Leaking Margin?
Try these fixes

intact iQ

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Set up your products right & you'll never lose margin

By setting maximum discount allowed & minimum margin on products, you can block, warn, get confirmation or require authorisation before a transaction is progressed

Negotiate price list per customer

By creating customer price lists you can set individual discounts on regular purchases and standard prices on all other products thus protecting your margin.

Improve controls at the point of sale

Everyone loves a discount but you can prevent users from changing prices, set authorisation requirements or password protect margins / discounts at the point of sale

Highlight products with a better margin

If you stock alternative products with a better margin, why not have your system highlight these to your customer-facing staff at the point of contact?

Control product or staff performance

Effective reporting can highlight low margin sales and the audit trail can tell you who did what when. Does someone's maximum discount need to be reduced?

Ensure you purchase at the most competitive prices

From availing of system recommended purchase orders including alternative suppliers or cheapest price to managing your rebates, you can maximise the margin attainable

Set up role-based access levels and controls

Control the scope for users to reduce pricing to an acceptable level by setting individual maximum discount amount or a maximum discount percentage per user or role

Display inflated cost to end users

Along with paying closer attention to any fluctuations in cost, freight or duty, you can protect your margin by creating additional buffers on a user's profile or on a product so an inflated cost is shown

Highlight special offers & ensure correct pricing

Improve your customers experience by ensuring your system accurately reflects pricing and special offers. Set alerts to keep operators informed of promotional items.

Empower your field-based sales reps

Some software providers offer Sales Rep Apps that are fully integrated to operate both online and off-line and includes all pricing as per your customer's price lists