0003982	\$2.00	83	\$166.00
Triple payout	01071-0001967	\$1.00	168	\$168.00
Mega Multiplier	01101-0010654	\$20.00	18	\$360.00
Double Doubler Big Bingo	01113-0003358	\$5.00	50	\$250.00
TRIPLE DIP CASHWORD	01110-0004618	\$3.00	37	\$111.00
Cash on the Spot	01093-0001086	\$1.00	97	\$97.00
SAHARA NIGHTS	01116-0001754	\$5.00	8	\$40.00
CASHWORD COMBO	01082-0004805	\$10.00	23	\$230.00
Totals:			500	\$2,043.00

UnOpen Book Inventory

Game Description	Serial No	Price	Tickets Remaining	Value Remaining
MILLION \$\$ MATCH	01108-0001577	\$20.00	25	\$500.00
MONOPOLY	01111-0001125	\$5.00	75	\$375.00
TRICK OR TREAT	01117-0001122	\$1.00	300	\$300.00
Triple Dynamite 7's Bonus	01102-0000432	\$2.00	100	\$200.00
Totals:			500	\$1,375.00

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Reporting

DETAIL INVOICE LISTING

DM2 Demo

Ver. 11.00.01



Store No.		Date	01/20/2013	Report No.	3000	Employee No.	1111
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Vendor Name	Invoice Number	Invoice Date	Department Number	Cost	Retail	How Paid
Centennial Dist.	5236	01/21/2013	5	\$582.31	\$675.90	Charge*
Core-Mark	9632	01/21/2013	30	\$928.28	\$1,524.67	Charge*
Centennial Dist.	74123	01/21/2013	5	\$2,149.77	\$2,411.50	Charge*
Centennial Dist.	78945	01/21/2013	25	\$45.00	\$59.04	Charge*
Idaho Beverages	96325	01/21/2013	30	\$100.83	\$202.95	Charge*
Idaho Beverages	96325	01/21/2013	25	\$58.80	\$83.86	Charge*

Department Number	Department Name	Cost	Retail
5	Beer	\$2,732.08	\$3,087.40
25	Pop	\$103.80	\$142.90
30	Grocery	\$1,029.11	\$1,727.62
Totals:		\$3,864.99	\$4,957.92

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Reporting

- Within MAS
 - DSD Invoice Item Detail

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Reporting

DM2 Demo

DSD Version 4.04

Store:

Date: 01/21/2013 Time: 3:49 PM

Vendor Name: Idaho Beverages

Invoice Date: 01/21/2013

Vendor Number: 750

Invoice Number: 96325

Purchase Number: 3743

MERCHANDISE DELIVERY

Item#	Description	Pack Size	Qty	Gross \$	Disc ea.	Gross Disc	Rcvd Cost
1258	A & W ROOTBEER 12P	2/12	7	58.80			58.80
3758	LIPTON TEA W/ LEM	1/6	10	110.00			110.00

Total Quantity Received: 17 Total Cost of Received: 168.80

CREDITS RETURNED

Item#	Description	PkSize	#	Crtd Cost
3758	LIPTON TEA W/ LEM	1/6	5	-9.17

Total Quantity Returned: 5 Total Cost of Credits: -9.17

Total Cost of Products: 159.63

PrePaid Tax: 0.00

Amount Shown On Vendor's Invoice: 159.63 Difference: .00

Received by: _____ Delivered by: _____

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Reporting

- Within MAS
 - Item Counts
 - Scanning Markups and Markdowns
 - Product Movement

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Reporting

- SQL
 - If the data you want is not available in the stock Storelink and MAS reports, the data can be pulled from SQL into Excel

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Reporting

Storelink Daily Recap

Period										
05/2009										
store	Report Date	Gallons Sold	Grocery Sales	Cigarette Sales	Beer Sales	Deli Sales	Lottery Sales	Lotto Sales	M O Sales	Cash OS
1	2009/05/01	7,124	1,942.75	1,240.80	507.70	571.89	1,179.00	504.50	523.89	-7.15
	2009/05/02	5,988	1,727.64	784.20	682.10	256.54	784.00	194.50	125.00	4.05
	2009/05/03	5,274	1,647.02	846.41	0.00	439.04	412.00	159.00	400.70	2.76
	2009/05/04	4,790	1,294.17	1,338.90	293.89	572.03	835.00	124.50	605.00	3.40
	2009/05/05	5,481	1,283.43	1,299.15	245.10	509.41	1,052.00	267.00	240.00	-16.21
	2009/05/06	5,178	1,328.89	1,019.09	272.19	688.49	1,033.00	308.50	31.90	1.83

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Reporting

Register Sales Totals

Period		Register Dept					
05/2009							
Store	Report Date	AUTO	BEER	COFFEE	DELI	FUEL	FUEL DEPOSIT
1	2009/05/01	277.17	507.70	55.49	516.40	12,694.37	0.00
	2009/05/02	255.47	682.10	50.55	205.99	10,621.05	43.00
	2009/05/03	248.54	0.00	53.42	385.62	9,323.17	-13.00
	2009/05/04	159.02	293.89	60.16	511.87	8,672.97	30.00

REPAID ACTIVATION:	REG CTN	REG PACK	SCRATCH OFF	SOFT DRINK	SUB CTN	TOBACCO	Grand Total
3,338.00	471.00	622.04	1,177.00	325.54	147.76	118.21	22,699.86
2,422.51	134.96	591.66	782.85	105.58	57.58	91.66	17,741.38
1,953.00	236.18	518.18	406.00	471.16	92.05	85.19	15,298.33
1,312.00	809.76	475.43	810.00	218.93	53.71	82.99	15,128.41

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Learn How the New Features in DM2's Upcoming 4.50 Release Will Make You Even More Productive!

Join us for a Webinar on March 14

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<https://www1.gotomeeting.com/register/482169033>

DM2 Software invites you to attend our "What's New in 4.50" webinar on March 14, 2013 at 11:30am Pacific Time/1:30pm Central Time. Join Roxanna Bryant, our Executive Vice President, to learn how the new features in the upcoming 4.50 release of our Petroleum Insights system will help increase your productivity. Here are just some of the new features and enhancements you will learn about:

- New Multiple Rack Price Quote & Dispatch support features
- New Pricing Group feature
- Bill of Lading improvements
- New CardLink features
- TaxLink & SQL Datawarehouse Reporting enhancements
- And More...

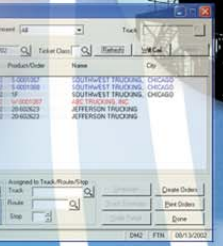
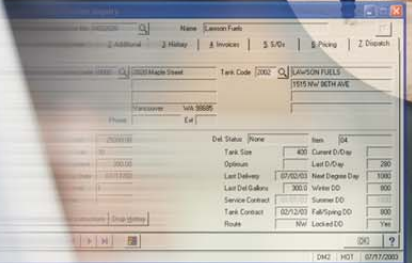
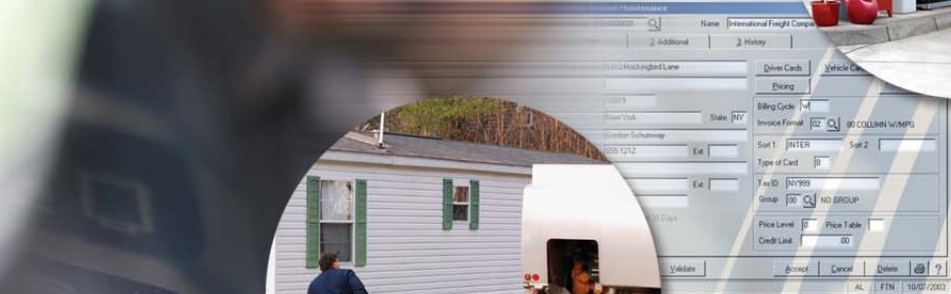
Join us to learn how the new features available in the upcoming 4.50 release of Petroleum Insights will help you even more productive and make your system even easier to manage.

Space is limited, so register today!

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