Restaurant POS Buyer's Guide

6 Features that are the Key Ingredients in Restaurant Success

The number one ingredient in the recipe for success for your restaurant or bar is your point of sale system (POS). Often overlooked, the right software solution can make a significant difference in your operational efficiency and your bottom line. The right POS system will give your restaurant the ability to settle guest checks and process payments of all types, including EMV and contactless, quickly and accurately. But a state-of-the-art POS system and specifically, an iOS-based point of sale, has the potential to deliver much more value to every area of your restaurant business.

Here are **six state-of-the-art features** to look for when making your next POS system purchase that can result in rapid return on investment (ROI), more productive employees, and happier customers.

1. Intuitive Interface

Whether you operate a fine dining table service establishment, quick service restaurant, bar, nightclub, or food truck, your customers demand prompt service. A POS system designed to help your staff work more quickly and productively can mean the difference between a well-timed meal or a disastrously long wait. Look for a POS system that enables you to configure screens so you can fully customize the software to your exact menu and work flows. A good point of sale will allow you to set screens and tabs to give you greater speed and accuracy when it comes to taking orders and payments. Also consider choosing a native iOS POS system with its recognizable and intuitive format that helps decrease training time and order errors. Most of your employees are familiar with iOS and would agree it's one of the easiest interfaces to use. You can get your servers full trained and out on the floor faster, your bartenders pouring drinks faster and your cooks turning out food faster.

2. Mobile POS

iOS POS systems give you the flexibility to create a stationary station for your staff or to operate in an environment that demands mobility. iPads are the perfect choice for order- and pay-at-the-table applications. Using mobile POS in your restaurant will means less time transmitting orders to the kitchen and more time for your wait staff to spend interacting with guests. Mobile POS supports a conversational approach to taking orders that opens the door to up-selling and also puts data into your server's hands that they can use to personalize service and build customer loyalty.

3. Employee Management

When you are evaluating POS systems for your restaurant, don't overlook features that can reduce time spent managing employees. Leading POS systems include the ability for employees to clock in and out on POS terminals, removing the burden from a manager to monitor employee time. Your POS system can also help you track labor costs and manage staff to ensure your restaurant is optimally staffed at all times. You can even export payroll data to a spreadsheet to upload to your accounting software or to send to your accountant, saving additional time.

4. Inventory Management

Besides labor, your restaurant's second largest expense is most likely inventory. Invest in a POS system with robust inventory management capabilities that can help you reduce waste and keep inventory costs under control. An iOS POS system and barcode scanner enable wireless inventory counts. Use NTEP-certified scales and barcode printers to weigh and label items for precise counts and if you are a bar or nightclub, it is essential to your profits to have an integrated liquor inventory system to measure usage and prevent loss. Inventory records and reporting from your POS will also save time when you need to generate purchase orders.

5. Offline Capabilities

Never turn away guests because your POS system is down. Insist on a POS system that works even when your internet connection is disrupted. Advanced systems have "peer-to-peer" features that allow terminals to communicate with each other, even when there is no internet connection. With this type of point of sale system your business isn't dependent solely on the internet or a local server, and you can count on a high level of business continuity.

6. Reports with Actionable Insights

Your POS system collects massive amounts of data — use it to your advantage. POS reports can provide you with insights that enable you to keep costs down, pinpoint causes of shrinkage, and eliminate waste. With this data, you can determine progress toward business goals or monitor profitability of menu items.

You can leverage data beyond your business' performance to learn more about your customers so you can enhance your loyalty program, market more effectively or offer promotions that will produce the results you are looking for. Choose a POS system that provides you with easy-to-understand reports that will help you make smarter business decisions and steer your business toward profitability.

Accept No Substitute

Making a decision to purchase a POS system is not unlike any other decision you make for your restaurant: you'd never settle for less than the finest quality ingredients for your menu items. Don't settle for a POS system that lacks the functionality you need to provide top-shelf service and dining experiences.

Sorting through your options and choosing the best POS system, however, isn't always easy. Turning to an experienced restaurant POS solution provider can help you make the wisest investment for your business. Contact us to be connected to a local authorized partner that can meet with you and demonstrate how Paradise POS can benefit your restaurant or bar.