

A look at leasing

Lease your quality POS system for the cost of two cups of coffee per day.

Believe it or not one of the problems with writing a monthly technology article for the hospitality industry in the age of advancing technology is finding the advancements in technology to write about while at the same time keeping an article interesting and relevant. Developments that directly benefit the hospitality industry don't happen that often and most of the recent hi-tech news for technology enthusiasts such as Apple Computers switching from IBM to Intel processors is not really relevant to the hospitality industry.

In the search for inspiration I was browsing a few hospitality publications and came across an interesting article about the high costs of Point of Sale systems. The article stated that any restaurant with 120 seats should consider installing POS. Further on in the article it was stated that even the smallest of restaurants should consider POS but many would find the cost of POS prohibitive.

I personally don't find much credibility in such statements but then I suppose we must first look at a definition of what POS actually is.

To many the term POS means the latest in PC Point of sale technology with high definition flat screen touch monitors and the latest in leading edge Windows based front of house and back office software. The POS system may be as much a fashion statement for the restaurant as being a practical point of sale solution.

If we look at the real meaning of the term "Point of Sale" it means just what it says – the place where a transaction takes place between a customer and service provider.

If we take a purely practical and economical approach to evaluating a POS system for a smaller restaurant we should look at the minimum costs of leasing a good quality system with cashier station, bill printing, bar/beverage and kitchen order printing.

With this in mind I contacted Mogens Hansen from POS supplier Uniwell POS Australia and asked for leasing costs for a basic easy to operate, fully functional restaurant system.

The leasing cost of a basic POS system with table tracking a thermal wide column bill printer with graphic logo, a keyboard with over 90 buttons for menu items, pull down menus for wine lists etc., bar/beverage order printing and remote kitchen printing is \$5.00 per day or just \$29.00 per month over 36 months..

The main reason for installing a POS system with order printing in a restaurant is for "accountability". No food or drink items are dispensed without a covering printed docket from the system. This means that all customer orders are in the system and that staff can't give away free cups of coffee and bottles of wine.

With the above basic system if you stop two cups of coffee not being accounted for every day, or "One Meal" not being accounted for in "One Week", then the system pays for itself.

The article I was reading stated that smaller restaurants would find the costs of implementing a POS system prohibitive, I think it is more a case of a restaurant finding it hard not to justify spending a tax deductible \$29.00 per month to lift profits and bring full accountability into the restaurant.