



SUCCESS SYSTEMS®

STORE AUTOMATION SOLUTIONS



- BACK OFFICE SOFTWARE
- PRICE BOOK CREATION
- REMOTE STORE CONTROL
- FUEL MANAGEMENT
- INVENTORY MANAGEMENT
- PROMOTIONS MANAGEMENT
- LOTTERY MANAGEMENT
- SUPPORT & TRAINING
- REBATE SERVICES
- EDI/ELECTRONIC INVOICES
- BOOKS AND ACCOUNTING
- PRINT LABELS
- ON-SITE INSTALLATION
- COMPUTER AIDED ORDERING



The most recommended store automation solutions in the industry

COMPREHENSIVE STORE AUTOMATION SOLUTIONS



With over three decades in the industry, Success Systems® has grown to be the most recommended solution for independent retailers. We offer a range of cloud-based solutions designed to improve the profits and control of both single-store and chain-based retail businesses. Our offerings cover all the important aspects of controlling and managing successful establishments, including grocery stores, convenience stores, gasoline retailers, tobacco and liquor stores.

OUR PRODUCTS: C-STORE SOLUTIONS



AFFORDABLE



EASY TO USE



FLEXIBLE



SECURE

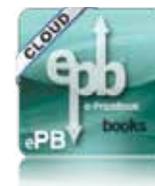
ePB™ STORE APPLICATIONS FOR RETAILERS

Our ePB™ family of products offers secure, cloud-based tools that offer our customers virtual access from nearly any device with Internet access, without the need to pre-load cumbersome apps or third party software. Whether a retailer is changing product prices, checking stock levels, margins, profits, or store accounting, all is easily done via ePB™. All versions of ePB™ allow price book maintenance, accept electronic invoices from vendors, and have the ability to make price book changes by group, day of the week, hour of the day or globally. In addition, there are system reports and the convenient ability to print shelf labels and item labels. Secure access always gives the owner ultimate control of their information.

Diversified product line to meet individual needs. All versions integrate with a rich list of POS manufacturers, including:



Success Systems offers the most recommended store automation solutions in the industry



NO REQUIRED MONTHLY SUBSCRIPTION

OUR PRODUCTS: C-STORE SOLUTIONS



TOBACCO REBATES FROM RJ REYNOLDS AND PHILIP MORRIS

Success Systems® offers the unique and patent pending data reporting service Smokin' Rebates®. Regardless of your current back office system, Smokin' Rebates® is the most cost-effective reporting service available today. The transparent approach permits retailers to benefit from the added revenue without the need of capturing, editing, managing and submitting the information to Philip Morris and RJR. In addition to continuous rebate money, there are exclusive promotions for those who participate. Smokin' Rebates® enables retailers to report their tobacco sales scan data in exchange for significant rebate money from both RJ Reynolds and Philip Morris, eliminating the time-consuming process that would otherwise be necessary. Compatible with most major cash register systems, and regardless of current back office system, once set-up, retailers can review scanned data for insight into their tobacco category or let the program run seamlessly in the background. Data transmission has been approved by both tobacco manufacturers.



PRICECHECK™

PriceCheck™ compares wholesale prices that are currently offered to other retailers and is the first product to offer retailers SKU-level pricing information so they know they are receiving the best deal from their supplier. Using the patent-pending technology of Success Systems, retailers compare their invoices against current supplier prices to ensure and verify that their suppliers are offering them the best available price on each SKU.



REALTIME™

RealTime™ is not only a practical loss prevention tool, this valuable addition adds real time functionality to the ePB™ family of cloud-based, back office systems by capturing, managing and controlling stores' POS sales data. With this information, store operators can seize control, accurately see store sales and cashier productivity in ways that never seemed imaginable. With RealTime™, retailers are able to improve merchandising, compare multiple store sales, movement and margins, evaluate customer traffic, buying patterns and control markdowns and promotions, improve customer service, manage cashiers and eliminate inefficiencies. Instant alerts for such things as voids, error corrects or an open draw give you an "eye" even when you are 1,000s of miles away.

BENEFITS TO AUTOMATING YOUR STORE

INTELLIGENT BUSINESS MANAGEMENT

Whether you are starting your store, adding an additional store or upgrading your system, utilizing the software solutions of Success Systems® will increase your bottom line and add both consistency and accuracy to your store(s) operations. Automating your store workflows will allow you to streamline and dramatically improve your profits while saving time for both you and your employees. Reduce errors and spend less time and money managing margins, inventory and employees than you would if tasks were done manually.

On-boarding new staff has never been easier, initial labor training cost can be cut in ½ and our free, ongoing training programs keep your staff up to speed so you can optimize the value of your investment. All prices can be consistent from store to store if you so choose, and accepting deliveries with electronic invoices is simplified. Retailers control their back office through the cloud portal.

CLOUD-BASED TECHNOLOGY

Working with a secure cloud-based solution means you automatically have a redundant copy of vital information, including your price book. It also means reliable data access that requires no IT knowledge from retailers. An additional benefit is the ability to log into your back office from anywhere, on virtually any device with Internet access.

PRICE BOOK MANAGEMENT

Price book management allows you to control information, whether you share a price book across multiple stores, or have a unique price book for each store. Integrating store operations with inventory scanning, EDI supplier invoices, global prices and promotions management allows both centralized and store level administration. With ePB™, you can increase your purchasing power, spot sales trends, access reports, as well as print shelf labels and barcodes. ePB Accounting™ is designed with open architecture to accommodate most general ledger accounting software.

BENEFITS TO AUTOMATING YOUR STORE



Merchandising
information
cuts \$1,000s
of dollars from
inventory cost.

PRICE AND PROMOTIONS MANAGEMENT

Using ePB™ makes creating a price for each item in your store fast and easy. By creating customized groups, prices can be set by day of the week, hour of the day, by store or zone, changed globally or across multiple stores if you so choose. Keep prices up-to-date by creating them as margins rather than set prices. For example, a specific item price can be set as wholesale cost +20% markup, or by a margin of your choice. Pricing can be managed from any device, whether on-site or remotely, by item, group, zone, department or vendor. Buy downs are created, monitored and reported. Promotions can be scheduled by time of day, day of week, or a combination of both.

EDI/ELECTRONIC DATABASE INTEGRATION

Our EDI solutions instantly alert retailers of cost changes from one delivery to the next. The many benefits of EDI include a real boost to your margins. Retailers will make more money controlling prices, margins and inventory. Integrating with an electronic database will allow retailers to easily accept and check cost changes on orders from wholesalers. In addition, retailers can also submit electronic orders to wholesalers, receive notification of price changes and auto update inventory levels. Using EDI will save time, increase efficiency, and improve inventory control, while reducing errors and bookkeeping costs. Automating store processes is essential for retailers to keep on top of vendor cost changes, stock outs, and merchandise received. Many food wholesalers offer EDI integration.

INVENTORY MANAGEMENT

Studies show that by automating the inventory process, a retailer can cut their cost of carrying inventory by a full turn or more. Inventory orders are created based on sales and projections and stock levels are automatically determined. When electronic invoices from wholesalers are received, the item quantity is automatically updated. Automatic alerts to new items and/or cost changes is an added benefit of using electronic invoices.

OUR SERVICES



ePB™ PROFESSIONAL SERVICES

To get started, you will need to create a price book. This can be done easily with ePB™ Professional Services. Our team will scan your store to create a unique price book. Using ePB™ Professional Services ensures that your back office system will run flawlessly from the first scan. Our team will create a schedule that ensures all required actions are accomplished accurately and quickly — in days, not weeks or months. With professional installation, training and ongoing support, you'll take comfort in knowing that your back office investment will have rapid payback and improve your profitability.

TRAINING SERVICES AND MATERIALS

Success Systems offers extensive on-going instructor-lead training classes to ensure our customers stay up to speed as they add new employees or retrain existing ones. Our customers quickly learn how to use the products efficiently and gain mastery in all aspects of ePB™. Participants will learn the proper procedures for processing daily work, how to add, edit and delete inventory, vendors, and invoices, and how to maintain and update their store price book, create promotions as well as learn to use a wide range of reporting options. In addition to free one-on-one and small training classes, there are extensive video tutorials, training articles and online documentation available to retailers within the software application interface.



HELP DESK AND CUSTOMER SERVICE SUPPORT

Our customer support and certified technicians are available to answer your questions and fix any technical issues you may have. We offer online and toll-free unlimited help desk services to support all Success Systems' applications. Our ongoing training programs and extensive "Tutor-In-The-Box" approach to supporting our customers' ongoing needs, ensures ePB™ will meet your requirements for years to come.



MAXIMIZE

- Sales
- Margin Control
- Efficiency
- Turns
- Price Consistency
- Promotions Potential
- Cashier Accuracy



MINIMIZE

- Shrinkage
- Overstock
- Dead Inventory
- Reconciliation Time
- Manual Entries
- Labor Costs
- Ring Key Errors

STORE AUTOMATION WITH ePB™



NO REQUIRED MONTHLY SUBSCRIPTION

ePB™ — THE MOST DIVERSIFIED ROBUST STORE SOLUTION AVAILABLE

The ePB™ product line includes feature-rich cloud-based applications that help retailers with many important tasks central to store operation. There are different levels to accommodate individual needs with room to grow as you do: ePB Lite™, ePB Premium™, ePB Books™ and ePB Accounting™. Retailers do not have to worry about under or over investing to fulfill their needs.

With ePB™, you can assign and manage store prices, create and manage “Plan-O-Grams”, set up date and time sensitive promotions, receive electronic invoices, update wholesaler prices, reorder products, track inventory, and raise store profit by managing margins. Inventory can be managed based on sales activity. Within Books and Accounting, features include daily reconciliation and bookkeeping as well as lottery management, fuel management, storage and reporting.

All ePB™ products are secure cloud-based applications, allowing users to access their store from anywhere, on any web-enabled device. In many cases, there is no need to have a PC at the store.

Add \$1,000s a month to your bottom line!



ePB Lite™

ePB Lite™ is a very cost effective and easy to maintain scanning and price book application. Users can access and manage store product prices and make unlimited price changes. It has the flexibility and freedom to do any task at any time, from anywhere with Internet access. ePB also includes receipt of electronic invoices from wholesalers, which reduces manual entries and errors.



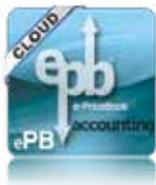
ePB Premium™

ePB Premium™ is designed for store operators who are looking for a cost-effective scanning and store management application. Many retailers who have invested heavily in another system but are still struggling with their price book solutions turn to ePB Premium to solve their price book needs. It seamlessly operates with other accounting systems. Both chain and enterprise retailers get centralized control of their price book, even if another accounting system has already been implemented. Users may access and review stores' sales, receive EDI (electronic invoices) from suppliers, and manage product pricing and promotion at any time, from anywhere with Internet access. *ePB Premium also includes all the features available in ePB Lite.*



ePB Books™

ePB Books™ is a robust, feature-rich, and complete back office solution. Retailers can manage both fuel and in-store activities. Managing the following tasks make store operations transparent and easily accessible: price book management, retail fuel sales, wet stock, dry stock along with product orders, accounting, merchandising activities, stores' sales reports, daily cash, and electronic invoices can all be managed with ePB Books. Store owners and managers can merchandise a store from a virtual, centralized or local basis, as well as manage their product pricing, promotions and inventory. *ePB Books also includes all the features found in ePB Premium.*



ePB Accounting™

ePB Accounting™ allows users to capitalize on all ePB-Books functionality while integrating it into third-party accounting systems such as Quickbooks™ or Sage products, along with other general ledger packages that accept imported information. *ePB Accounting also includes all features contained in ePB Books.*

KEY BENEFITS

- Price Book Management
- Item Level Inventory
- Automatic Reordering
- Invoice Processing
- EDI Integration
- Promotions Management
- Buydowns
- Staff Login Permissions
- Employee Monitoring
- Shelf Label Printing
- UPC Item Printing
- Group Pricing
- Mix/Match Pricing Support
- Global Price Changes
- System Reports
- Store Sales Reports
- Enterprise Level Support
- Margin Analysis
- Accounting Reports
- Lottery Audit
- Lottery Management
- Fuel Management
- Transmit Orders Electronically
- 3rd Party Accounting Interface



AFFORDABLE

- The most recommended back office solution in the industry
- No long term commitment
- No ongoing monthly fees



EASY TO USE

- Intuitive application
- Online help files
- 800 Help Desk
- On-site price book creation



FLEXIBLE

- Access from anywhere through a device with Internet
- 4 levels of service: Lite, Premium, Books, Accounting



SECURE

- .NET Microsoft platform
- Individual user passwords
- Track user changes

ePB™ FEATURES AT A GLANCE



Features	ePB Lite™	ePB Premium™	ePB Books™	ePB Accounting™
Individual Login Permissions ¹	✓	✓	✓	✓
Price Book Maintenance	✓	✓	✓	✓
EDI - Electronic Invoices	✓	✓	✓	✓
Group Pricing	✓	✓	✓	✓
Global Price Changes	✓	✓	✓	✓
System Reports	✓	✓	✓	✓
Print UPC Item Labels	✓	✓	✓	✓
Print Shelf Labels	✓	✓	✓	✓
Promotion Management		✓	✓	✓
Store Sales Reports		✓	✓	✓
Invoice Entry via handheld		✓	✓	✓
Manual Invoice Entry		✓	✓	✓
Vendor Maintenance			✓	✓
Daily Cash Reconciliation			✓	✓
Inventory Management			✓	✓
Fuel Inventory Management			✓	✓
Book Reports ²			✓	✓
Employee Usage Monitoring			✓	✓
Add/Edit Items with Handheld			✓	✓
Lottery Audit/Management			✓	✓
Accounting Reports			✓	✓
Transmit Orders Electronically				✓
3rd Party Accounting Interface ³				✓

¹ Individual logins and specific permissions set by user

² Includes Shrink reports, Store Assets reports, Fuel Sales

³ Ask for current list of 3rd party G/L compatible packages

PHILIP MORRIS & RJR TOBACCO REBATES

SMOKIN' REBATES

Smokin' Rebates® is a seamless data reporting service that helps retailers of any size store participate in numerous tobacco rebate programs from RJ Reynolds and Philip Morris. Regardless of your current back office software, or even if you don't currently operate one, it is a terrific way for retailers to add **upwards of \$500 per month** in rebate money. Tobacco sales scan data is used by the tobacco manufacturers for market research, which they can use to create promotions, marketing events or other rebate programs. In addition to the continuous rebate money involved, there are exclusive promotions for those who participate.

Smokin' Rebates is an automated cloud-based service, so it is effortless. Smokin' Rebates works seamlessly with virtually all back office solutions but does not require your store to have one. Smokin' Rebates will gather, format, package and transmit sales data to both Philip Morris and RJ Reynolds on a weekly basis. Rebate checks are sent directly to retailers. An online login will show you the stores' tobacco sales, expected rebate and access to analytic reports.

There is no long term commitment. Call us for price information or visit www.smokinrebates.com to learn more about tobacco sales rebate money.

TOBACCO PROGRAMS COVERED

- RJR Scan Data Reporting Program
- PM USA Scan Data Incentive Program
- USSTC Scan Data Incentive Program
- PM USA AOM Scan Data Incentive Program



Smokin' Rebates®

**No long term contract
or obligation**

**Philip Morris and RJ
Reynolds have approved
the data transmission
of this program!**

Cloud-based service

**Not Just a Reporting Tool,
A Seamless Service
with automated, effortless
smooth operation**

**Works seamlessly
with most back
office solutions**

**Insight into stores'
tobacco category**

**Rebate checks
transmitted directly
to retailers on a
quarterly basis**

smokinrebates.com

1.800.653.3345

ePB™ PROFESSIONAL SERVICES



The single most important critical piece of a good back office solution starts with a custom price book. As the saying goes, “garbage in, garbage out”. **The ONLY effective way to build a rock solid, complete price book is to see, touch and record the items you sell in your store**, not copy someone else’s. Our trained technical team will visit your store to create a customized price book, scan all items in the store, and set up proper data communications. Our Professional Services can also train your team in product use and advanced program features such as reporting. If you own or manage four stores or more, this service is included with your purchase. ePB™ Professional Services provides a level of service previously available only to and afforded by larger chains stores, now at a price that reflects typical budgetary limitations of single stores and smaller chains.

ON-SITE PRICE BOOK CREATION



- No wasted time creating new accurate price book that is customized to your store
- Scan of all items in the store and assignment of shelf price, product description and UPC/SKU codes
- There is no faster way to get your system up and running and to see the benefit of your investment

OUR GUARANTEE: A 95% ACCURACY RATE OR WE WILL CORRECT IT OURSELVES OR DO IT AGAIN!

ON-SITE INSTALLATION



- Rapid installation and configuration to help ensure the fastest return on your investment
- Painless communication setup and synchronization of all hardware and software components

ON-SITE TRAINING



- Personalized instruction on how to run ePB™ and utilize all features
- Rapid learning curve to become proficient in all aspects of ePB™

Our customers increase their profitability by 10's of thousands of dollars per year.



CUSTOMER QUOTES

Regarding ePB, one customer said, *"Transparent to my employees, zero training and no ring errors."* According to another ePB customer, *"No more guess work, I can now see my profit and adjust my margins and inventory daily."*

An Operations Manager for a multi-chain of C-stores said, *"With multiple store locations, getting the data into the correct format on a weekly basis would not be possible. The Smokin' Rebates program does this automatically and is simple and easy to use. As a small retailer, participating in the rebate programs helps us compete with larger stores and is well worth the small processing fee!"*



RETURN ON INVESTMENT

An investment in a back office automation system can have a rapid payback. According to a NACS study, by automating your store and prices, you can increase store revenue by 4% or more. For a store whose revenue is \$60,000/month that's an extra \$28,800 a year in profits. Enjoy a higher return on investment by considering the following areas that may be substantially improved:

- Elimination of cashier ring errors
- Control of store margins by items and by department
- Minimization of shrinkage to less than 1%
- Improvement of price book maintenance
- Reduction of cashier training time
- Simplification of bookkeeping and clerical work

ABOUT SUCCESS SYSTEMS

ESTABLISHED IN 1984



ABOUT US

Success Systems® is the most recommended provider of cloud-based, turnkey store automation solutions for the independent petroleum and convenience store market. We offer a diversified suite of solutions including intuitive price books, merchandising, bookkeeping, rebate, analytic, inventory, fuel, and lottery management, as well as on-site installation, training services, and tobacco rebates management.

Success Systems is the perfect solution for C-store retailers and petroleum marketers across the nation. Our products are certified by most of the major point-of-sale platforms and endorsed by the major oil companies.

Success Systems products are available directly, or through major dispenser distributors, food vendors and other select distributors coast to coast. Our products are certified by most point-of-sale platforms and major oil companies, and industry-leading point of sale manufacturers recommend our products daily.

CONTACT US

Contact us with any questions you may have on our products or pricing, or to schedule a demo. We would be happy to speak with you. Send us an email, visit us online or call us to learn more about the products and services of Success Systems.

E: mkt@success-systems.com **T:** 1 (800) 653-3345



1-800-653-3345

www.success-systems.com

POS ALLIANCES



Together, Success Systems and Gilbarco have collaborated to enhance the integration between the back office solutions of Success Systems and the POS platforms of Gilbarco. The transfer of existing price book data from other legacy POS platforms to the Passport® POS terminal can be made quickly and efficiently through a unique cloud-based conversion and price book tool developed in this partnership. Gilbarco POS Systems are easy to integrate and give you the best and latest in C-store and forecourt merchandising technology. Success Systems is a certified back office vendor.



Success Systems and Verifone have forged an alliance to offer the back office software of Success Systems with point-of-sale solutions from Verifone, whose registers are compatible with ePB™. Verifone offers cost-effective, end-to-end payment solutions designed to fit the needs of businesses stores in the petroleum and convenience store industry, whether a single island store or multi-island gas and convenience stores. Success Systems is a certified back office vendor.



Success Systems is a certified back office partner with Wayne, whose point-of-sale systems are built specifically for gas station retail environments. Wayne™ POS will form the backbone of any successful retail operation because of its durability, user-friendly interface and popular touch screen POS, while utilizing ePB™ to better automate the businesses of their retail customers. Success Systems is a certified back office vendor.



Comdata has partnered with Success Systems to offer a range of software tools and services that enable owner/operators of retail stores the ability to improve their operations and profitability. The POS of Comdata is optimized for fast checkout so minimal operations are needed to scan products and take payment.



Success Systems and SAM4s have partnered together for many years. The SAM4s, a very cost effective commercial grade cash register system and point of sale terminal, is designed to meet the evolving needs of retail stores. SAM4s have a hybrid design, fast and simple ECR keyboards, and intuitive touch screen operator displays. They configure easily and have an array of features available for food and retail operators, and are a cost-effective alternative and ideal replacement for older-technology ECRs.



Success Systems and Comcash have an alliance to offer customers a POS that is optimized for fast checkout with minimal operations needed to scan products and take payment. With touchscreen capability, users can toggle between an image or text view of the menu items depending on the product.



NCR partners with commercial fuel for branded C-Store operations and serve petroleum and convenience stores large and small.



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www.success-systems.com
www.smokinrebates.com