

How to choose your EPOS provider

All the questions you should ask before selecting your EPOS provider

SUMMARY

- 1) Selecting the right EPOS provider is fundamental to the success of a hospitality business as a good EPOS solution effectively becomes your single most important business tool.
- 2) When launching or relaunching a hospitality concept, the budget should balance the grand idea 'look & feel' expenditure with the appropriate business tools necessary to achieve the ROI.
- 3) The 'real' cost of an EPOS system extends far beyond the actual cash investment of a solution - and can mean the difference between your business succeeding or failing.
- 4) An EPOS provider should be able to show its experience and expertise through the quality and knowledge of its personnel, its client portfolio and a track record of measurable achievements.
- 5) It must also be able to demonstrate longevity and an ability to form long-term, mutually beneficial relationships with successful clients.
- 6) All empirical evidence should reveal the ideal EPOS provider to be a market leader, not follower.
- 7) The provider should be able to show it has a realistic and practical appreciation of how the different elements of a hospitality business work together.
- 8) The provider should be expected to continually seeks to add value to a hospitality proposition by taking a consultative approach to everything it does.
- 9) This consultative/provider approach is likely to cost more than a mere provider who merely opens boxes but this is investment worth making for the added value users will get from their EPOS solutions.
- 10) Your EPOS consultancy or provider should offer a solution that has the capability and capacity to evolve as your business grows.

Introduction:

Why does EPOS count?

'look and feel' of the grand idea

**brand/concept marketing
business management**

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What's real cost of EPOS?

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How has EPOS evolved?

What experience should you expect from an EPOS consultancy?

Incidentally, don't worry about upsetting people by asking stark questions: the purchase of an EPOS system is far too important to neglect to do your homework and research properly. Make sure your provider can substantiate the claims it makes in its literature and on its website.

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Why is it important to be an EPOS specialist?

How can an EPOS provider show its experience?

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What price should I expect to pay?

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What does a consultative approach involve?

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ENDS

The 'How to choose your EPOS provider' White Paper is written and published by GS Systems Limited, 119/121 Buxton Road, Stockport, Cheshire, SK2 6LR. Tel: 0800 655 6264. For further information about GS Systems or to obtain a copy of 'How to choose your EPOS solution' White Paper visit www.gs-systems.co.uk or e-mail consult@gs-systems.co.uk.