POSitive For Windows Awarded Five Stars In CPA Software News

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POSitive For Windows has received a 5 Star rating in a recent review in CPA Software News. PFW was reviewed in the August 2003 issue, along with 12 other leading point-of-sale software packages, including Retail Pro (4 1/2 Stars), DacEasy (4 Stars), Cam Commerce (4 Stars), CAP Automation (5 Stars), Cougar Mountain (4 Stars), and QuickBooks POS (4 Stars).

According to CPA Software News, a 5 Star rating means "The program has outstanding functionality. Innovation is evident. Product may set standards within its category. Interface takes good advantage of environment and is intuitive. Product has an appropriate level of user customizations while providing a consistent and well-ordered design that clearly contributes to a good learning curve. Product is in the early middle to middle of the product life cycle, and the vendor's track record with this product demonstrates continued support and ongoing revisions as necessary."

The magazine goes out to 50,000 practicing public accountants.

According to the company info on their web site, CPA Software News was "Founded in 1991 as the independent source for information on accounting software, The CPA Software News is dedicated to providing practicing public accountants with the knowledge they need to make an informed software purchasing decision. Through in-depth software reviews and comparisons, detailed due-diligence charts, tables and graphs, The CPA Software News helps accountants explore, purchase and implement software productively."

POSitive Software

By Brent Dirks, CPA, EA, MCSE

POSitive for Windows (PFW) from POSitive Software Company (800-735-6860; www.gopositive.com) is a full-featured point-of-sale program that is designed for efficient use by a wide variety of businesses, particularly those with high volume cash-and-carry sales, such as gift stores, pet shops, clothing stores and other general retail stores. It features an efficient register/invoice interface, built-in e-mail capabilities, and optional integration with a company web store. POSitive for Windows is available in three editions: Basic, Professional and Premiere. Each edition can be purchased for single-user or network configuration. Optional add-on modules include Consignments, Service Department, Quotes, Contract Pricing and Commission Tracking. Full, integrated GL modules are also available.

Installation of POSitive is a very simple process. Initially, the installation shows an HTML-style browser with buttons on the left for Install, Dealers, Features, Tutorial, Home, Pricing and View Manual. Selecting Install takes you to the installation wizard where you specify the installation location. If you have the network version, you'll simply install it once on a server. POSitive can then be accessed from multiple workstations simultaneously.

The Company offers single store licenses as well as a multi-store product which uses e-mail to send and receive data between store locations.

The program runs as a traditional file/server application. The server should be a Pentium 800MHz processor or better, with Windows 2000 or XP, and 512MB of RAM. Workstations can get by with 128MB of RAM.

The main program window consists of a standard Windows drop-down menu system and toolbar. The toolbar provides quick access to the most popular functions such as invoicing (register), inventory, customers, mail, time clock and the manager console, each with function-key access noted below each button.

The Manager Console is a dashboard-style window that has buttons for Register, Management, Inventory, Purchase, RMA and E-Commerce. Each button activates single-click access to functions in each category. Under Register, you can access Layaways, Orders, Service Orders, Quotes, Contract Pricing and Consignments (if those modules have been purchased and installed). Under Management, you'll find access to the Bad Checks list, Employees, Time Cards, Gift Certificates, AR and AP functions. The Inventory functions include the Inventory list, Templates, a Matrix feature, Coupon Manager and Promo Manager. This function also includes maintenance for Departments, Categories, Vendors, Serial Number List and Quantity Equations.

One of the most unique capabilities of this package is its "round trip" integration with a company web store. For any retail business, the ability to interface easily with a web site can greatly increase its market, especially for one-of-a-kind and specialty businesses that do not have stores outside the primary physical market area. POSitive has partnered with Account Wizard to seamlessly post any selected inventory product to the business's web store, with full shopping cart and secure ordering capabilities. In turn, the program can later download orders directly into the POSitive for Windows package for fulfillment and shipment.

Another feature not found in most point-of-sale packages is the built-in e-mail capabilities. With this module, you can send targeted opt-in e-mail announcements to hundreds of customers instantly. By creating customer mail groups, you can alert customers to specials and sales, send e-mail coupons, hold "by invitation only" events, or set up a weekly newsletter.

A good number of nicely formatted reports are included with each module. Each report has numerous options for date and time filtering, item filtering and querying, sort options, and detail levels. The reports can be previewed or printed.

POSitive for Windows is a slick, attractive product that offers a no-nonsense approach and starts at an economical $899 for the single-user basic edition. A full working demo can be downloaded directly from the company web site.