

# POINT OF SALE MOBILE APP



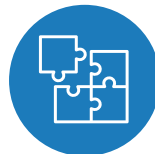
## AN OVERVIEW OF CARGAS ENERGY'S UPCOMING POINT OF SALE (POS) MOBILE APP

Cargas Energy's upcoming Point of Sale mobile application allows you to quickly create and complete over-the-counter transactions for walk-in customers at storefront locations. The app was designed to support the unique workflows for selling fuel, cylinders, equipment, accessories, and other related items over the counter. The POS app was created as a major upgrade to the part sale screen, which many of our customers currently use to run their storefronts.



### Customer Experience

Provide outstanding customer service with tools to quickly and easily process storefront transactions.



### Fully Integrated

Integrated with Cargas Energy's inventory and AR, the POS app captures transactions and inventory adjustments in real time.



### Android & Windows

The POS app is available for both Android and Windows devices so you can choose which is best for your business.

## WHY USE A POS SYSTEM?

**Speed up checkout.** POS systems are designed to process transactions quickly and easily. During busy times like a promotional sale or before a storm when customers are stocking up on fuel, storefronts can become very busy and overwhelmed. A POS system makes checkout quick and easy so you can handle more volume while maintaining a quality customer experience.

**Professional presentation.** Customers have different expectations for a retail storefront than they do for an office. POS systems are built to meet the needs of a professional storefront, with workflows and interfaces designed for retail transactions. Instead of using back-office software on a desktop computer to lookup items and process transactions, you can use a POS system to create a simple, positive retail experience for your customers.

## WHY CARGAS ENERGY POS?

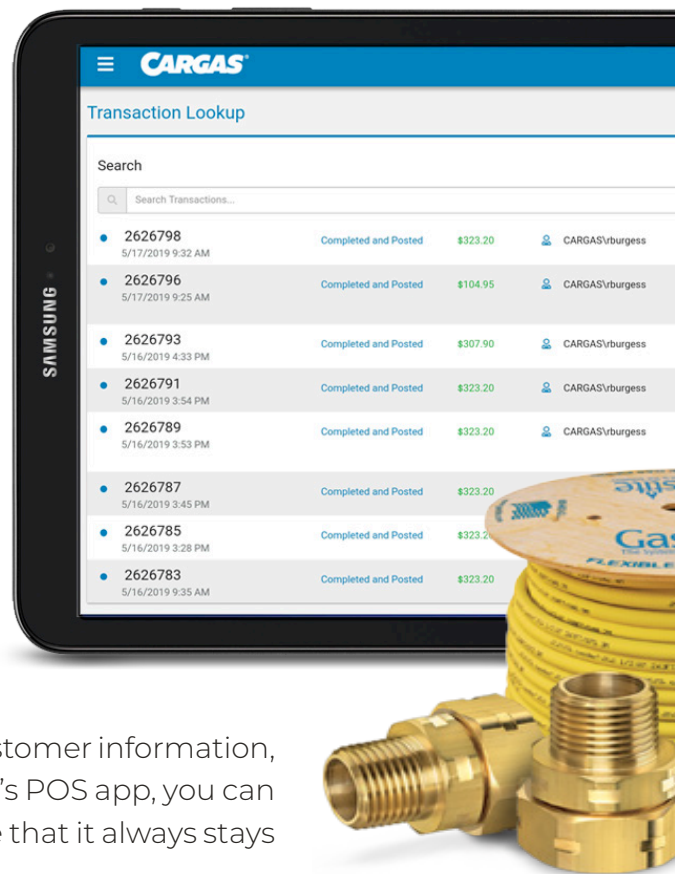
Using Cargas Energy's POS app rather than integrating to a third-party application allows you to take advantage of the information already stored in Cargas Energy and manage all aspects of your business with one system.

**Use your existing information.** To integrate with a third-party POS application, you'll need to manually set up your customer information, inventory, and tax details in that system. With Cargas Energy's POS app, you can pull this information directly from Cargas Energy and ensure that it always stays up to date.

**Capture transactions and inventory adjustments in real time.** Because Cargas Energy's POS app is closely integrated with the rest of Cargas Energy, all AR and inventory information is updated in real time as transactions happen.

A major benefit of the AR integration is the ability to search for and apply a customer's account to a POS transaction. You can also process a payment for a customer's existing account balance through the POS app.

To manage inventory, each register paired with the POS app will be associated with an inventory location. The inventory location will determine what items are available for sale through the POS app, and POS transactions will apply inventory reductions to that inventory location.





**Designed for fuel dealers.** Many POS applications are designed for small retail shops, especially clothing stores. Cargas Energy's POS app has specific features to manage cylinder and fuel transactions that other POS systems cannot accommodate.

**Reporting.** Because POS transactions are available in Cargas Energy, you can use Cargas Query for reporting. Third-party applications might have reporting capabilities, but you won't be able to combine those reports with other information from your business without manually compiling the data.

## FEATURES

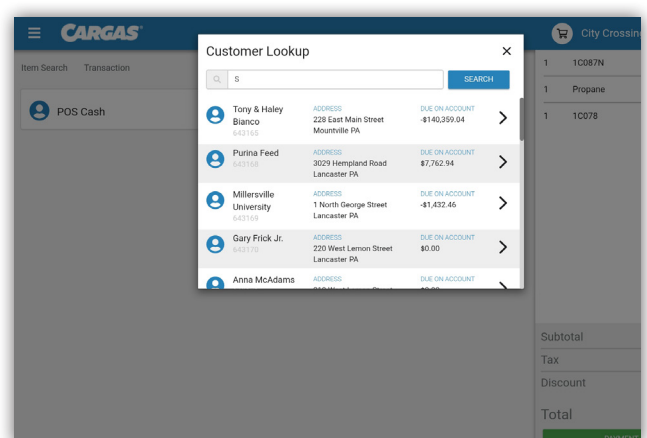
**Android and Windows.** The POS app is available for both Windows and Android. Due to the cost-savings, reduced support requirements, and better connectivity of Android devices, we strongly encourage you to research the benefits of Android for your business.

**Log on/off.** As with Mobile Delivery and Mobile Service, you are required to log on to the POS app using your credentials. You will be logged off automatically if you are inactive for a set period of time.

**Registers.** Devices with the POS app are paired to a specific register. Registers are opened and closed through the app. Once a register is opened, multiple users can log on to the POS app on the paired device to complete customer transactions.

**Cash drawers.** Currently, the POS app provides cash tracking, but not a cash drawer integration. You add drawers by entering the amount of cash in a drawer into the app at the beginning of the day. The app also allows cash to be added to a drawer during the day while the register is open.

**Customer lookup.** The customer lookup feature allows you to search for customer accounts in Cargas Energy and apply them to transactions. The POS app will show a warning notification if the selected customer is on hold or has money due on their account. You can process a payment for the customer's account balance through the POS app. You can also add a transaction to a customer's account balance rather than taking payment in the store at the time of the transaction.



**Item lookup.** The item lookup feature allows you to search for and apply items to a transaction. The POS app always displays the most popular items for a register so you can quickly select and apply them to a transaction without an item search. The app supports serialized items and requires a serial number to add serialized items to a transaction.

**Fuel and cylinders.** The POS app supports the sale and exchange of cylinders from a storefront, as well as the sale of fuel by the gallon.

**Discounts and taxes.** The POS app automatically calculates taxes and allows discount percentages to be applied to items and transactions.

**Payments.** Payments can be charged to a customer's account or can be made with cash, check, or a credit card on file on a customer's account. Payments can also be split between different methods. Credit card payments can be processed by a third-party credit card swiping vendor and imported into Cargas Energy later. Also, the existing credit card processing using payment profiles in the Authorize.net or NMI gateway can be used through the POS app. We are in the process of testing an integrated credit card swiping solution. See more under Next Steps below.

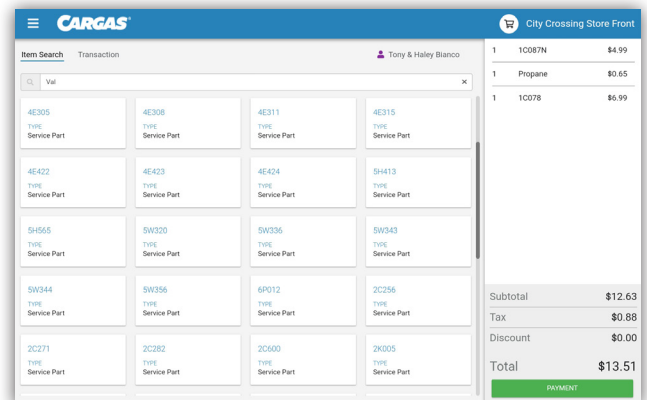
**Receipts.** Receipts can be printed or emailed from the POS app. The app does not have a direct integration to receipt printers but will communicate with printers through their native printer drivers. We anticipate use with bluetooth-enabled text roll printers. More specific printer information will become available closer to general release after we've gone through real-world testing.

**Returns.** Past transactions can be searched and viewed in the POS app. Through the transaction lookup, you can print or email receipts for past transactions and conduct returns. A new screen in the back office will allow you to look up and view POS transactions in the back office.

**POS transaction type.** A new POS transaction type will distinguish POS transactions from part sale transactions. POS documents are automatically posted in the back office.

**Register closing reports.** Register closing reports will be available in the back office for reconciliations and to evaluate the performance of your storefront.

**Security.** The POS app supports divisional and user security.





## HARDWARE

At this time, we do not have specific hardware recommendations for the POS app. So far, testing has been done on the Samsung Tab A 10.1 (SM-P580)—which is a larger tablet than those recommended for Mobile Delivery and Mobile Service—and the Seiko RPD10 and Star TSP6S011 printers. Specific hardware recommendations and requirements will be available closer to general release after we've gone through real-world testing.



## IS THERE ANYTHING CARGAS ENERGY POS DOESN'T DO?

**Full back-office functionality.** The POS app is closely integrated with Cargas Energy and allows you to access customer and inventory information related to POS transactions. However, you will not be able to access the full functionality of the back office through the POS app. For example, you will not be able to handle inventory transfers or create a customer account using the POS app.

**Barcode scanning.** Currently, the POS app does not have barcode scanning. This may be introduced in the future as part of a larger project to add this functionality to all areas of Cargas Energy, like service inventory as well as POS.

**Cash drawer integration.** Some POS applications integrate with a cash drawer. Currently, Cargas Energy's POS app provides cash tracking only, not a cash drawer integration. The app requires you to add drawers by entering the amount of cash in a drawer into the app at the beginning of the day.

**Work offline.** Because devices with the POS app on them will remain at your storefront and most likely be connected to wifi, the POS app does not support offline functionality.

**C-store management.** Cargas Energy's POS app is not intended to manage a c-store. It does not handle complex consignment fuel transactions or integrate with fuel pump payment information. The POS app is specifically designed for storefronts managing equipment sales and some fuel sale situations like cylinder fill and cylinder exchange.

## NEXT STEPS

We know there is demand for an integrated credit card swiping solution that supports the utility credit card rates needed for energy companies. While nothing has been finalized yet, we are currently testing a solution that we believe will fulfill these requirements. If testing is successful, we plan to add this functionality into the solution. More information will be available as we progress through testing.

The POS application will soon be implemented at a handful of customers for real-world testing. This is the first step in preparing the feature for general release. During testing, customers will use the POS app at their storefronts and provide feedback to the Cargas Product Development team to eliminate problems and make improvements.

Once testing and product revisions have been completed, the feature will become available for general release. More detailed information related to implementation, hardware, and pricing will be available closer to general release.

If you are interested in implementing POS once it becomes available for general release, please contact your account manager so we can reserve your spot for implementation with our consulting team.

