

## SCOPE OF HOSPITALITY SOFTWARE SUPPLIED BY



**Hospitality Information Systems** have, for the past 23 years, been providers of computerised solutions to the Hospitality Industry, which includes **Hotels, Retail Liquor Stores, Restaurants, Clubs and Accommodation Hotels.**

Over that period of time **H.I.S.** has installed well over **1,300 sites** with **H.I.S.** systems in Australia & New Zealand.

**The Lion Nathan Group** selected the **H.I.S. Solution** for its Hotel business installing **H.I.S. Head Office** based system plus **Point of Sale, H.I.S. comprehensive Stock Inventory and Cash Management modules** in its **48 properties.**

Some time earlier, the **Philip Murphy Liquor Group** did the same in their **42 properties** with the addition of **H.I.S. Margin Based Loyalty** tailored to suit the unique demands of the dynamic Retail Liquor environment.

**H.I.S.** can also be found in a number of Hotels and Head Offices operated by smaller groups including **The Mathews Group (SA), Premier Hotels** and **The Irvine Group (NSW), Sovereign Hotels Group (Qld & Vic)**, to mention a few.

**The Accor Group** has selected and installed **H.I.S.** in its **Sydney Olympic Park** site where **22 terminals** operate with out incident under very demanding conditions.

The **H.I.S. Stock Inventory Module** was also selected and installed into the newly renovated **Melbourne Cricket Ground (MCG).**

Whilst **H.I.S.** offer what is the only **complete, fully comprehensive and reliable Hospitality Head Office System**, the bulk of our customers are operators of privately owned Hotels and Bottle shops all around Australia from **Darwin to S.A., Sydney to W.A. and Tasmania to Cairns.**

**H.I.S.** are the Australian **pioneers of electronic tills and computerised stock and cash solutions.**

**Developed exclusively for, and in constant consultation with, the Hospitality Industry over 23 years under the same ownership** is the reason you can trust and depend on **H.I.S.**

The **H.I.S. Solution, quality service and support** is recommended and preferred by **Industry Experts and those 'in the know'.**

To sum it up in the words of a customer who had invested in 2 other systems before he installed **H.I.S. - "H.I.S. Works!"**

In early 1999 H.I.S. took the decision to develop its own suite of application programs using the Microsoft products Visual Basic 6 and SQL Server 7 database.

These products are state of the art software development products and are well known and regarded throughout the computer industry.

SQL Server 7 has the added advantage of offering a royalty free product for smaller sites (up to 5 users & 2 Gigabyte database) called MSDE (Microsoft Data Engine) which supports all the structural features of SQL Server 7 without some of the more sophisticated options required for larger installations. Since 2002 we have been offering the more advanced SQL Server 2000 database product.

The H.I.S. application suite is comprised of –

- |  |   |
|--|---|
| H.I.S. Stock                           | H.I.S. Merchandising (Head Office System) |
| H.I.S. POS                             | H.I.S. Loyalty                            |
| H.I.S. Membership                      | H.I.S. Accounting                         |
| H.I.S. Label Printing                  | H.I.S. Synchronisation                    |
| H.I.S. Quest Reports & Blind Balancing | MSDE Utilities for H.I.S. Applications    |
| H.I.S. ALM Interface                   | H.I.S. ILG Interface                      |
| H.I.S. MILIE Interface                 | H.I.S. SILG Interface                     |
| H.I.S. H.L.W. Interface                | H.I.S. CEPO Interface                     |
| H.I.S. LiquorFile Interface            | H.I.S. M.Y.O.B. Interface                 |
| H.I.S. Quicken Interface               | H.I.S. Sun Accounting Interface           |
| H.I.S. Great Plains Interface          | H.I.S. Attache Accounting Interface       |
| H.I.S. Accpac Interface                |   |

## H.I.S. Stock

### Sophisticated yet easy to use!

- Designed to track all movements of stock – **deliveries, invoices, credits, returns, transfers and sales of stock items.**
- Handles the variety of ways in which Liquor & Food products are purchased and sold. In relation to Liquor Products facilitates the relationship between products whether they are 'each', 'half dozens', 'dozens', 'slabs' or 'blocks'.
- The **H.I.S. Stock** application enables products to be categorized in up to 1296 Product Groups, 1296 Main Categories and over 1 million Sub-Categories as well as 1296 Margin Categories thus offering extensive and meaningful analysis and comparison.
- **Pricing** of products can be performed **individually or in bulk** by \$ or % based upon last cost, average cost or current selling price, by category and sub-category.
- The system will hold 2 date related **Special Prices** and an unlimited number of **Alternate Prices** all of which can be set up to be automatically date triggered.
- **H.I.S. Stock** incorporates a **Debtors Invoicing Module**, which can produce Picking Slips, GST compliant Taxable Invoices and Charges to Debtor Accounts using **H.I.S. Debtors**. It reports on Debtor activity and profitability by invoice line as well as total activity for a particular Debtor.
- **Invoices** brought into the **H.I.S. Stock** system can be input manually, matched against Purchase Orders and/or transferred electronically from Australian Liquor Marketers (ALM), Independent Liquor Group (ILG), Southern Independent Liquor Group (SILG), Hotel Liquor Wholesalers (HLW), MILIE & CEPO.
- **Stocktakes** can be undertaken at any time using Manual Techniques or Symbol Portable Data Entry Devices. They can be **Partial or Full** Stocktakes.
- An extensive number of **Reports and Enquiries** are available that can be viewed on screen, printed, saved to a file or exported for further analysis using Microsoft Excel or Access or indeed e-mailed to Head Office.
- **H.I.S.** also provides an **Interface to M.Y.O.B., Quicken, Attache, Sun Accounting & Great Plains for Invoices, Credit Notes & Returns.**

## H.I.S. Merchandising (Head Office)

Is a comprehensive **Stock Purchasing and Consolidated Sales System** built around Products purchased from individual Suppliers and sold through multiple locations.

- In the Liquor Industry many “**deals**” are offered by Suppliers. These “deals” are generally time related and comprise a number of offerings based on reducing a base or advertised Wholesale Cost by a particular Wholesaler or Manufacturer. Such reductions as Retail Display Allowance, Case Discount, Quantity Discount, 13 for 12, are very common. **H.I.S. Merchandising** tracks these arrangements and reports on all Credits and Rebates outstanding.
- **Primarily built to handle multiple retail outlets**, **H.I.S. Merchandising** enables the setup of an unlimited number of Zones, Cost Prices and Price Books as well as Selling Prices, in particular for Hotels or Groups of Hotels, Retail Liquor Outlets or Groups of Retail Liquor Outlets, Bars or Groups of Bars, Bistros or Groups of Bistros, etc.
- Detailed Reports and Enquiries give the Purchasing Manager total control over Margins and Quantities thereby making available the information and tools to facilitate **negotiations with Suppliers** based and built on actual information. The transactional data that forms the basis for these reports and enquiries are down loaded from the retail outlets through **H.I.S. Synchronisation**.
- On top of all this H.I.S. also tracks all **REBATES** on goods that have been purchased whether the Rebate has been negotiated with a Supplier or Producer.

## H.I.S. Point-of-Sale (Liquor Store, Bottleshop)

- This PC based product has been designed to work with keyboard, mouse, preset keyboard or the latest **touch screen** technology.
- It can be used in a Retail Liquor or Drive Through Bottleshop or Bar/Bistro environment and has many features that make selling liquor products easy.
- For instance **Sale on Hold**, **Quantity Multiplier**, **Pack Sizes**, **Multiple Finalisers**, **Stock Transfer Key**, **H.I.S. Debtors** interface and **H.I.S. Loyalty** interface to name some.
- H.I.S. **POS** includes the ability to use **multiple Promotions** across specific products or categories of products and time zones. Complimentary products are also tracked.
- It has **built-in redundancy** including **automatic rollback** (a feature of Microsoft SQL Version 7 & 2000) and will operate stand alone even if connected to other POS devices in the same Department.
- **Mix and Match Promotions** allows you to combine any stocked items that, when scanned in the combination you have created in the system, will automatically recalculate at the Point of Sale to the **Mix and Match** price you have authorised. (I.e. buy any 6 Red wines and a branded cap and receive 20% off the total sale!)
- A comprehensive range of X & Z Read reports providing useful summaries for all transaction types is incorporated.

## H.I.S. Label Printing

- A stand alone Label Printing program that draws its information from the **H.I.S. Stock** system and enables the user to format the information that they require for **shelf labels** including the printing of **barcodes** and **logos**, etc.
- The program can be configured for any number of labels that fit on an A4 size sheet and multiple labels for the one product can be produced.

## H.I.S. Loyalty

- This product is designed to **track all purchase made by Loyalty Members indefinitely**. The system tracks on a transaction basis and details are available to show the Date, Time, Stock Item, Product Cost, Product Sell and Margin for each.
- **Redemptions are tracked** against Loyalty Members, in detail.
- A **range of reports** and enquiries are available as well as the facility of exporting the data to Microsoft Excel or Access for detailed analysis. An **export function** is also available that creates a file compatible with Mailmerge for mailing out of promotional data to members.
- **Points are calculated based upon Margin Categories** of which there are up to 1296 available. In this way **fewer points are awarded to purchasers of low margin product** so that sales margins are uncompromised.
- **Certificates** can be produced at any time as well as mailing labels.
- The facility to **e-mail Loyalty Members** exists provided the user is connected to the Internet.

## H.I.S. Membership

- This application has been written to handle **Club Memberships** and facilitates the issuing of Annual Subscription notices to members.
- There are many sophisticated and useful features incorporated including the ability to import Digital Images and attach them to member's records.
- The ability to hold a great amount of **personal details** and history and report on this makes this a very powerful membership package.
- The ability to produce the ubiquitous label for mailing as well as Mailmerge into Microsoft Word 2003.

## H.I.S. Synchronisation Communications

This **Head Office** product co-ordinates data transfer between a Head Office and operational sites, ensuring complete cohesion across the group.

The **automatic data transfer** facilitates group reporting and assists increased buying power in addition to site compatibility in regard to specials in Bulk Liquor outlets, for example.

We have gone to considerable pains to ensure there is an acceptable range of options with regards to communications.

From online **VPN** (Virtual Private Network) where the databases are held at a central location to **automatic periodical dialup** using Internet or ordinary Telephone lines, going through Routers or Modems.

**H.I.S.** has developed **Synchronisation** to ensure that data at Head Office and Remote Sites are identical on a daily basis or more regularly, if desired. In this manner, various functions can be performed at any location and synchronised periodically.

## H.I.S. Accounting

The **H.I.S.** suite of Hospitality Application software products integrates into a **full accounting system** also written in Microsoft's Visual Basic Version 6 using SQL Server 2000 database. The suite comprises -

H.I.S. **Debtors**  
H.I.S. **Creditors**  
H.I.S. **General Ledger**  
H.I.S. **Cash Manager**

The accounting products are **multi-company, multi-profit centre, multi-currency** and provide **seamless integration with the banking system** to download transactional data to facilitate **automatic Bank Reconciliation**, as well as providing **Consolidation Reporting** from the **General Ledger**. A special **report writer** is part of the General Ledger system.

The ability to integrate into **Head Office financials via ODBC** or a variety of other options would facilitate seamless integration for timely Head Office reporting.

The **H.I.S.** suite of applications uses "Active X" reports that enable the user to format and save their own reports.

Conversely data can be exported into Microsoft Access where pre-formatted reports can reside.