



**PALADIN**  
DATA CORPORATION  
We Make Stores Run Better.

## Summer 2013

### Paladin Think *POSitive* Newsletter

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### MARKET DRIVEN INVENTORY MANAGEMENT

The inventory management systems in most point-of-sale programs are simply a computerized version of managing stock by hand. Paladin POS is different. We look at all sales history including seasonality, special orders, promotional adjustments, minimum order quantities and many other factors. We use that massive amount of data to calculate suggested reorder quantities that will keep just enough stock on hand for every item to meet any reasonable demand and give you the maximum ROI. Our calculations have been refined and tested over the past 30+ years to create the best system for automated, market-driven inventory management in the industry.



When a Suggested Order report is generated, Paladin looks at every line of every invoice ever written to determine stock needs for each item. It knows how many sell at a time, the time of year the item typically sells, and what items are commonly sold with the item.

All of this compiled data results in an extremely accurate stock needs forecast. No manual controls are required to achieve these results. It's all automatic with Paladin, even for difficult-to-manage situations like job-pack quantities, high cost/low margin/low volume items, and items with sporadic high sales quantities.

The more you allow Paladin to do what it was designed to do, the less you will have to micro-manage the reorder process. We also understand that every store is different and has different needs. In order to allow for flexibility and customization in

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inventory control from store to store, Paladin offers a number of user-defined controls. The **Stock Days** control allows the broadest stroke and indicates how many days of salable inventory you want to own. You can also fine-tune individual items or departments to account for exceptions.

You can spend a few hours a week or less managing the exceptions and special circumstances, or you can spend many hours a day tweaking the controls and overriding the built-in power of Paladin.

Over the next few weeks and months we will be providing additional information on best practices for inventory management, including managing special circumstances, detailed descriptions of all of the inventory-related fields, and more. We hope a better understanding of what goes on behind the scenes will help you save time, make you more money and provide the best return on your investment in Paladin. Stay tuned to Paladin's blog and this newsletter for the latest information.

## RECENT ENHANCEMENTS

We are listening! Paladin's last general release (version 7508) included a number of significant enhancements that were specifically requested by customers, including:

- Manufactured inventory hides zero-price items from the invoice while tracking inventory levels on the hidden items.
- Special order and on-hold inventory can be placed on a single invoice/quote.
- Auto-combining of identical items on an invoice was made user-selectable.
- A new **Invoice Margin Analysis** report is available for in-depth research on margins for individual transactions.

For more information, please refer to the release notes for version 7508 in your email, or available online at [customerportal.paladinpos.com](http://customerportal.paladinpos.com).

## CHECK STOCK LEVELS AT OTHER STORES

Do you know? Paladin POS has an integrated browser allowing web access directly from the Invoicing, Inventory, and Purchase Order modules.

Web sites are limited to those you set up through the Suppliers setup tab, allowing you to check availability or see an

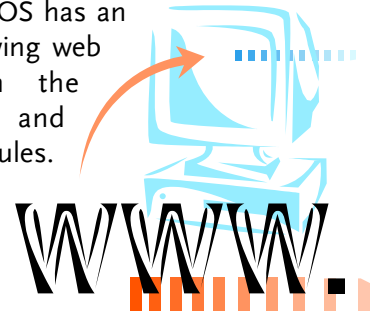


image of a particular item, for example.

If you have multiple stores and are currently using Paladin's single-store version, another clever use for this feature is to quickly check stock levels at other stores by setting up a Paladin's Mobile Application as a supplier.

### To set up a supplier website:

1. On the **File** menu, click **Setup**.
2. Click the **Supplier** tab.
3. Click **New** to set up a new supplier or store, or select the supplier's record if it has already been added.
4. Enter the supplier's or store's mobile website in the **Website URL** box. For Paladin's mobile app, enter <http://mobile.paladinpos.com>.
5. Scroll down and click **Save**.
6. Click **Close**.

### To access a website:

1. From the Invoicing, Inventory, or Purchase Order screen, click **Advanced Find** or press **F1**.
2. Click **Vendor Site** or press **F2**. To select the website or mobile store you want to access, click the name from the list or use the up/down arrow keys and press **Enter** when the vendor's name is highlighted. You will need to log in with your credentials to see store data. Once logged in, minimize the browser and recall it any time from any Paladin screen.



## COMING SOON

A major new Paladin POS software release has begun BETA testing! It contains over 20 new features and enhancements to help you save time and increase your bottom line.

Here is a preview of what to expect with the next General Release:

- **Credit Purchase Order's dollar value added to Accounts Receivable.** Track monies owed to you on one report.
- **Quote and Purchase Order Recall Transaction modules enhanced.** An expanded screen display shows additional information, is sortable by column and is filterable by account.
- **Quote and Purchase Order Report.** A practical tool to manage Quote, Kit, Special Order, On Hold and pending Purchase Orders, this report provides an efficient method to decide which stored Quotes and POs may be deleted.
- **Added Keyboard Commands.** The main screen module icons are now executable by keyboard. Simply hold the alt key and press the corresponding numeral.
- **Email Quotes.** Full sheet quotes can now be emailed to customers with an email address on file.
- **Bank Card Data Verification.** Swiped bankcards with incomplete data may result in higher processing fees. To reduce the fees you may incur, all card data is inspected prior to authorization and if incomplete the cashier is prompted to take action.
- **ACE High Speed Ordering.** ACE Hardware has provided an internet-based high speed ordering system to Paladin POS.
- **Quantity on Order History Viewer.** View purchases without leaving the Inventory page. Cancel backorders, show all purchases or filter by what is on order with this labor saving feature.
- **ACH payments.** ACH (Automated Clearing House) payment processing, sometimes called electronic checks, is being added to Paladin POS. The ability to scan checks, simultaneously build a deposit and store the check information has been completed. Once the upload mechanism has been built, tested and certified you will have an exciting new option to use for collecting payments.



These are just a few of the new features we are pleased to bring you. Watch your email inbox for the release notes as the new General Release becomes available.



## UPCOMING EVENTS

### Cardinal Health RBC Business Conference

August 7-10 | Seattle, Washington

### Handy "Savings Safari" Fall Market (Booth #4028)

August 15-17 | San Antonio, Texas

### Orgill Fall Dealer Market (Booth #5920)

August 22-24 | Boston, Massachusetts

### Ace Hardware Fall Convention & Exhibits

September 10-12 | Orlando, Florida

### Jensen Marketplace (Booth #TBD)

September 11-13 | Spokane, Washington

### Blish-Mize Fall Buying Market

September 13-14 | Overland Park, Kansas

### Wheatbelt Market (Booth #TBD)

September 16-18 | Kansas City, Missouri

### True Value Fall Market

September 20-22 | Chicago, Illinois

## AUGUST SPECIAL: BOGO TRAINING

Do you have summer employees leaving for college in the fall? Do you need some help navigating some of Paladin's newly added features? Now is a great time to schedule training with our special offer for August: Buy any amount of training, and we'll double it for free!

Our expert trainers can help you and/or your staff get the most out of your investment in Paladin. Training blocks can be purchased in hour increments for just \$95 per hour and we'll double your training time at no additional charge. Submit a support ticket or call us at (800) 725-2346 for more information.

## CONNECT WITH PALADIN

Have you checked out Paladin's blog yet? It's regularly updated with new and upcoming Paladin POS features, valuable tips to improve efficiency and save money, and helpful strategies to increase profits. You can subscribe to the blog to receive updates in your email inbox — just head over to [blog.paladinpos.com](http://blog.paladinpos.com) to take a look.

If you use facebook, Twitter, Google+ or LinkedIn, we'd love to have you join us! You can also check out our YouTube channel with videos from customers and Paladin staff. Go to [paladinpos.com](http://paladinpos.com) and click the links in the lower right corner, or click the links below to connect.



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