Fusion Software offers a suite of applications seamlessly integrated with SAGE 500 ERP. These applications simplify and enhance the end user experience and extend the reach of SAGE 500 ERP without affecting the core functionality.
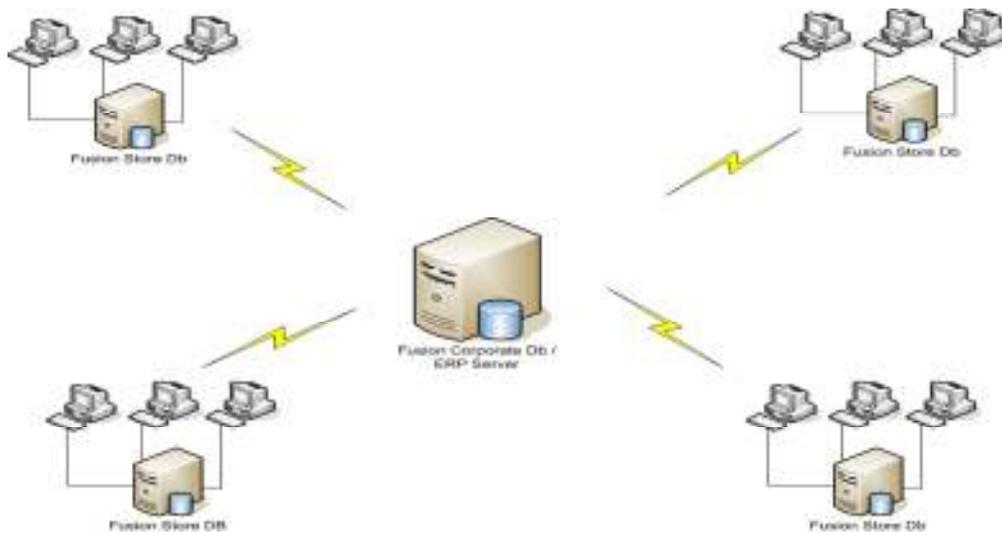
FusionPOS™

Fusion Point of Sale (FusionPOS™) is a full feature point of sale solution for retailers wanting to fully leverage SAGE 500 ERP. FusionPOS™ does this without sacrificing any functionality available in standalone retail solutions.

What makes FusionPOS™ different from other point of sale solutions?

- ✓ **Integration eliminates duplicate data entry**
    - o All items, customers and pricing in SAGE 500 ERP are automatically shared with Fusion POS. No manual intervention required.
    - o All transactions from Fusion POS are automatically returned to the SAGE 500 ERP for final processing. Users may select the extent of their participation in the final processing as dictated by their internal policies and procedures.
- ✓ **Lower cost** FusionPOS™ does not consume a SAGE 500 ERP license. Register operations do not require a direct connection to the SAGE 500 ERP i.e. no Citrix or Terminal Services required.
- ✓ **No down time** Retail stores can transact business even when internet connectivity is not available. This creates increased reliability and an enhanced customer experience.
- ✓ **Multiple CRM levels** FusionPOS™ can maintain individual customer's transaction history without creating individual customers in SAGE 500 ERP. This allows FusionPOS™ to retain large amounts of customer centric data critical for analysis of buying patterns and focused marketing efforts independent of the constraints of the ERP.
- ✓ **Integrated Commissions.** FusionPOS™ integrates with SAGE 500 ERP salesperson management and extends commission calculation capabilities.
- ✓ **Phantom Items** FusionPOS™ allows phantom items i.e. items which exist in FusionPOS™ but do not exist in the ERP. Phantoms are derivatives of ERP item. Sales and consumption reported and managed at the ERP stocking unit of measure.
- ✓ **User Specific Interface.** FusionPOS™ use of skin technology allows client's to tailor the POS interface to meet their specific requirements.
- ✓ **Enhancements** FusionPOS™ can be enhanced by a number of Fusion applications targeting specific markets. These include:
    - o **Fusion Enhanced Pricing** Fusion Enhanced Pricing module provides retail specific, non-standard pricing models beyond the scope of SAGE 500 ERPs, including bundling, BOGO, kit or suite pricing, vendor based specials, and more.
    - o **Fusion Gift Card** Fusion Gift Card is a prepayment card which can be used at multiple locations or the internet. The balance is maintained in real time, can be incremented from any location, and is available via the web.

- o **Fusion Scheduler**   Ideal for salon's, restaurants, etc., the Fusion Scheduler visually allocates resources and can be converted to a POS transaction with one key stroke.
- o **Web Store Integration.** FusionPOS™ has a set or proprietary APIs which allow integration with the shopping cart function of most web sites. These APIs send inventory data to the web and bring web orders into SAGE 500 ERP through FusionPOS™.
- o **Integrated Credit Card.** FusionPOS™ is integrated with the PaywarePC gateway.

FusionPOS™ is designed to provide maximum flexibility for large or small organizations. A schematic of the system architecture is presented below.

Fusion Register is the core component of FusionPOS™ and provides the end user interface with the system. The register user interface can be tailored to the requirements of each client and is both keyboard and / or touchscreen compatible.

Among the key differentiators for FusionPOS™ are: the ability to handle multiple customer types within one system; the flexibility to determine, line by line, basis the fulfillment methodology for an order; and availability of different register types to fit cost and functional requirements.

Customer Types   In FusionPOS™ each client can determine the nature of each customer and the degree to which that customer's data will shared with SAGE 500 ERP.

Cash Customer   FusionPOS™ Cash Customer is used where retaining customer or transaction specific data isn't needed, while speed and accuracy is. Examples include insignificant purchases, high volume transient environments, etc. Transactions for Cash Customers are "rolled-up" into a single, location-specific Sales Order / Invoice in SAGE 500 ERP for each user-defined reporting period.

Accounting Customers   FusionPOS™ also has the ability for direct one-to-one integration for customers in SAGE 500 ERP. Accounting Customers are used for either open account customers or transactions requiring follow-on activities such as layaway, ERP fulfillment, etc. Every transaction in FusionPOS™ for an Accounting Customer will result in a Sales Order / Invoice for that customer in SAGE 500 ERP.

Marketing Customers   Unique to FusionPOS™ is the concept of a Marketing Customer. Marketing Customers are used when retaining customer data is desired for marketing, returns or relationship purposes but there is no need to set them up in SAGE 500 ERP. Fusion maintains the same transaction integrity for Marketing Customers as for Accounting Customer, but transactions for Marketing Customers are "rolled-up" into a Sales Order / Invoice by each location for posting into the SAGE 500 ERP.

Fulfillment Options   The FusionPOS™ integration first creates a Sales Order in SAGE 500 ERP for each transaction (Accounting Customers) or roll-up transaction (Cash or Marketing Customers). Payments are applied to the sales order. Fusion then matches the Fusion Fulfillment Type with the SAGE 500 "Ship Method" allowing items flagged for future shipment to remain on an open Sales Order. This is ideal for delivery or shipments which will subsequently be managed through SAGRE 500 ERP. For items flagged as carry out on a POS transaction, FusionPOS™ can auto post the shipment and / or the invoice depending on client preferences.

Register Types   FusionPOS™ has multiple register types to meet client's needs.

Fusion Cash Register   FusionCR integrates seamlessly with SAGE 500 ERP inventory. Add an item to the SAGE 500 and it is immediately available at the register. Pricing, availability, etc., can all be controlled with one interface. Daily transactions flow back into the SAGE 500 ERP with no manual interaction. Financial reporting, accounts payable and cash management are performed within SAGE 500 ERP

FusionCR also provides complete transaction processing. Capable of completing a transaction with one touch, FusionCR is intuitive and easy to use with minimal training and without compromising functionality. Its flexible user interface has over seventy five time saving functions available on demand via mouse click or touchscreen. Item lookups are quick and easy, and can be performed manually or by scanning a barcode. Returns and exchanges can be verified against the original purchase to avoid fraud. Sales, refunds and exchanges can be on the same transaction.

FusionCR standard features include:

- Keyboard or Touch screen
- Multiple clerk login modes
- Employee Time clock
- Flexible Item Look-up
- Serial number tracking
- Multi-layered security
- X / Z tape
- Multi-location item lookup

- Over / Short reports
- Multiple item selection
- Discount item - $ of %
- Discount sale - $ or %
- Price Change
- Sale Comment
- Item Comment
- Scale Integration

- Print / reprint receipt
- Print / reprint invoice
- Commission plans
- Split Commissions
- Exchange item / sale
- Suspend Sale
- Refund item / sale
- Barcode receipt / invoice

FusionCR's fully integrated Payment Manager offers ultimate flexibility in tendering a sale. It handles multi-payment tender types per transaction along with multi-currency capabilities. FusionPOS™ also includes integrated, PCI compliant credit/debit card processing with signature capture.

FusionPOS™ enables store-based pricing and promotions originated from either SAGE 500 ERP or FusionPOS™. This allows remote managers to determine specific incentives to move slower items. Pricing can be adjusted at one location to meet competitive pressures without sacrificing company wide margins.

FusionCR provides detailed retention of all customer activity and history ideal for loyalty or targeted marketing initiatives. Customers can be set up quickly and easily with user-defined data fields. Customer data can be looked up using multiple attributes including loyalty card, telephone number, name, and more.

Fusion Customer Service Register Extending the feature set and inventory integration of FusionCR, the Fusion Customer Service Register (FusionCSR) includes AR integration.

FusionCSR enhancements include:

- Accounting Customers from SAGE 500 ERP exist at each register.
- Accounting Customers can be set up at the register for approval in SAGE 500 ERP. This allows for independent processing of the current transaction while forwarding all pertinent information for further approval.
- Accounting customers may purchase on account or make payments on account from the register. Further, FusionCSR checks credit status before processing any sale transaction.
- Lay-away transactions are recorded in the SAGE 500 ERP system, accurately tracking the associated liability. The lay-away liabilities are reversed and properly recorded upon completion of the layaway and completion of the sale.
- Fusion enables customer specific or contract pricing to be synchronized with the SAGE 500 ERP system assuring companywide pricing integrity.

Fusion Store Manager is the hub of retail store operations and contains three essential elements:

➢ Fusion Store Database   All register transactions are immediately recorded on the local Fusion database.
➢ Communication Manager   Fusion store manager controls all communication between the Fusion store database and the Fusion corporate database.
➢ Reporting   Fusion Store Manager allows local reporting on store performance data.

Since Fusion Store Manager contains all information needed to manage store operations, stores can conduct business even when internet connectivity is interrupted. The Fusion Store Manager also employs a small technology footprint and can run on Microsoft SQL or Microsoft SQL Express. In smaller installations, the Store manager can be on the same machine as the register.

Fusion System Manager contains two components. First is the Fusion Corporate Database. This is the central repository for all information collected from the various Fusion store databases. In addition, it contains all relevant information from the SAGE 500 ERP system.

The Fusion System Manager also includes the Accounting System Integration (ASI). The ASI is a unique operating protocol tailored to SAGE 500 ERP. It dictates the nature and extent of the integration.

FusionWMS™

FusionWMS™ simplifies, streamlines and enhances SAGE 500 ERP processes. It also adds multi-location capabilities with just an internet connection i.e. no Terminal Services or Citrix required.   Finally it provides for extensive use of hand held RF devices throughout the application.

FusionWMS™ is comprised of several functional components.

Receiving   When receiving items at the warehouse, store, or distribution center it is imperative to have a quick and accurate count. POs can be looked up on the hand held device with items and quantities immediately verified eliminating potential errors, incorrect items and redundant information. If configured to do so, PO receipts can be automatically posted into SAGE 500 ERP from a hand held. Once processed, printing inventory labels can be instigated from the handheld with FusionWMS™ automatically discerning which items and the quantity of labels to be printed.

Directed Put Away FusionWMS™ can be configured to receive into the default warehouse bins for the items or into a receiving staging bin. Selecting the latter enables inspection of the items and subsequent disposition to the storage bin.

License Plate and Bin Management FusionWMS™ accurately tracks items to temporary or permanent bins. Scan the bin, scan the item, enter the quantity and the item now resides in the designated bin.

Serial and Lot Traceability All the serial and lot traceability from SAGE 500 ERP is available from within FusionWMS™ either via the desktop interface or hand held device.

Picking & Shipping Creating pick lists are simple in FusionWMS™. Whether the pick list is for one or more Sales Orders or one or more Transfer Orders, FusionWMS™ can pick the pick list via hand held or by hand. Also, multiple pickers can manage one pick list. Confirming the pick is as easy as selecting a button on the handheld. Shipping can be done per the individual order or per pick list and using Fusion container management; items can be picked or packed to a container and the container can be shipped.

Carrier integration Fusion comes standard with a generic carrier interface. This allows shipping to input the BOL number from pre-printed carrier paperwork. This is then sent back to SAGE 500 ERP for future reference. In addition, as an optional feature, FusionWMS™ offers a proprietary integration with FedEx, UPS and other carriers. Once the shipment is created the tracking number automatically is assigned to the sales order / invoice.

Physical Count FusionWMS™ includes all the functionality of SAGE 500 ERP plus it extends this functionality to remote locations with only an internet connection. The Fusion Physical Count module, allows quick and accurate physical counts across multiple warehouses, bins, and lots. Also, as an enhancement to SAGE 500 ERP FusionWMS™ allows items to be added on the fly to a freeze. This expedites physical count processing. Further, FusionWMS™ can be set to automatically exclude uncounted items from count updates. When you use FusionWMS™ Physical Count and an RF device you can audit your inventory counts quickly and easily at any time throughout the process.

Barcode Printing With the FusionWMS™ barcode printing, you can easily bar code existing inventory, increasing efficiency and customer satisfaction. The Fusion Barcode Printing module allows you to print any number of labels at any time. Simply select a single item or range of items from your inventory master file, enter the number of labels you want printed (either a fixed quantity or let the printing module print labels based off of your current on-hand quantity) and click the PRINT button. It really is that easy!

Functional Enhancements

Fusion Software also provides specific enhancements to SAGE 500 ERP focused on better serving the Retail markets. These include:

- ➢ **Fusion Replenishment**   Fusion Replenishment provides corporate offices with the ability to quickly and easily generate Purchase Orders or Transfer Orders to restock distribution centers or stores. Using real time inventory data, Fusion Replenishment manages cascading distribution channels where stores may be replenished through transfer orders from regional warehouse (TO) which are in turn replenished from a corporate warehouse (TO) or from vendors (PO). Replenishment order quantities are suggested using user defined parameters including average daily sales, lead times, minimum stock levels and current stock on hand. Replenishment also allows allocation of inventories across all warehouses in cases of excess demand. POs and TOs are automatically uploaded into SAGE 500 ERP through standard internet connection.

- ➢ **Fusion Inventory Management** (FusionIM™) is a version of FusionWMS™ meeting the needs of retail store. It allows each store to conduct basic inventory transactions i.e. receiving, physical count and label printing as well as store level access to Fusion Replenishment.

- ➢ **Fusion Cost / Price Management** Retail presents unique challenges with regard to pricing. Vendors often provide discounts for fixed periods of time which retailers in turn relay on their customers in the form of lower prices. While SAGE 500 ERP manages the price special aspect of this, it does not have an automated method to handle cost specials and manage margins. Fusion Cost / Price Management allows cost specials to be set for a specific future dates and allows the user to set and lock margins and / or prices. Once set, Purchase Orders are automatically adjusted as is FusionPOS™ and in SAGE 500.

- ➢ **SKU Generator**   The mechanics of SKU management is a problem for all retailers. Forecasting and sales reporting are typically at the style level where sales are at the SKU level. One style may have any number of SKUs associated with it. The Fusion SKU Generator allows initial forecasting and purchasing to be managed at the style level and automatically (i) sets up the required SKUs and (ii) creates purchase orders at the SKU level for receipt at the stores.

- ➢ **Fusion Café**   Ideal for counter sale restaurants such as Coffee shops, Sub shots, etc. Fusion Café features a limited number of configurable items on series of cascading touch screen menus. Payments are quickly and easily processed. Fusion Café is great for FusionPOS™ customers with ancillary counter sale requirements.