

SAP Customer Checkout L2 Deck

SAP April, 2022

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A modern Point-of-sale system has to be more sophisticated to comply with growing demands of both worlds – the digital and physical.

While providing an efficient checkout process, your point-ofsale software must allow you real-time visibility into sales data and reporting...

...and further manage customer information combined with loyalty programs to offer a personalized shopping experience.

A vital component to stay competitive in such digital era is a seamless end-to-end integration- from point-of-sale to the ERP system

Today's Challenges for Point-of-Sale Systems

End-to-End Integration

- Point-of-sale systems are not fully integrated to ERP backend systems
- Financial and logistic updates not in real-time
- Errors may occur because of manual work
- No possibility to integrate other platforms or applications

Transparency

- Real-time information is missing across several POS systems, organizations or even countries
- No accurate and real-time insights into sales data
- · Missing information about inventory
- No holistic view of overall business

Loyalty Management

- No integration of loyalty programs into POS system
- No centralized system that tracks customer data, loyalty points, discounts and gift cards
- No personalized sales or appropriate rewards (e.g. Cashback)

Legal Requirements

- POS systems need to meet applicable local legislation and fiscal requirements
- GDPR standards
- Germany GOBD/ Kassensicherungsverordnung (2020)
- France NF 525 (2018)
- Austria RKSV (2017)

Hardware

- Interaction of soft- and hardware is often underestimated
- Flexibility to run POS systems on any hardware device – on PCs, laptops, or even tablets
- Need of mobile compatibility

360° Customer View

- POS systems collect customer data during sales process, but have a lack of transparency of customer buying behaviour
- No understanding of customer needs
- No 360° customer profile view

Omni-Channel Processes

- Combining online and offline sales is becoming more and more important
- Customers buy online and pick-up goods in-store (Click and collect)
- Buy and deliver

Multiple Payment Methods

- To stay competitive in our digital are, POS systems need to handle contemporary payment options, such as mobile and online payments with ApplePay, Alipay, or others
- But also payments with gift cards, or loyalty points

Usability

- POS systems should be easy to use combined with an intuitive and modern user interface
- Smooth and seamless integration to save time and costs for end-users

Offline Capability

 Sales process should not be stopped even if network connection is interrupted

Scalability

 POS systems should be scalable and extendable to a wide variety of business scenarios – no matter if you have a business with 10, 200, or 1000 shops

Security

 POS systems need to ensure the security and compliance standards and protect from fraud

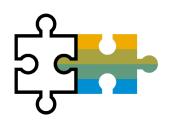
Simplify your point-of-sale processes. Gain real-time and in-depth insights. Run your business productively and efficiently.



Take advantage of rich POS functionalities that can be used for different business scenarios



Manage POS
operations
centrally for
multiple locations
and gain real-time
insights into sales
and financial data



Save time and prevent manual errors through a seamless end-to-end integration to your ERP system



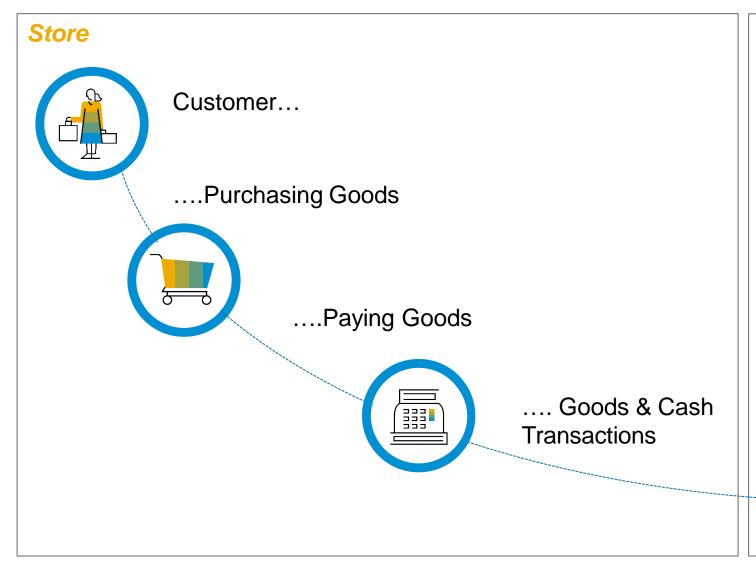
Gain insights on customer purchase history and offer personalized sales

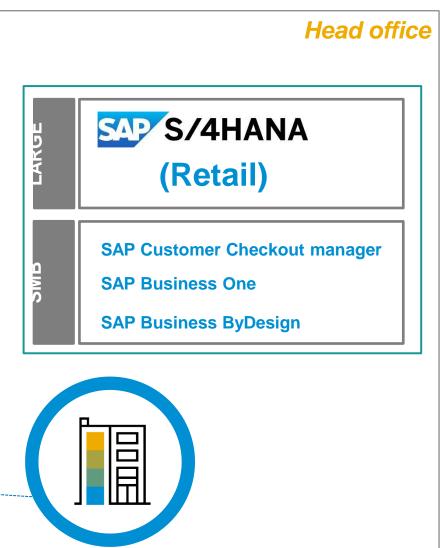


Benefit from the flexibility to extend and scale the solution anytime combined with a modern user interface











Rich POS functionalities



Different user interface modes tailored to business scenario

Retail

 Merchandising, Grocery Stores, Fashion Stores, and many more

Quick Service

 Kiosks, Food trucks, takeaway, Fast Food chains, Cinemas, Souvenir shops, and many more...

Table Service

 Restaurants, Bars, Cafés, Bistros, and many more



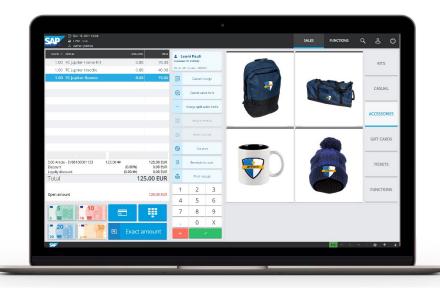
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Rich POS functionalities



A powerful and intelligent point-of-sale solution that covers all common point-of-sale requirements needed in retail, merchandise, catering, and sports and entertainment businesses.



Capabilities and Key Features

- Checkout process
- Article selection and multiple payment options
- Support of returns
- Handling of coupons, discounts, price lists, taxes, and many more
- Customer selection for personalized sales
- Omnichannel sales
- Different price and discount lists
- Time recording at point-of-sale
- Support of day-end closing
- User permission concept with role-based authorizations for cashiers, sales managers and more
- Cash-in/ Cash-Out Capability
- POS Reporting to track all sales data in real-time
- Possibility to record working time of your cashiers





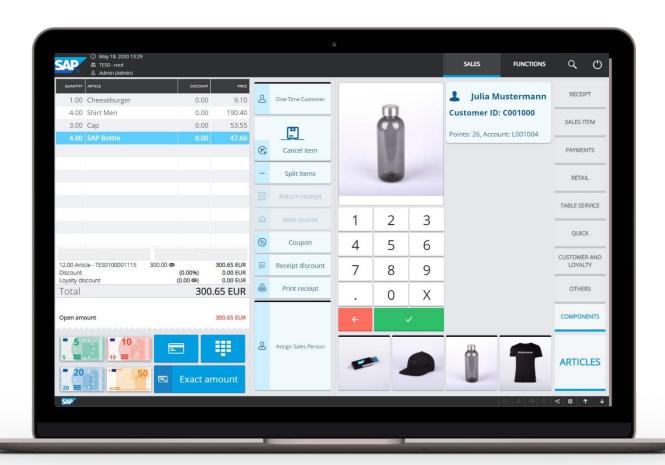






SAP Customer Checkout Retail



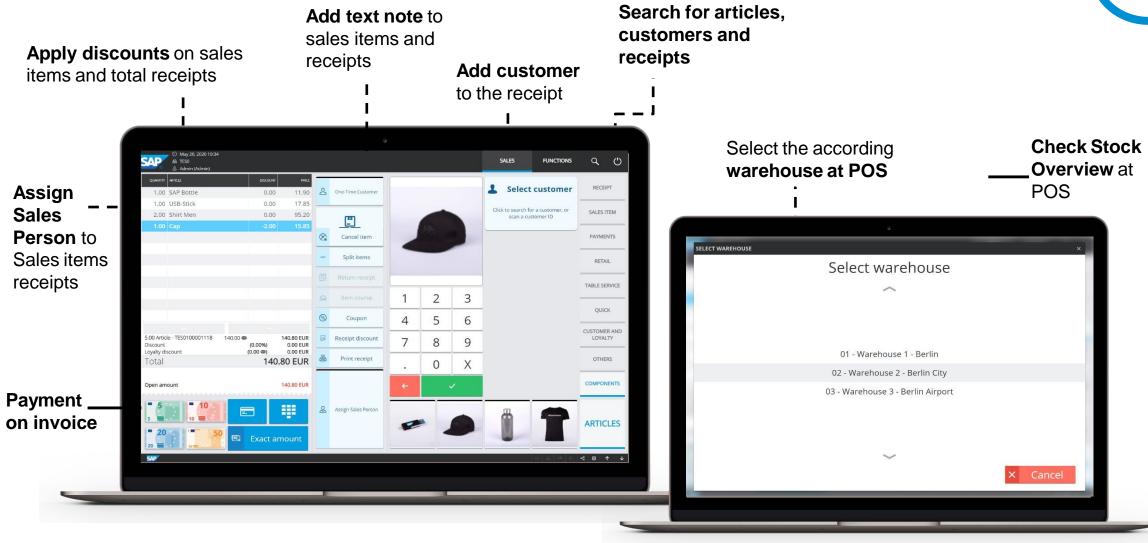


Capabilities and Key Features

- Select Customers and Articles
- Sell Sales Sets and generic articles
- Sell and top-up gift cards
- Change sales item details
- Barcode/ GTIN support
- Searching for customers, articles, receipts, dayend closings, and more
- Apply discounts to sales items and receipts
- Cancel sales items and receipts
- Central parking and fetching of receipt
- Stock management: Overview from SAP ERP system
- Return sales items and receipts
- Create and edit customer profiles
- Omnichannel Sales
- Period and volume-based pricing
- Customer-based pricing

SAP Customer Checkout Retail













SAP Customer Checkout Quick Service



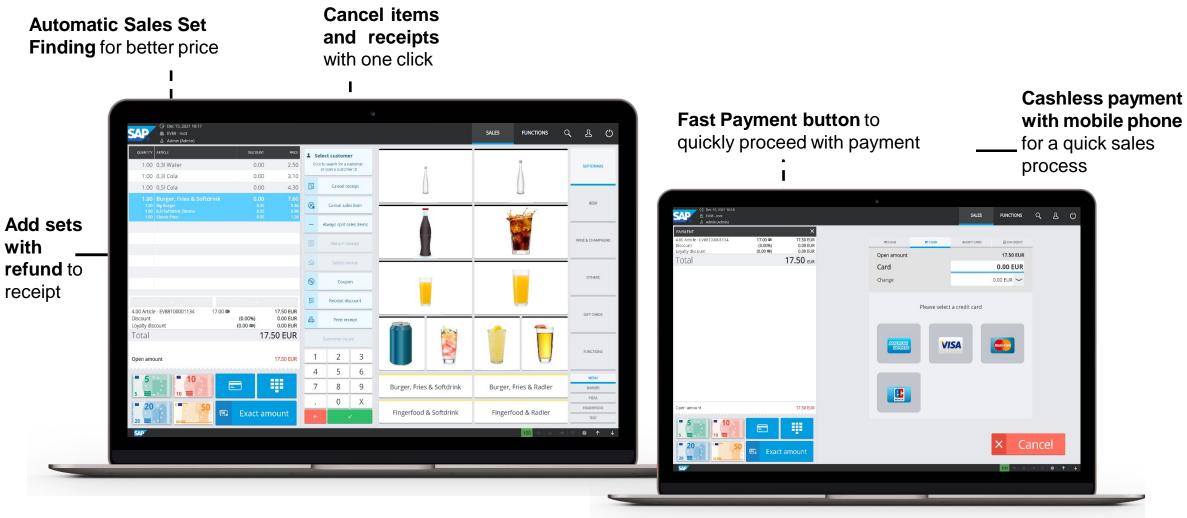


Capabilities and Key Features

- Optimized and touch-enabled user interface to fasten sales process in catering businesses
- Select Customers and Articles
- Sell Sales Sets and generic articles
- Automatic sales set finding
- Sell and top-up gift cards
- Change sales item details
- Searching for customers, articles, receipts, day-end closings, and more
- Apply discounts to sales items and receipts
- Cancel sales items and receipts
- Central parking and fetching of receipt
- Stock management: Overview from SAP ERP system
- Return sales items and receipts
- Create and edit customer profiles
- Fast login for cashiers
- Pricelist based on roles and users
- Add pager to the receipt for customers to present on pick-up

SAP Customer Checkout Quick Service











SAP Customer Checkout Table Service





Capabilities and Key Features

- Optimized user interface with table management functionality
- Table overview
- Table-side ordering (Select table and create order for customers)
- Split and combine bills (e.g. split the bill by total amount of customers)
- Transfer bills and tables to other serving staff
- Combine and move tables
- Select course for meals (e.g. bring soup first, main course second, and more)
- Add additional text for sales item (e.g. "Extra cheese")
- Handling of tips
- Preliminary print
- Expense handling
- Send orders automatically to bar and kitchen (print receipts in multiple printers)
- Reduced tax assignment to sales items and receipts (e.g. reduced tax rate for take-away)
- Change payments

SAP Customer Checkout Table Service



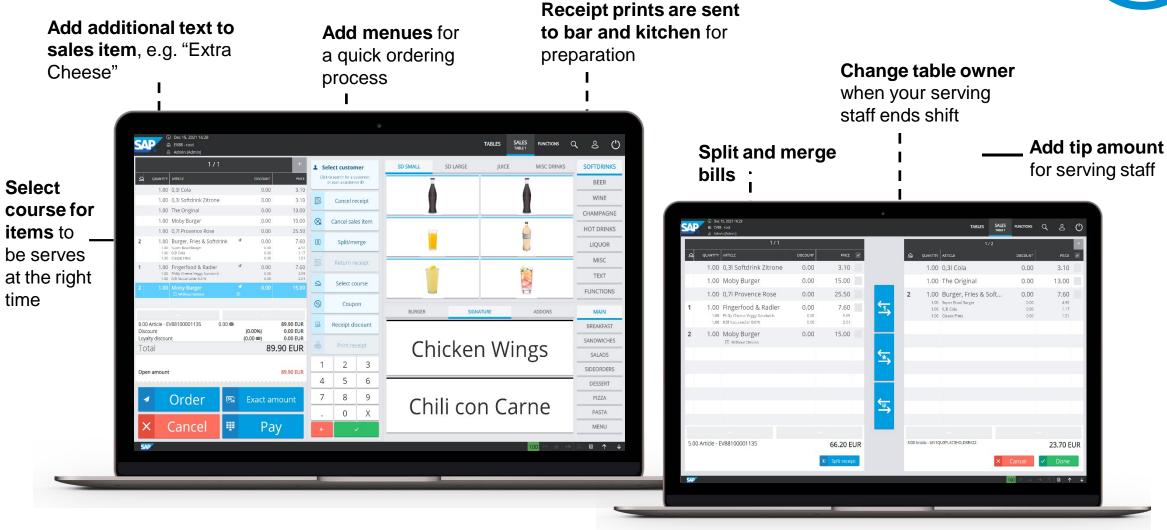


Capabilities and Key Features

- Select Customers and Articles
- Sell Sales Sets and generic articles
- Apply discounts
- Sell and top-up gift cards
- Change sales item details
- Searching for customers, articles, receipts, day-end closings, and more
- Create and edit customer profiles
- Enter one-time customer master data
- Pricelist based on roles and users
- Automatic logout or screen lock based on role and user
- Enter customer count to track total number of customers
- Serve course button to inform staff when to bring food and drinks to the customer

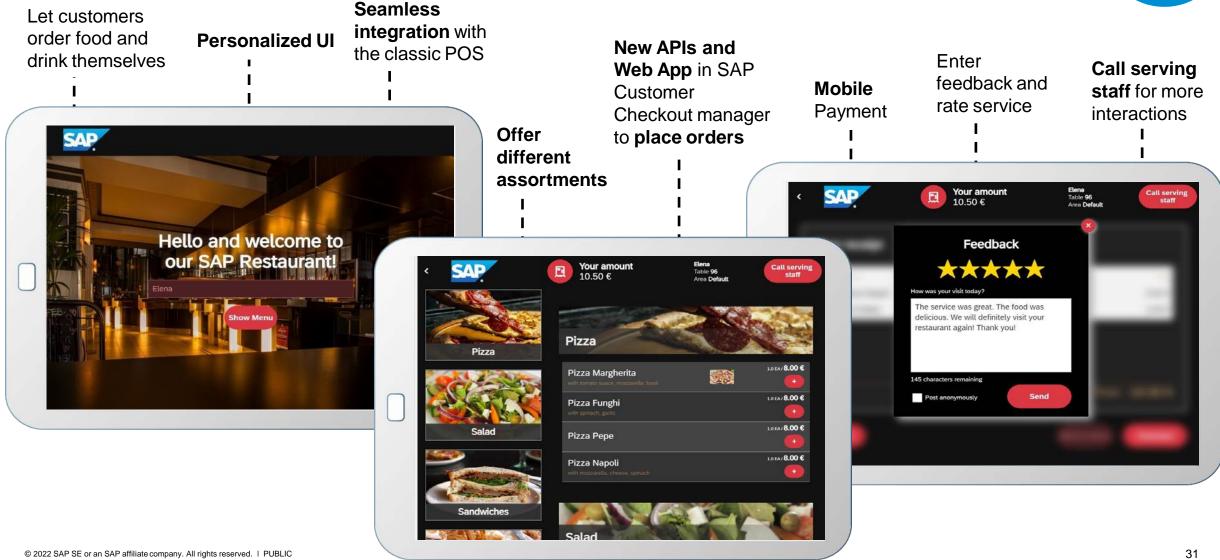
SAP Customer Checkout Table Service





SAP Customer Checkout Table Order





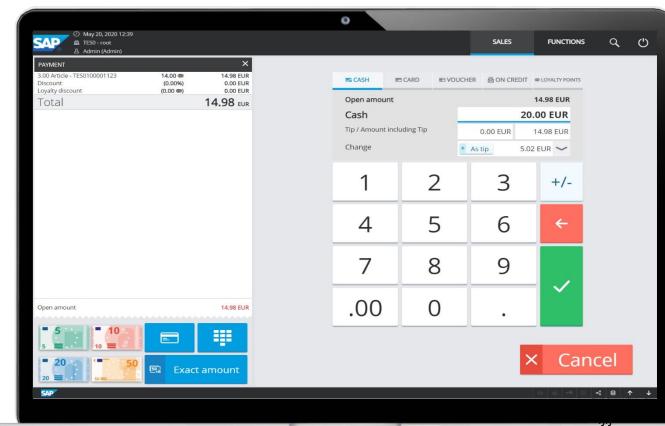




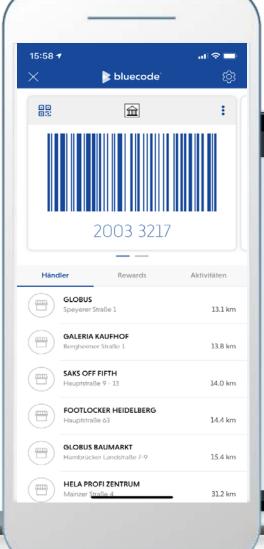
Choose Payment Options which Fit to Your Business

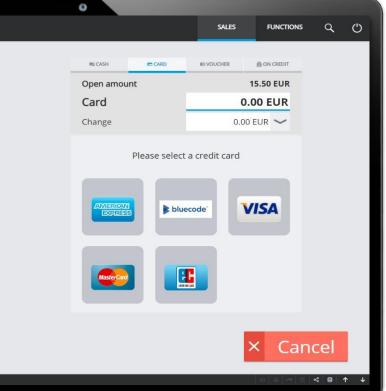
From Cash, Credit Cards, Payment on Invoice, with Gift Card, or even with Loyalty Points and Mobile Phone – SAP Customer Checkout supports multiple payment options.

Benefit from its payment flexibility while integrating **Payment Terminals**, make **Partial and Mixed Payments**, and also pay in **Multi-Currency** when foreign customers visit your store.









Benefit from a Modern Point-of-Sale Solution Supporting Contemporary Payment Options

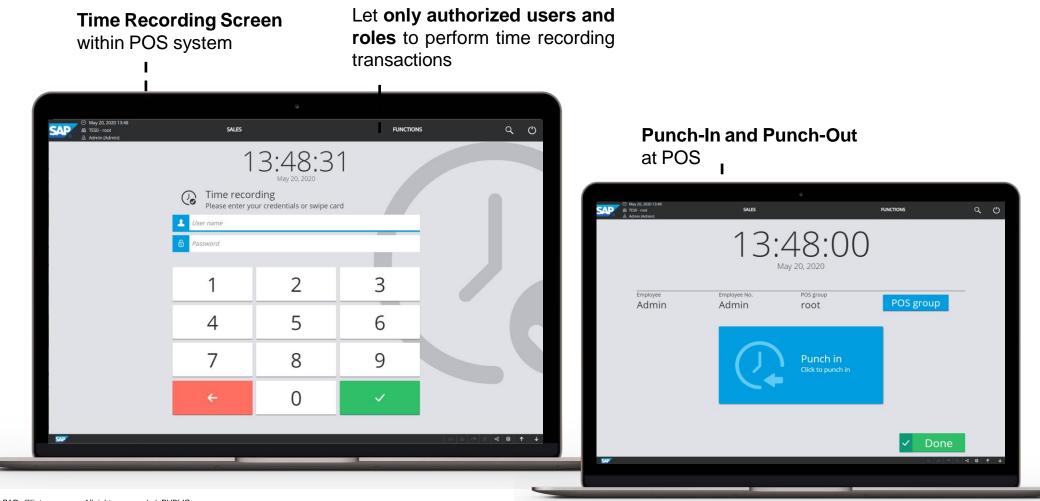
Your customers want to pay **cash and contactless**. Let them pay via mobile phone – with **ApplePay**, **Bluecode**, or more.



Time Recording

Let your cashiers, serving staff and employees record their working time.

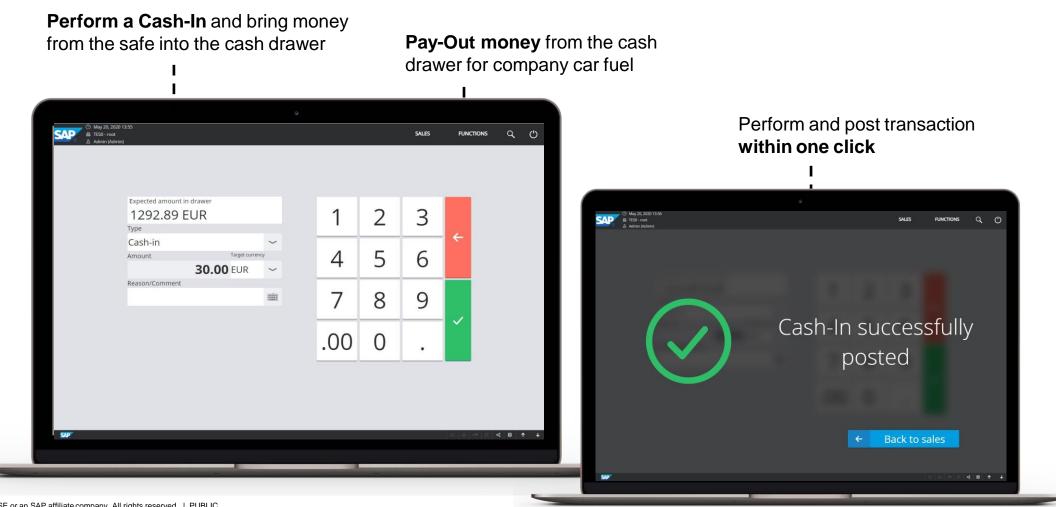




Cash Transactions



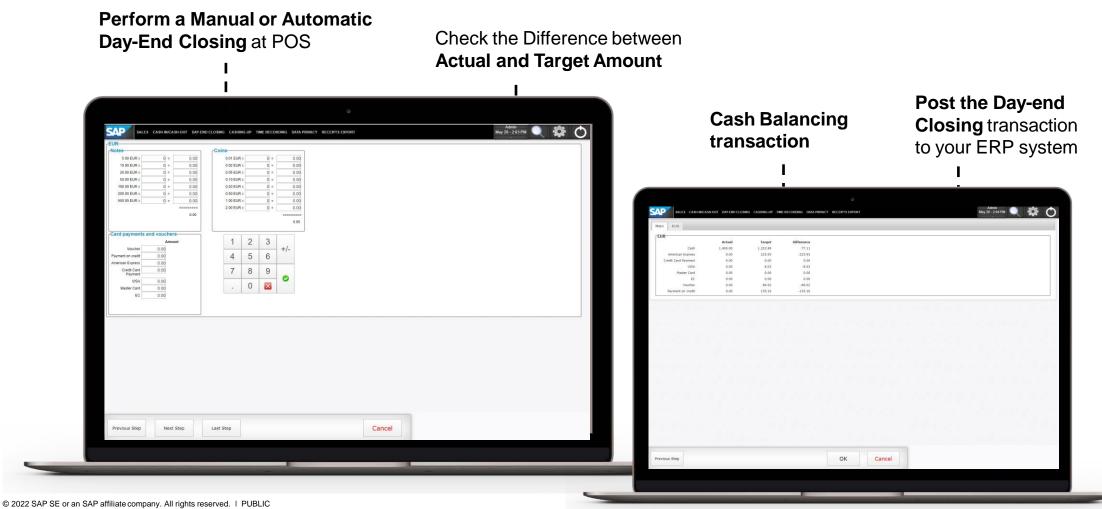
Perform Cash-In, Cash-Out, Pay-in and Pay-Out Transactions directly at point-of-sale.



Day-End Closing

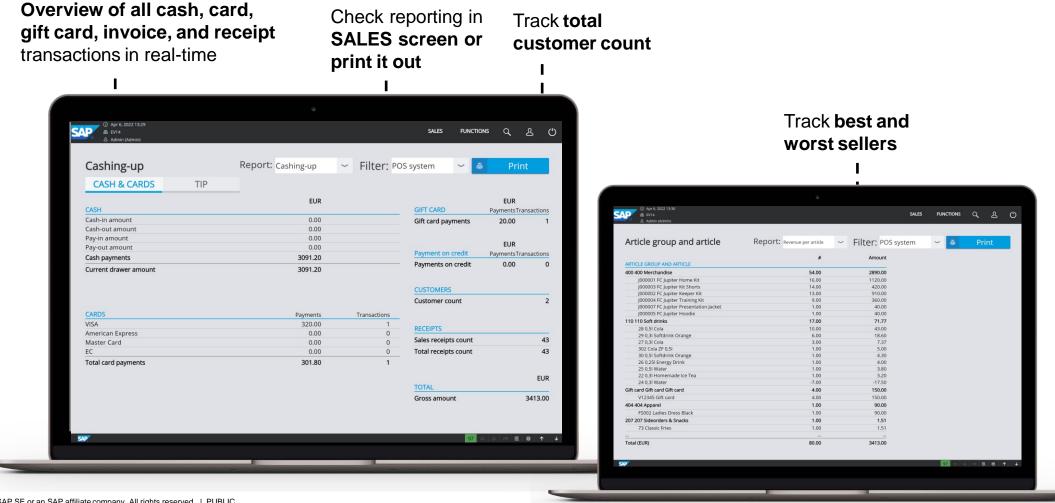


Count all your coins, and notes at the end of the day and perform a Day-End Closing.



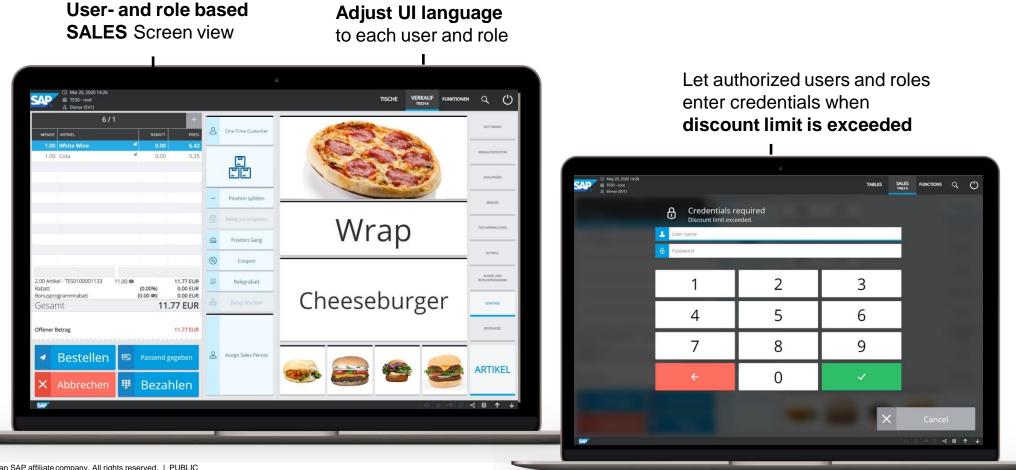
Cashing-Up

Track real-time sales data of each single POS system, of your users, or your organization. Check best and worst sellers of your store.



Permission Concept

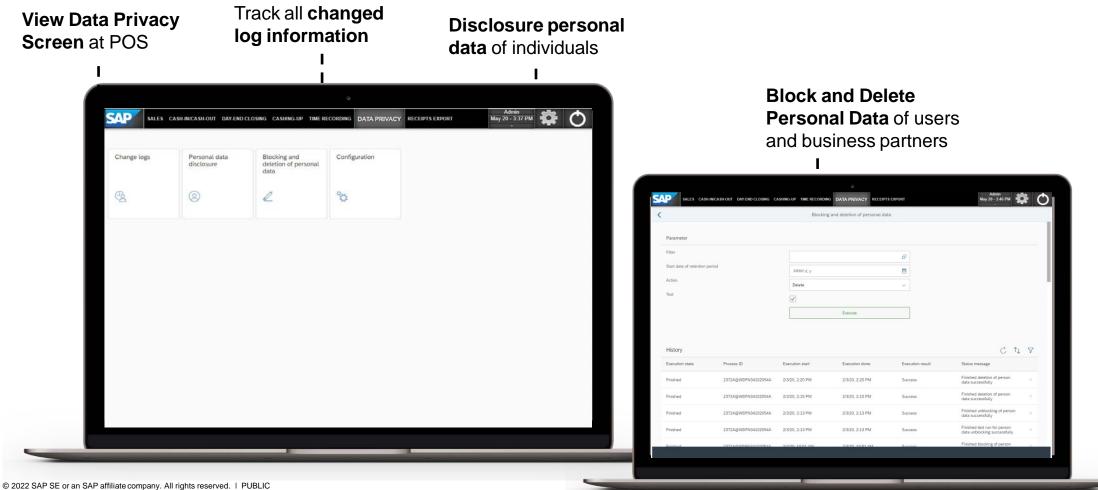
Let your cashiers and serving staff perform only transactions they are allowed to. Benefit from a role and user management with configurable authorizations and permissions.



Data Privacy



Stay compliant with General Data Protection Regulation (GDPR) and let authorized users perform data privacy related transactions for your business partners, and users.



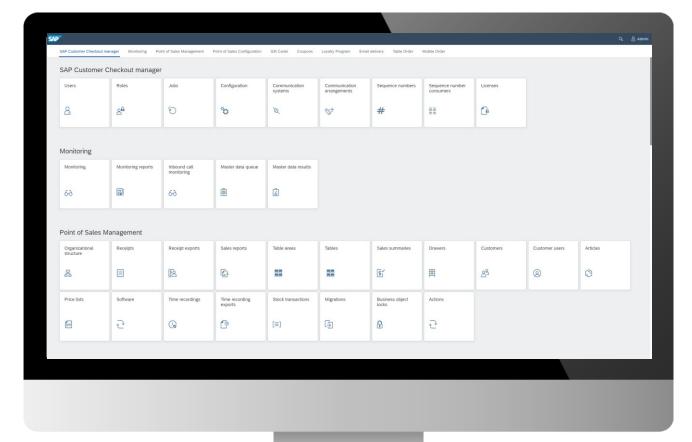




Manage all your POS systems and POS operations from different locations centrally in one system

Take advantage of the strong and powerful **SAP Customer Checkout manager** system that helps you manage all your POS systems and operations within different stores and locations.

Integrate with SAP ERP systems or use as standalone giving you the possibility to create all master data you need.





Capabilities and Key Features



- Manage Organizational Structure
- Manage POS Systems and POS Operations
- Central POS Configuration for Article Groups, Currencies, Tax Rates, SALES screen, and more
- Software Management to update POS systems centrally
- Execute and schedule different jobs to reduce manual effort
- Central Day-End Closing app to identify missing receipts
- Central Management of Drawers
- Support of Multi-Tenancy



- Create master data (articles, business partners, price lists) to run SAP Customer Checkout standalone, or
- Migration of master data (users, business partners, articles, price lists, and gift cards) from existing ERP systems
- Basic Stock Management to perform stock transactions from different warehouses



- Central management of POS users, and roles
- Central Time recording to see all transactions from your users, serving staff and employees
- Central Data Privacy Management



- Reporting of POS systems generate sales reports to track best and worst sellers in your shops, revenue per cashier, revenue payment method, and many more
- Receipt Management to view all posted receipts from your different POS systems and locations
- Monitoring of all your POS systems and alert information to see which POS systems are running
- Export of Receipts in different formats
- Track all Table Transactions from your POS systems



- Central Coupon and Loyalty Management
- Gift Card Management to view all purchased and redeemed gift cards
- Manage Business partners, and Loyalty users

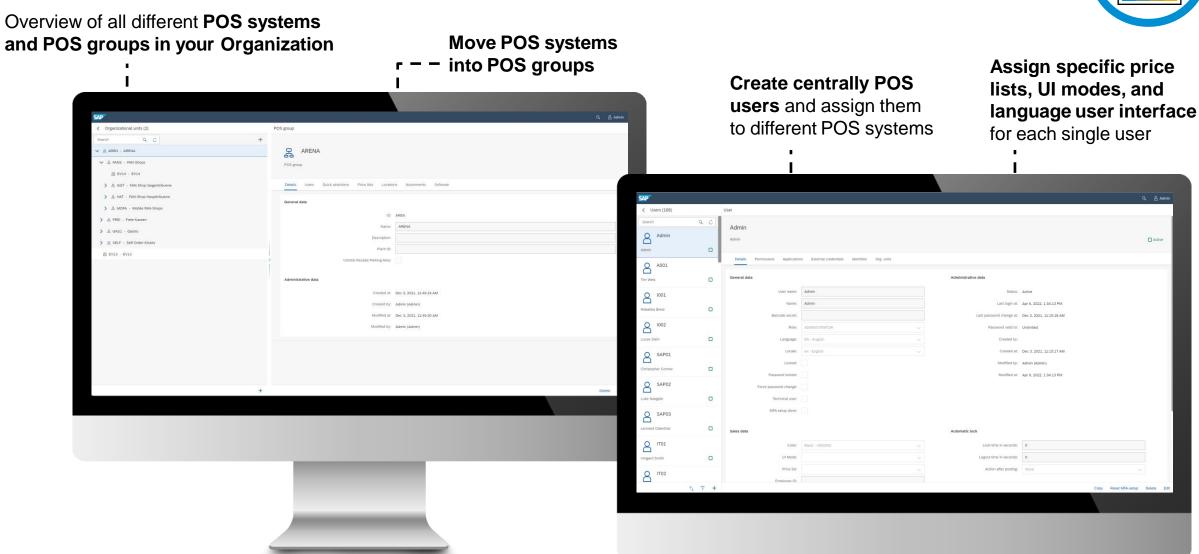


- Mobile Order configuration
- Create centrally various assortments and event types
- Set-up e-mail configuration
- Configure payment service provider

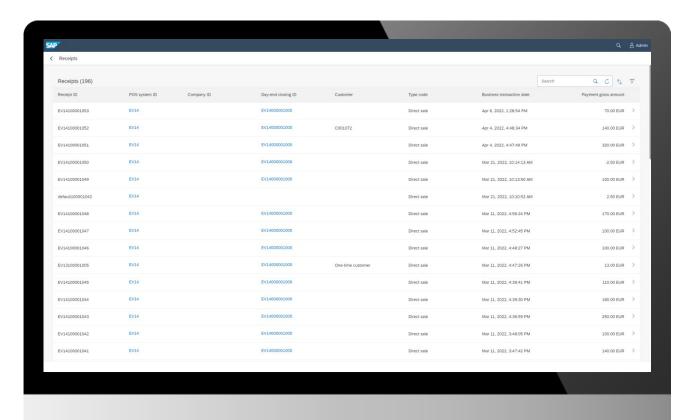


- Configure Table Order and the different assortments
- Track customer feedback
- Enable Mobile payment









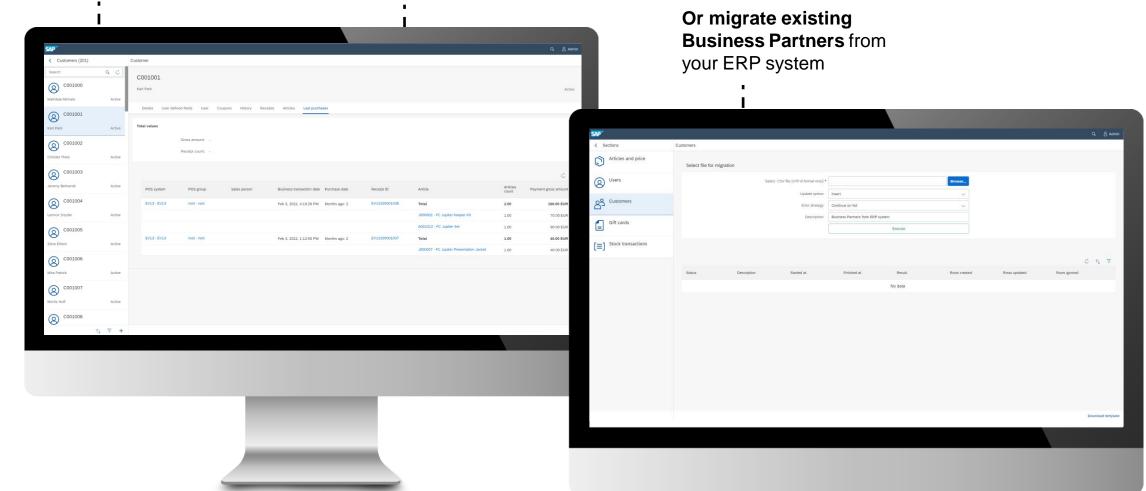
See all posted receipts from various POS systems across your organization

Find detailed information of each receipt such as sales items, taxes, payment items, coupons that were used, and many more.



Track Purchase History of your Customers

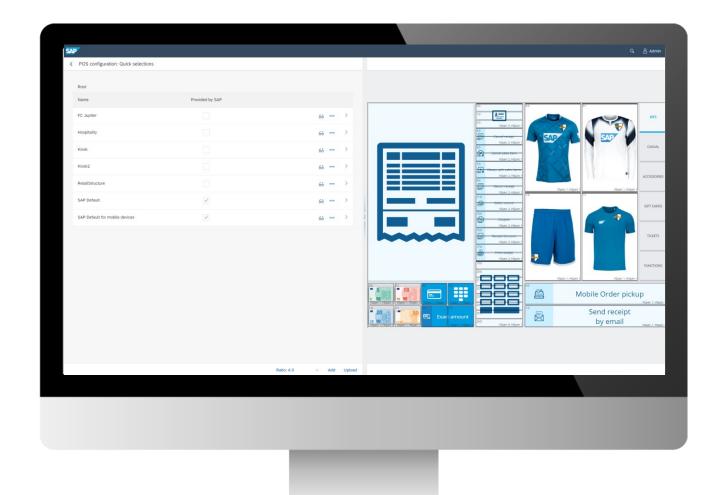
Create new Business Partners and use SAP Customer Checkout Standalone



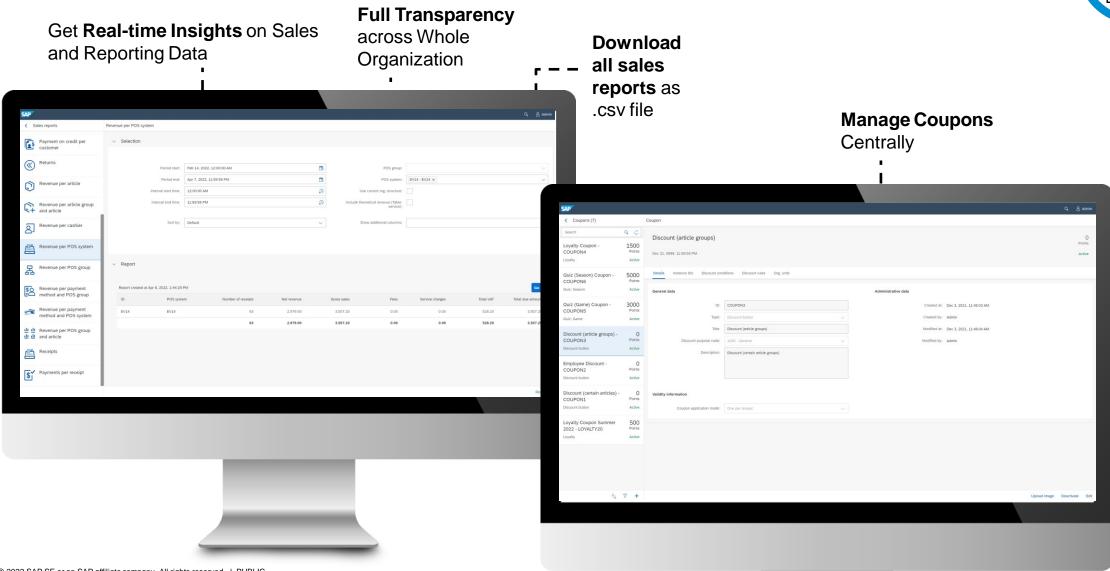


Configure Centrally your SALES Screen and Assign it to Several POS Systems

Benefit from the central quick selection functionality that enables you to configure the SALES screen flexibly to your needs – place payment buttons, article images and further functions where you need them.









Seamless End-to-End Integration

Benefit from the integration flexibility of SAP Customer Checkout and choose the SAP ERP system that fits to your needs:

Integration Options



Use SAP Customer
Checkout as Standalone
without SAP ERP system
and manage all master data
centrally

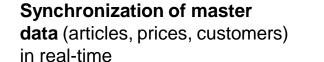


Use integrated with SAP ERP Systems to transmit transactions directly to your warehouse management and accounting applications



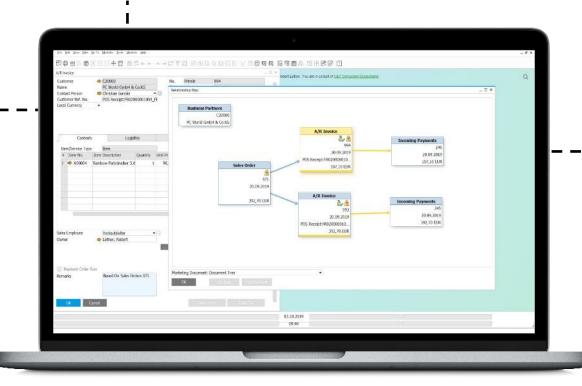
Seamless End-to-End Integration







Fully and seamless end-to-end integration from POS system to the SAP ERP System



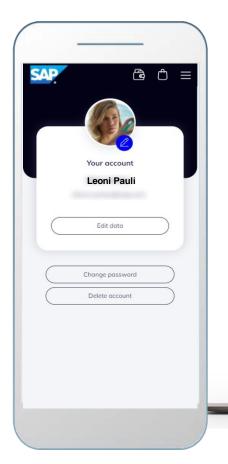
Real-time and in-depth insights into sales and financial data



Loyalty Management



SAP Customer Checkout provides you with loyalty management functionality. In addition, it offers the technical basis to integrate your own loyalty management program.



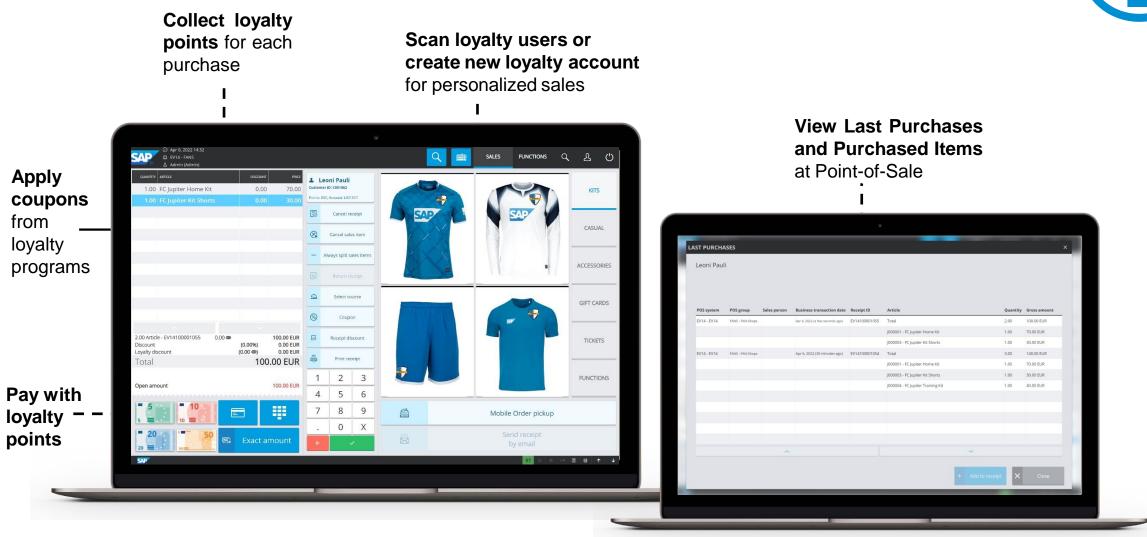


Capabilities and Key Features

- Easy configuration set-up for loyalty management
- Out-of-the-box loyalty management for front- and backend
- Integrate a mobile app to collect loyalty points
- Define your own point calculation
- Create loyalty users at point-of-sale
- Customers can collect loyalty points at point-of-sale
- Customers can redeem loyalty points at point-of-sale
- Reward loyal customers with coupons for discounted articles
- Track loyalty transactions (loyalty points collection,purchase history) of your customers
- Generate loyalty reports to track Top Customers

Loyalty Management



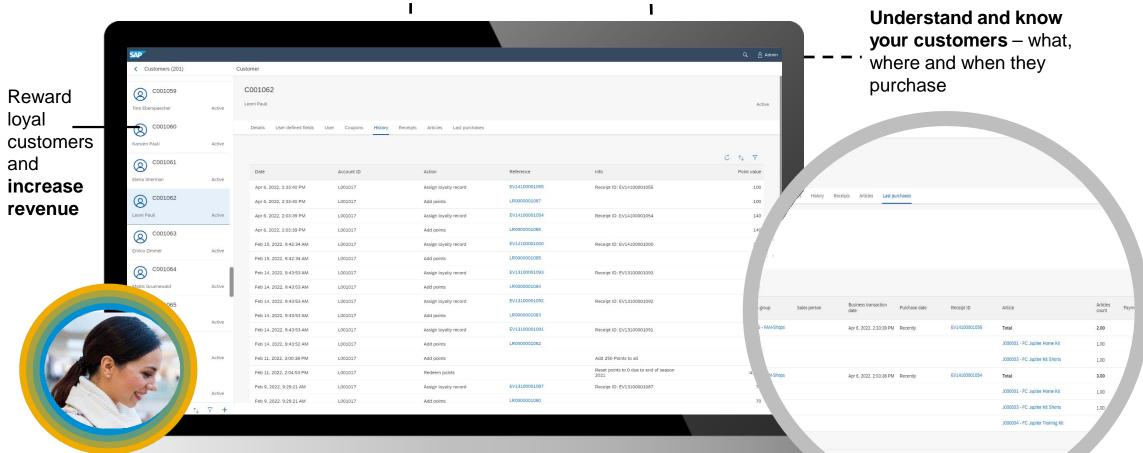


Loyalty Management



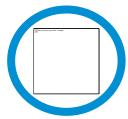
Gain **insights on customer purchase history** and offer personalized sales

Create personalized coupons for your Top 10 Customers

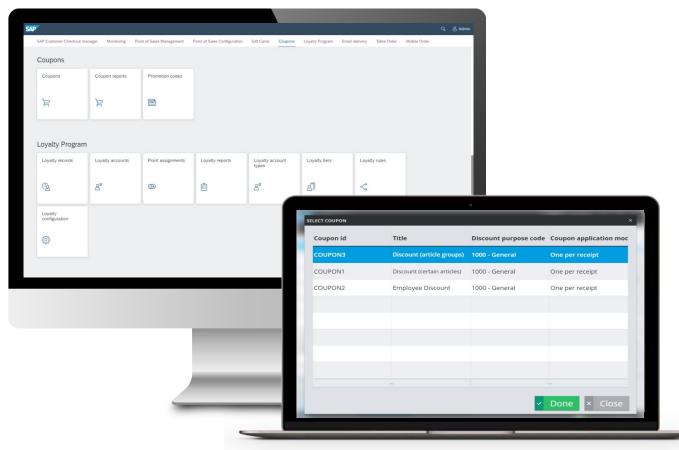




SAP Customer Checkout Coupons



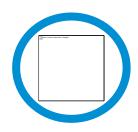
SAP Customer Checkout provides you with central coupon management functionality. Include coupons into your sales processes at POS to attract customers, or reward employees while saving money on purchases.

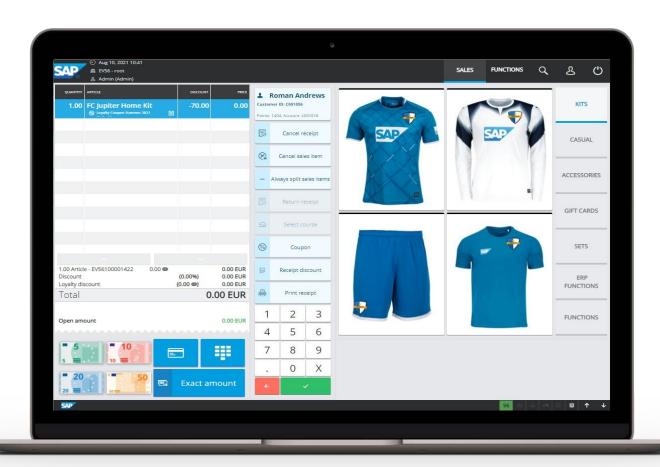


Capabilities and Key Features

- Out-of-the-box coupon management for front- and backend
- Create coupons for customers, employees and loyalty programs
- Create general and personalized coupons
- Define your own discount conditions and discount rules
- Generate coupon reports to track all coupon interactions
- Apply general or personalized coupons to sales items and receipts
- Loyalty and influencer coupons
- Reward loyal customers with coupons to gain discounts on promoted articles

SAP Customer Checkout Loyalty Coupons

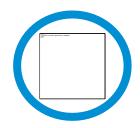


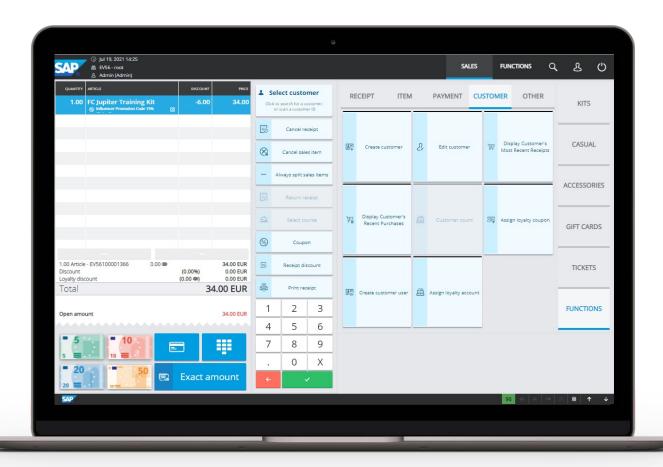


Capabilities and Key Features

- Include coupons within your loyalty program
- Customers with sufficient number of loyalty points can purchase a coupon
- Provide special and personalized offers to loyal customers, e.g. "Meet & Greet with a player", or "LateNight or Exclusive Shopping"

SAP Customer Checkout Influencer Coupons

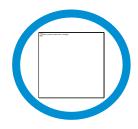


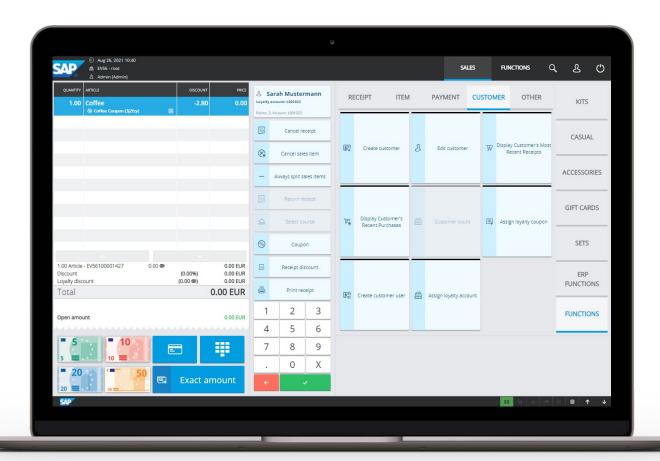


Capabilities and Key Features

- Increase customer loyalty by discount codes promoted by influencers on Social Media
- Let your customers benefit from famous influencers advertising products or brands and getting discounts, e.g. 20% off
- Use influencer coupons overall your business– various POS systems and locations

SAP Customer Checkout Stamp Card





Capabilities and Key Features

- Reward loyal customers with stamp cards
- Buy 10 coffee, get 1 for free
- Customers collect stamps for each purchase or specific item (e.g. coffee); if the stamp card has reached 10 stamps, the customer gets the 11th coffee for free
- Define personalized discount rules to be applied on items and receipts

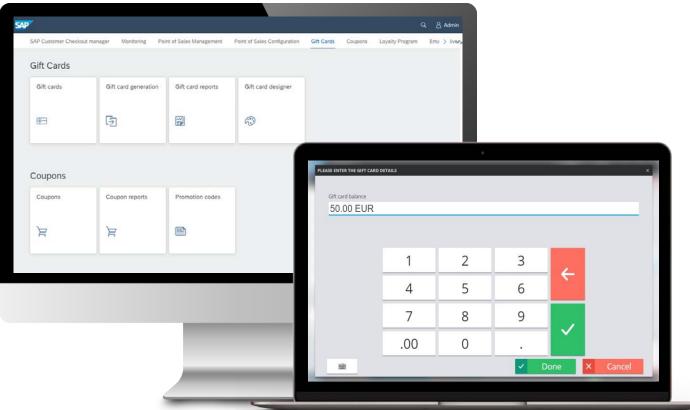


SAP Customer Checkout *Gift Cards*



SAP Customer Checkout provides you with central gift card functionality.

Include gift cards into your business to attract new customers and keep existing ones engaged.

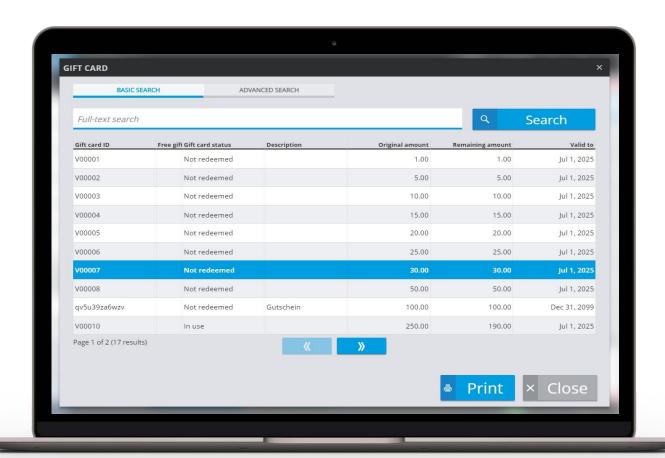


Capabilities and Key Features

- Out-of-the-box gift card management for front- and backend
- Create and manage all gift cards for customers
- Track all gift card transactions
- Generate several gift cards with one click
- Generate gift card reports to track all interactions
- Design your individual gift card patterns
- Pay and redeem gift cards at point-of-sale
- Top-up gift cards at point-of-sale
- Pre-printed gift card scenario
- Digital gift card for customers to download
- Download and export gift card as Mobile Pass, e.g.
 Apple Wallet

SAP Customer Checkout *Gift Cards*



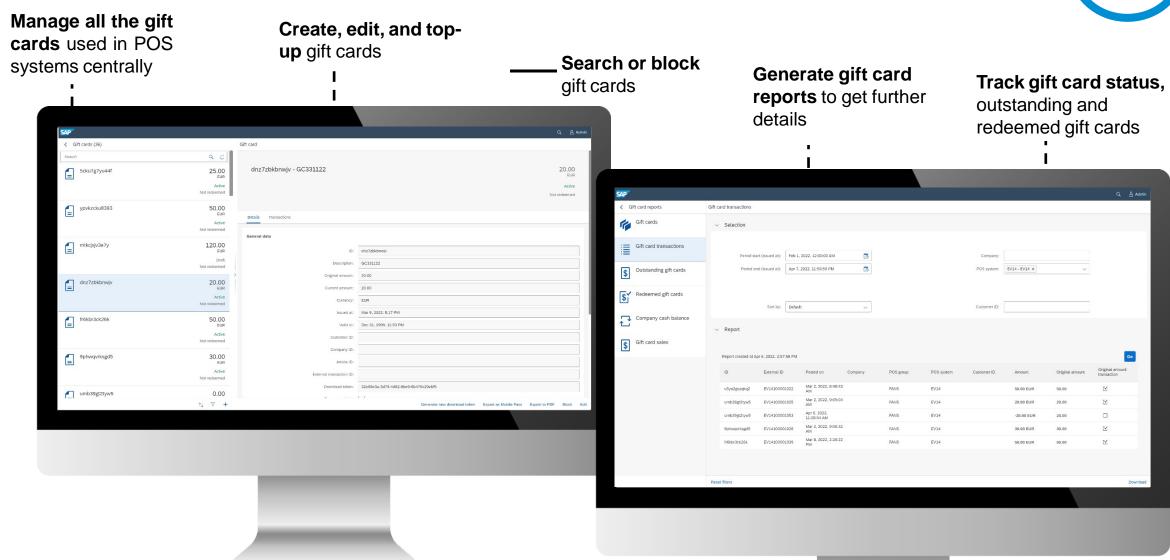


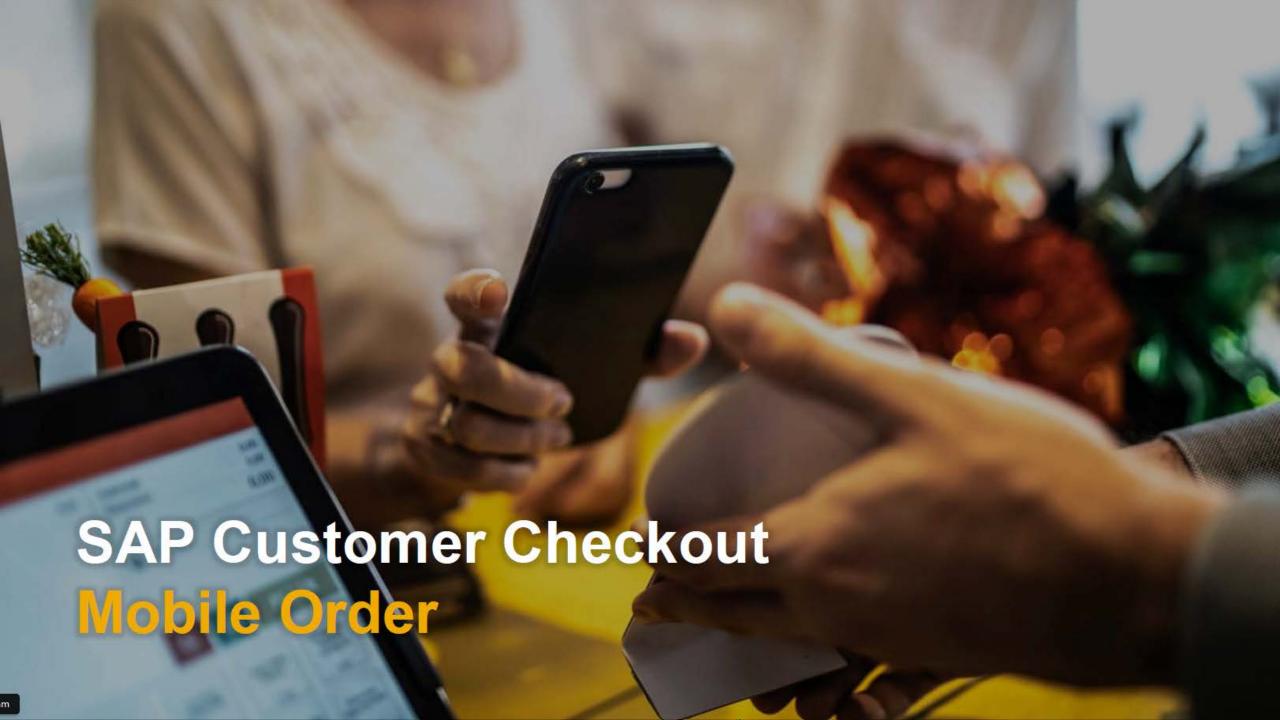
Capabilities and Key Features

- Create gift cards at point-of-sale
- Pay with gift cards at point-of-sale
- Buy gift card in shop A, and use it in shop B
- Check all gift cards, and amounts
- Top-up gift cards
- Perform a pay-out by gift card when returning items or receipts
- Print gift cards at point-of-sale

SAP Customer Checkout *Gift Cards*







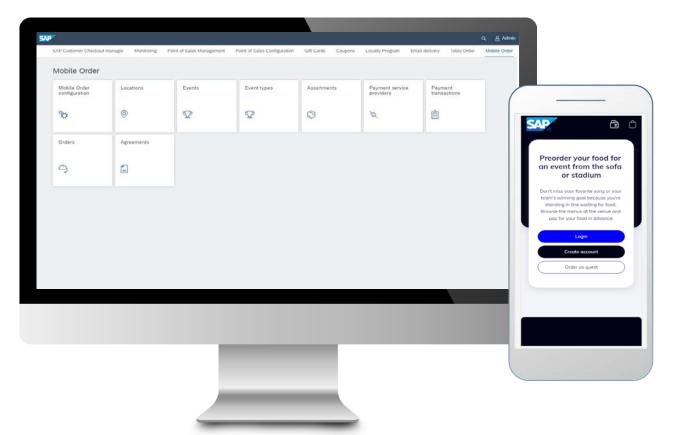


SAP Customer Checkout Mobile Order



SAP Customer Checkout provides you with Mobile Order functionality.

Let your customers place and pay orders online while receiving a pick-up code to present at point-of-sale.

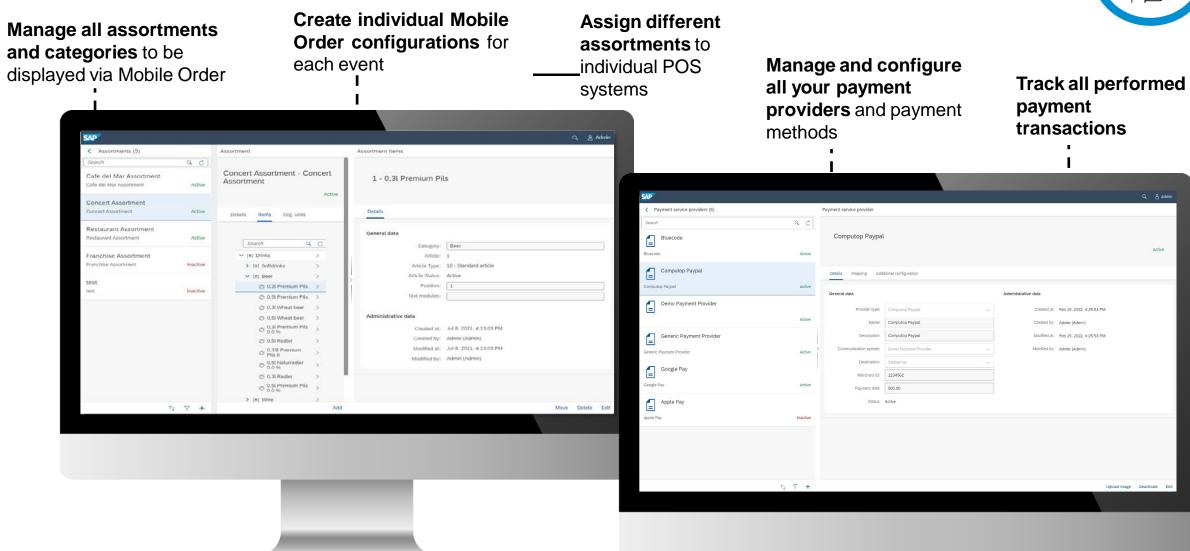


Capabilities and Key Features

- Out-of-the-box Mobile Order configuration
- Configure and set-up the web application for ordering and paying
- Manage your assortments, events, and locations
- Track all your orders from customers
- Integrate external SMTP server for emails
- Manage all payment providers
- Offer your customers new possibilities to take orders and pay online
- Let customers choose between Pick-up or Delivery of orders
- Pay online with mobile device (ApplePay, GooglePay, Credit Card, Bluecode)

SAP Customer Checkout Mobile Order

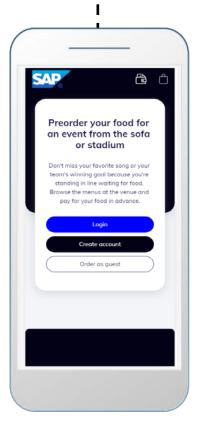




SAP Customer Checkout Mobile Order

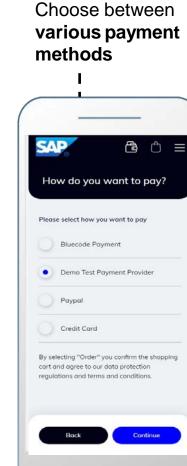


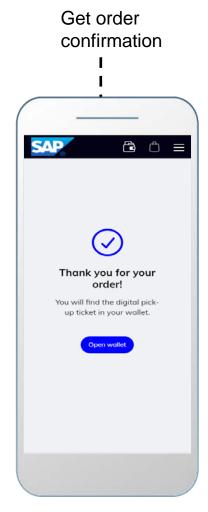
Registration or Ordering as guest



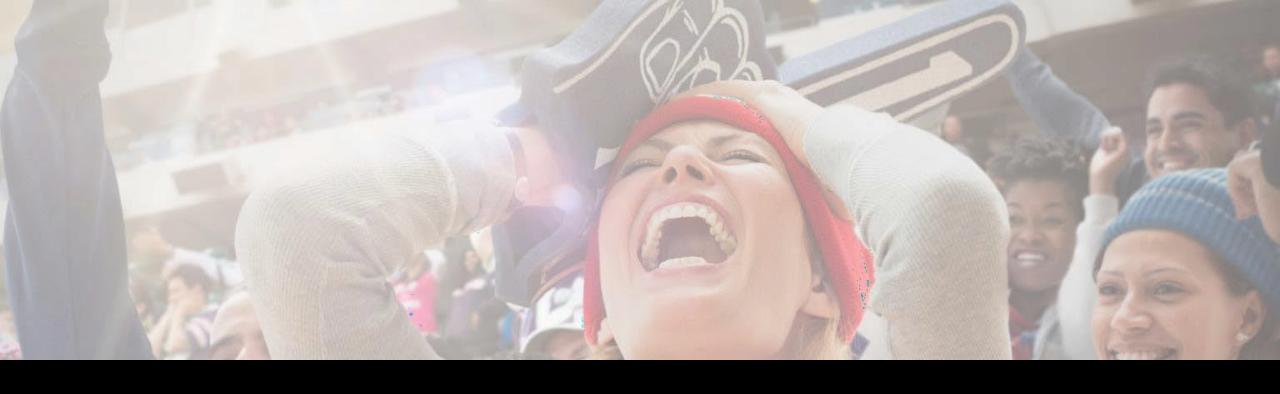










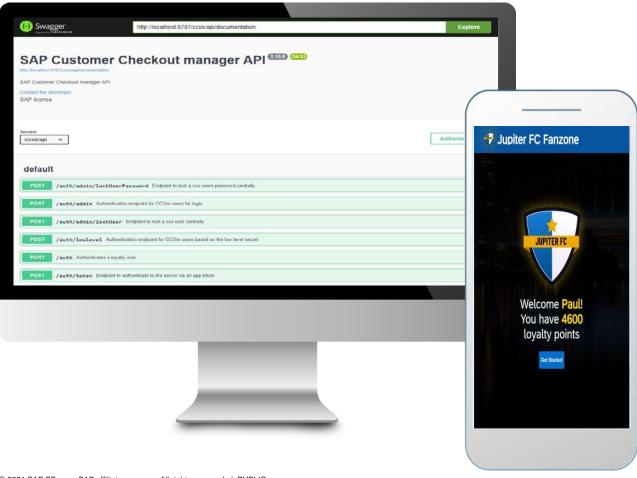


SAP Customer Checkout Mobile Loyalty

SAP Customer Checkout Mobile Loyalty



SAP Customer Checkout provides you the possibility to integrate a custom mobile app.

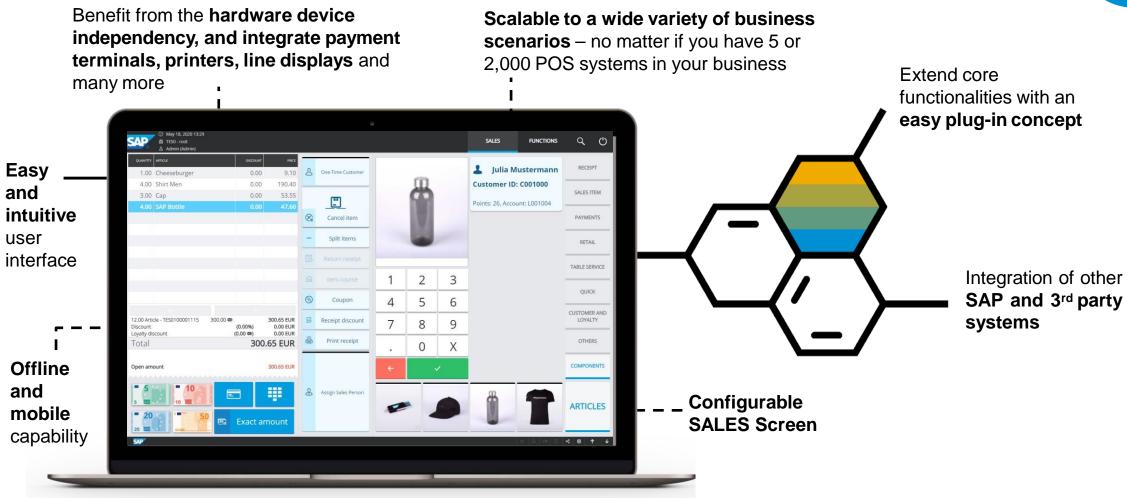


Capabilities and Key Features

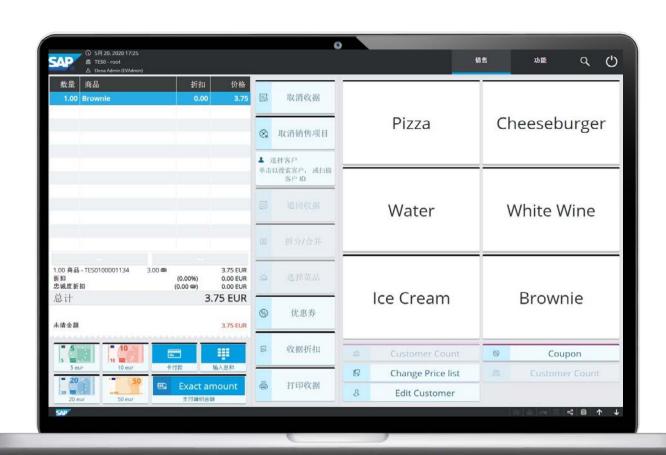
- Loyalty API which offers the possibility to integrate an existing custom mobile app into SAP Customer Checkout manager via Swagger
- Extend loyalty capabilities
- Customer users to be created via external systems (e.g. SAP Event Ticketing)
- Integrate a mobile app allowing customers to collect loyalty points via mobile phone







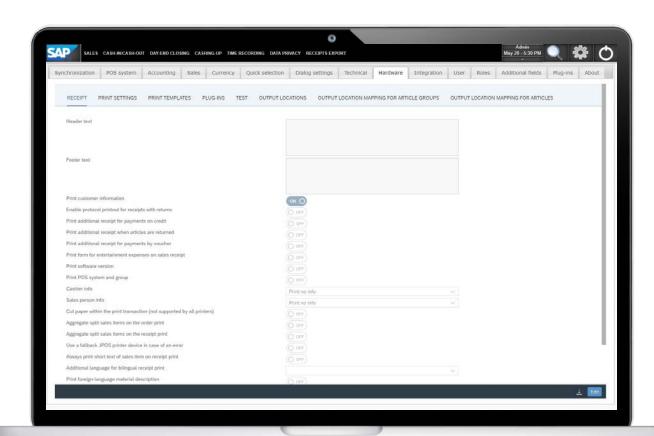




Select Your Own Language for the SALES Screen

SAP Customer Checkout and SAP Customer Checkout manager are delivered in 15 different languages.



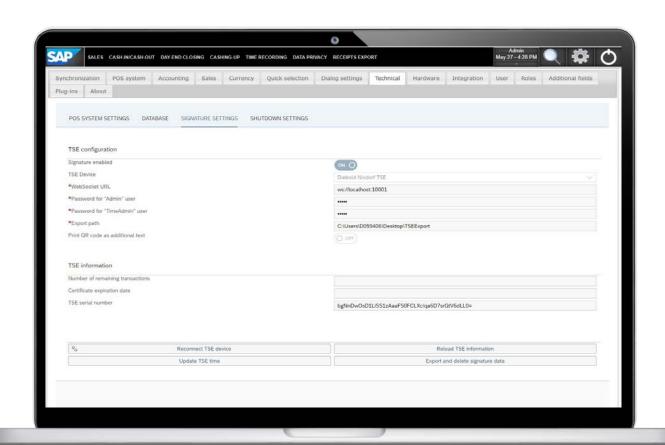


Hardware Agnostic

Take advantage of the **hardware device independency** that enables you to run the POS system on any device needed.

Integrate further devices such as **printers**, **drawers**, **payment terminals**, **customer displays scanners**, **and many more**, to run your business efficiently.





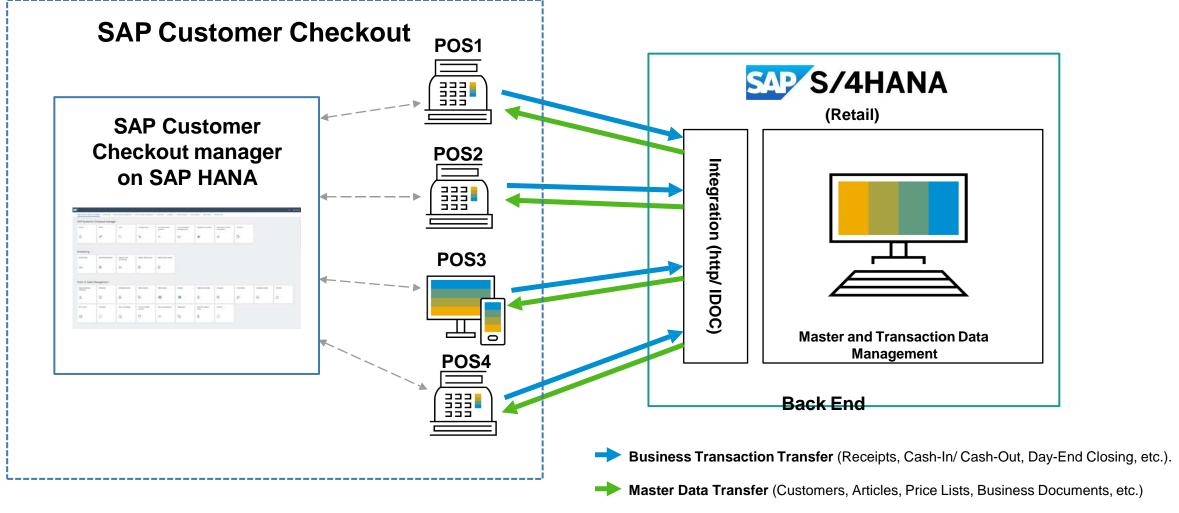
Stay Compliant with Country-Specific Legal Requirements

Keep your point-of-sale operations running at peak performance by **following the latest standards**, and legal changes.

From Kassensicherungsverordnung 2020 in Germany, RKSV in Austria, to NF525 Certification for France, SAP Customer Checkout meets a wide range of legal requirements in different countries.

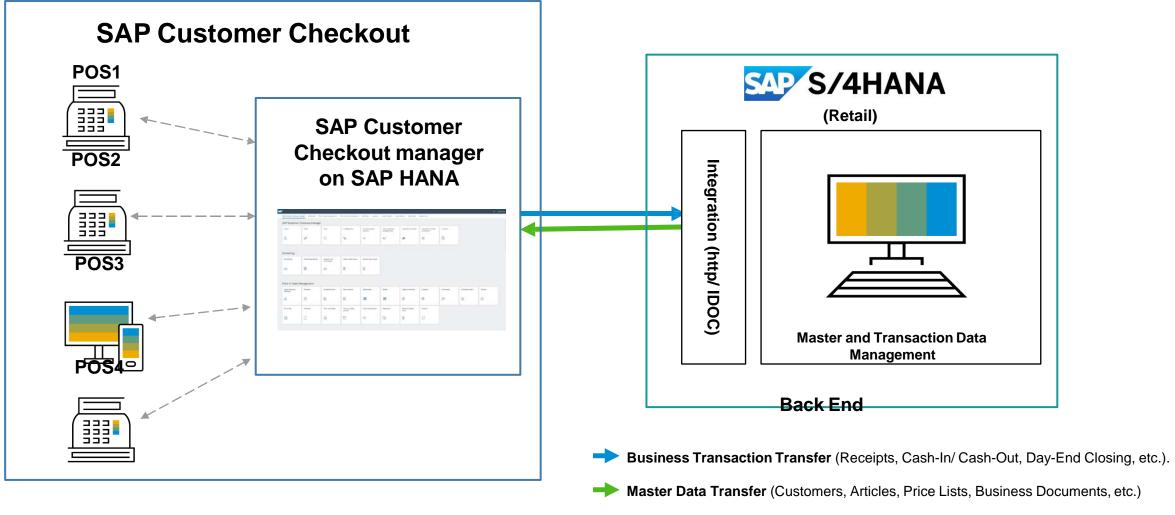
Flexible, Extensible, and Scalable - System Landscape Option 1





Flexible, Extensible, and Scalable - System Landscape Option 2







SAP Customer Checkout Customers







What our customers are saying...

"With SAP Customer Checkout, we were able to implement a comprehensive and integrated POS system that meets all our requirements to provide a unique and smooth experience to our millions of visitors."

Mohammed Al Hashmi, CTO, Expo 2020 Dubai



"Working with consenso, we implemented SAP Customer Checkout in just six months. While this helps us meet new cash register regulations

Stephan Poos, Project Manager, AGRAVIS Raiffeisen AG

better experience for our customers."

in Germany, we are now also delivering a



"With access to real-time stock monitoring and user-friendly touch screens for order entry, we can deliver optimal service at each kiosk. And because SAP Customer Checkout is hardware agnostic, we have unlimited options for further innovation at Allianz Arena."

Michael Fichtner, CIO, FC Bayern München AG



Thank You.

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