



Acme Point of Sale for Valued Merchant Services Reps

Total BusinessWare

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AcmePOS.com

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1 Acme

1.1 Introduction

Acme Point of Sale is best suited for "product in hand" specialty retail. Things like liquor, grocery, hardware, farm (feed and seed), etc. These stores have complex inventory management needs, that entry level point of sale systems do not handle well. Things like...

1. Multiple units of measure items, buy in case and sell by 6-pack or each.
2. Different units, buy by the pound, sell by the pound or piece.
3. Multi-level pricing. (retail, wholesale, club, mix and match etc)
4. EBT (food stamps)
5. Gift Cards (Factor 4 or in house)
6. More... (see acmepointofsale.com)

We expect to do a data conversion or help them load new data. There is no added fee for this service.

Our Acme Bar Code Detective is a database of over 24 million items with images that are suitable for e-commerce sites.

1.2 Pricing

- Acme Point of Sale desktop software is 79 to \$119/computer per month.
- Acme mobile app is \$79/month for unlimited users.
- Acme web stores (no double entry of items) are \$199/month. Price includes the Bar Code Detective.

- Acme works on 90% of the point of sale equipment that has ever been built. If the merchant needs equipment we sell it as close to our cost as possible, and can even offer payment schedules to help you close the deal.

1.3 The Sales Cycle

Typical, but not always linear...

You introduce us to your retailer. We set up a demo/discovery "zoom" meeting. You can attend or not, as you see fit. After that meeting we prepare a quote, that is delivered via another meeting (ideal) or email.

Our web store has quote request capability, but we have found best success when we walk through the options with the retailer in an online session.

Shop.acmepointofsale.com

In some cases, we have some flexibility in our pricing, to help you close deals. Bundles, deferred payment of equipment, passing along vendor specials, etc.

1.4 Processing

Acme does not add on per transaction fees. We can handle "admin fee and discount" or surcharging, to help merchants offset your processing fees.

We sell the payment terminals, so you do not have to deal with that, unless you want to.

2 WIFM

What's in it for me? We are glad you asked!

We pay you a \$300 referral fee when the store has used Acme for 30 days. We treat the retailer as YOURS.

We keep you in the loop. We are typically their first call for any issues (since we are ground zero) and we do not pass the buck. If we can fix it ourselves, we do. We will never tell your client to go call you, we will instead offer to do that for them. (team work)

You get into fully integrated environments without having to handle the point of sale system, equipment or support. **(we handle 12-15 lane grocery stores)**

You keep all processing revenue and maintain control of your account.

3 Contact Information

Acme Point of Sale is developed and distributed by Total BusinessWare. You can reach Bob Brink there via 952-447-6624 or brink@totalbusinessware.com

Schedule discovery calls / demonstrations (checks my calendar real-time)
<https://acmepointofsale.com/get-started/>

Refer a retailer:
<https://acmepointofsale.com/refer-a-friend/>