Inventory tracking and point of sale (POS)

* Cost of goods and sales
* Part of our discussion was “Speed” – getting people through quickly

Vendor – ABC corp – id 555

PO – many 100, 107, 207

Line Items – many 10007, 50046

Category…. hidden

Item – x (parent item) – 333

Sub inventory (child)

Mini Conversion – sub of a sub

* Request from Shay – on part or item weight – she would like an additional sub selection for other units of measure. We may need to go a little bit deeper to help with gram control stuff. And others have requested…
* We have some good stuff coming dealing with units of measure and a thing called mini conversions – Example: water… sell it in drops, cups, liters, quarts, gallons, etc.
* Molly wants a demo with some Metrc stuff and showing how the item weight plays into reporting to Metrc.
* Some of Molly’s clients want to have multiple items such as bulk flower, packaged something, etc. They would love to see their inventory based on the parent item(s). I have 10 1/8ths, I have 6 1/4ths, 100 grams of bulk.
* Our recommendation is keep the parent at the lowest common unit of measure. Later on, when we finish the mini conversions… you will be able to have a parent item, subs (children) – still at the same common unit of measure, and then mini conversions. This lower level is where you could have eaches, grams, ounces, pounds, etc.
* One of the biggest needs is – we need more standard fields where everybody agrees to use and pass apples to apples. Currently, there are some disconnects between two totally independent systems.
* Steve – We are still dealing with lots of wet paint. Let’s talk about more options and plans.
* Possible requirements on pre-packaging. It may end up being that Metrc (some state tracking system) may actually have the amounts and multipliers when created in their system. Just a thought.
* We do not force balance… auto adjustments… we run off of real numbers and the underlying details.
* Molly – Buttons do go deep… Question on barcodes – request – she would love to see some these buttons and/or barcodes to be tied to discounts and/or coupons.
* Molly, showing buttons… showing subs – smart group buttons, she would love the sub barcode to be able to scanned – the apply filter seems to be disconnected. Check this out. It would be really cool to be able scan a sub (say ~177 or some other RFID tag number). She wants to be able to scan that sub label.
* How do we let the POS be less clicks? We use buttons and/or barcodes.

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* How to discount items as an individual and cart as whole?
  + In-line discount - Percent per line
  + In-line discount - Dollars off per line
  + In-line discount - Mixed per line (both % and $’s off)
  + In-line cart as a whole
  + Standalone discounts – multiple ways
  + Excluding from discounts
* What is the 2nd vendor on the main PO?

Comments:

* Some cool pricing engines and cart brains are coming as a general adilas feature. Currently they are fully custom…
* Some of pricing rules are going to be on date/time values (specials and sales), expiration dates, item categories, etc.
* Small comments on the adilas model… we used to have a tick list… (never ending…). We are now letting the clients help direct us in our direction. If they want, they can play custom (fully on them) or we can make it a general feature or function and often adilas will match funds and/or allocate resources in that direction.
* We even have clients who have put in thousands and we put their money on the balance sheet as a mini loan, we then could either pay interest and/or pay it back some way.
* Standalone discounts… we had a suggestion to show the break-down of taxes and discounts. We also had the suggestion to limit or permission the standalone discounts. We may need some more control here.
* Small discussion about additional payments and basically comp the customer a certain dollar value. Kinda like loyalty points, rewards, etc. Treat it like bad debt (monies that can’t be collected). It becomes a write off against cost of goods sold.

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Afternoon Session – Calvin giving a fun demo on the label builder… We had a few problems with the GoToMeeting session.

* We had some good solutions and discussions about custom labels.
* Small talks about different systems and doing some research. Danny was saying that we would like to open up conversations and ask question. Keep it all open and up front.
* This is a comment from Steve, We are all riding a horse. Hang on and pay attention to the horse that you are riding.
* We could also ask for feedback and do a soft sale to the client.
* Steve started talking about some sales training and how people could benefit – Joe Verde (spelling). Often sales deals with handling the objection(s).
* Going back to human core principles… we love good people and what they stand for.
* We do our best to show them what we have.
* When you are leaving a platform… could I ask you why? Help find out the needs.
* Be your own style!
* Bring on the pain… it will tell a story and it will point you in great directions. That is awesome.
* An artist… such a perfectionist, they are never done.
* We love ideas… and we also love to put a spin on it.
* Fun idea about a QR code to quickly approve a discount. Josh said that a manger would have the QR code around their neck and could quickly scan it and approve a discount.
* Systems require changes… this will keep going as far and long as we can see. Game on.
* What do you get for the price tag?
* We love to attract the people who want to play the game. We welcome them into the family. It can get deep, but maybe we need some of that potential. Good stuff.

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Notes from Dustin

* Wow… pretty cool. It is so much data and all being pulled through the system and put in its place.
* Behind the scenes… they are creating a data assembly line of sorts. Tons of sub data.