



# CATAPULT™

## Retail Enterprise Automation

Catapult™ realizes the vision of ECR Software Corporation to provide small and midsize retailers a complete enterprise automation solution. From the beginning, the



goal of ECRS has been to create a tool that will give its users a decisive, competitive edge over their competitors. Catapult achieves this goal by combining the power of Microsoft® Windows NT® with a feature-rich retail application.

Catapult is the first point-of-sale (POS) solution written specifically for Windows NT® that offers retailers truly exceptional features and functionality. It is the result of exhaustive industry research and feedback, as well as superior design and development based on years of experience.

Whether you are buying, receiving, selling, or transferring merchandise, tracking customer purchases, or reviewing your purchase history with suppliers, you are assured accurate and immediate information.

With Catapult there is little training involved, no complicated manuals to wade through, no cryptic keystrokes to memorize, and all the benefits that you would expect from a state-of-the-art Windows NT® solution. The system can be tailored to work within almost any retail environment.

Discover for yourself the advantages of Catapult.



Catapult  
is the first  
**RETAIL  
AUTOMATION**  
solution written  
specifically  
for Windows NT®  
that offers retailers  
truly exceptional  
features and  
functionality.



 **ECRS**

ECR SOFTWARE CORPORATION

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## ADVANTAGES

### POWERFUL AND RELIABLE

An object-oriented, 32-bit Windows NT<sup>®</sup> solution which incorporates and leverages modern standards like ActiveX, OPOS, & ODBC.

### SUPERBLY ENGINEERED

A data-driven design for maintenance of Inventory Automation, Scanning, Frequent Shopper Programs, Promotional Price Control, Sign and Label Printing.

### UNPARALLELED REPORTING CAPABILITY

Seagate<sup>®</sup> Crystal Reports embedded technology delivers the essential detailed reports you need to succeed.

### FLEXIBLE AND SMART

Catapult can be tailored to work within almost any retail operation.

### COMMONSENSE DESIGN

Just about anyone with basic computer experience can master the system in one session.

### LOCAL DEALER SUPPORT

And if you do have questions, count on ECRS and your local ECRS dealer for immediate answers and personalized support. That's a promise!

# Commanding POINT-OF-SALE TECHNOLOGY

## Working for You

Catapult harnesses the latest point-of-sale technology to help ensure that you have the control of your day-to-day operations to feel confident. Your customers will appreciate the benefits this technology brings to them—faster and more accurate check-outs—resulting in greater customer satisfaction.

### POS Hardware Integration: Embracing Industry Standards

Catapult is designed to work seamlessly right out of the box with hundreds of name-brand POS terminals and peripherals. It is the first product to fully embrace OPOS<sup>®</sup> (OLE for POS), the retail standard for Microsoft Windows<sup>®</sup>, taking advantage of all the functionality of your receipt printers, scanners, scales, and other peripherals, the way the manufacturers intended.



### Out-of-the-Box Customization ...With Room to Grow!

Catapult's flexibility is the key advantage to enhancing, expanding, and streamlining your retail operation. Unlike competing systems, the Catapult interface is powered by Function Generators<sup>™</sup> to help you easily set up unlimited tenders, tax tables, discounts, preset item keys, and a variety of other functions tailored to your operation. This exclusive feature provides you with the solutions your

business needs today with the built-in adaptability you need to expand in the future.

### Power at Your Fingertips

POS touchscreen technology is a standard feature on Catapult. This breakthrough in flexibility allows you to design the POS screen around your own specific requirements. While most systems offer a few choices at the point of sale, Catapult POS screens can be set up in an endless variety of configurations, including color, size, and font controls.

### Register Emulation<sup>™</sup>

If you prefer cash register or desktop style keyboards at the checkout, Catapult accommodates. The same flexibility found in the touchscreen interface is available for POS keyboard programming, allowing you to design your keyboard layout to meet your exact needs. In many cases Catapult can be configured to emulate the keyboard on your current cash register or POS system thereby significantly reducing the training time of your cashiers. This concept of *Register Emulation* puts Catapult far ahead of the competition.





photo provided by MicroTouch Systems, Inc. ©1999



These are just a few of the many screen layouts available which can be customized for use with touch screens (top and middle) and POS or desktop keyboards (bottom).

Enter Price Followed By OK

119

Item	Price	Qty	Total
GROCERY ITEM	1.00	1.00	1.00
GROCERY ITEM	0.75	0.75	0.75
GROCERY ITEM	0.00	1.00	0.00
TOTAL			1.75

Subtotal: \$7.34  
Tax: \$0.17  
Total Due: \$7.51  
Tendered: \$0.00

Buttons: 7, 8, 9, Clear, OK, Back, 0, 00, X, Cancel

TOTAL: \$4.57

Item	Price	Qty	Total
GROCERY ITEM	1.00	1.00	1.00
GROCERY ITEM	0.75	0.75	0.75
GROCERY ITEM	0.00	1.00	0.00
TOTAL			1.75

Subtotal: \$4.46  
Tax: \$0.11  
Total Due: \$4.57  
Tendered: \$0.00

Buttons: 7, 8, 9, Clear, OK, Back, 0, 00, X, Cancel

Enter Price Followed By Enter

114

Item	Price	Qty	Total
GROCERY ITEM	1.00	1.00	1.00
GROCERY ITEM	0.75	0.75	0.75
GROCERY ITEM	0.00	1.00	0.00
TOTAL			1.75

Subtotal: \$0.00  
Tax: \$0.00  
Total Due: \$0.00  
Tendered: \$0.00

Buttons: 7, 8, 9, Clear, OK, Back, 0, 00, X, Cancel

## POS FEATURES

- Touch Screen, POS Keyboard, or Desktop Keyboard Compatible
- Configurable POS Screen
- Redundant POS: Works When Network is Off-Line
- 100% OPOS® -Compliant
- Unlimited Number of Dollar Amount or Percent Discounts
- Unlimited Number of Tenders
- Unlimited Number of Tax Tables
- Unlimited Number of Paid Outs
- Unlimited Number of Bar Codes / Item Numbers per Item
- Multiple Price Levels
- Single / Six-Pack Control
- Automatic Quantity Discounts
- Open Price Items
- US Food Stamp Coupon Automation
- Electronic Benefits Transfer (EBT)
- Vendor Coupon Scanning
- Compulsory Quantity Entry
- Vendor Coupon Redemption
- Suspend and Recall Transactions
- Compulsory Cash Drawer
- Cash Drawer Open Status and/or Warning
- 24-hour Cashier Reconciliation
- ...and much more!

## AVAILABLE POS KEY FUNCTIONS

- Preset Item Keys
- Unlimited Menus
- Price Override
- Multiplier
- Store Coupon
- Vendor Coupon
- Manual Price Level Selection
- Price Check
- Tax Modifiers
- Scrolling Item Correct
- Last Item Correct
- All Void
- Return Merchandise
- Remove All Tax
- Item Lookup
- Customer Lookup
- Safe Drop & Drawer Loan
- Duplicate Receipt
- Invoice / POS Receipt Switch (80-column / 40-column)
- Preset Discounts
- Open Amount Discount
- Open Percent Discount
- POS to Maintenance Window Swap



# SECURITY

## The Way It Should Be

Maintain control at every point in your business. With Catapult you determine who has access to data files, reports, and POS functions. Security profiles prohibit or allow users to add and delete records, apply discounts to transactions, accept merchandise returns, run sales reports, and much more. Each feature you set up using a Catapult Function Generator™ is automatically added to the Authorization Security list. You select which Security profiles allow access to the function.

When a cashier attempts to execute a function at the POS without the proper security clearance, the system prompts for an authorized user to log in for approval. After completing the function, the system activates the original user's Authorization Security.

# POS REDUNDANCY

## Why You Should Demand It!

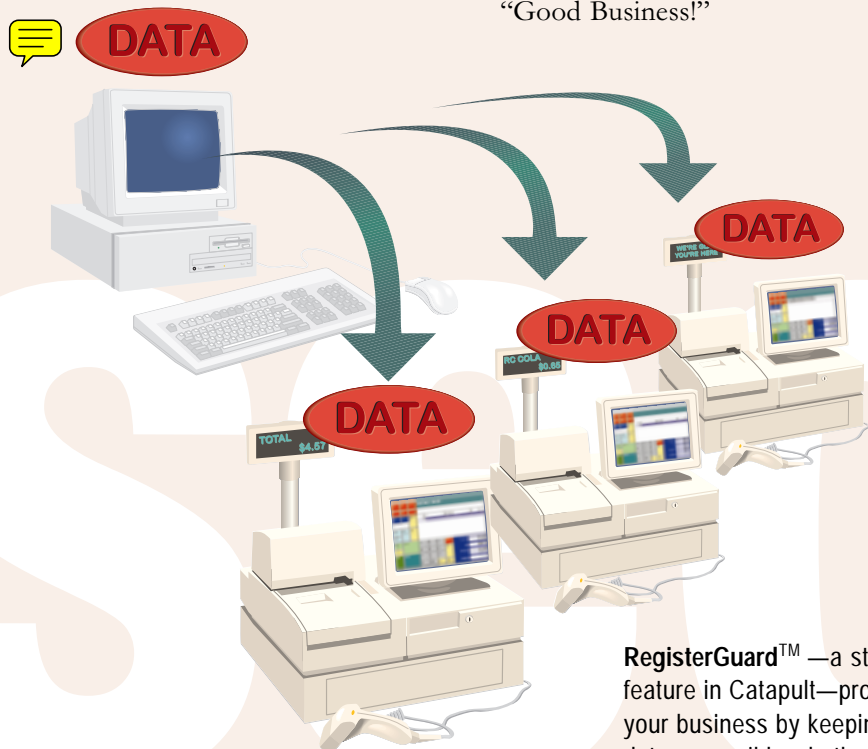
Nearly all competing systems on the market today depend on a network server for keeping the POS terminals up and running. The simplest interruption in communications—a cable coming loose or a power supply failure—will cause a domino effect and bring the entire POS system to a standstill. This can mean big trouble for you when the network goes down for any of a thousand reasons. Without access to necessary data, you can't check out customers—you lose profits and they lose patience.

Some systems boast *disk mirroring* technology in response, but too many unknowns that can bring down the terminal network put your business at risk.

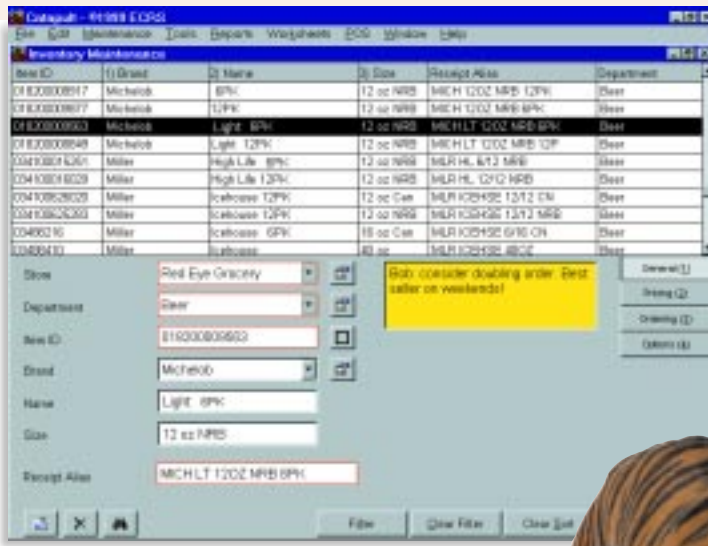
## The Secure Solution

Catapult is the software solution you can trust to keep your store in business, quickly and efficiently checking out customers hour after hour, day after day. After many years of design and development, ECRS has perfected true data redundancy: RegisterGuard™ was designed with you, the retailer, in mind. If the local network stops working, each Catapult POS terminal continues to operate independently without relying on the network to process transactions.

Once the network is restored, POS terminals automatically link up and update the Catapult server. The competition just can't match this reliability. Your customers can be checked out whether the network is on-line or not. We call this redundant security *RegisterGuard*. You'll call it "Good Business!"



**RegisterGuard™**—a standard feature in Catapult—protects your business by keeping your data accessible whether or not your network is on line.



**MultiEdit™** is just one of the many data-driven interface design concepts that puts Catapult a step ahead.



## Streamline Daily Tasks

Whether you are changing prices, receiving new items, or building purchase orders, Catapult makes quick and intuitive tasks out of what was once time-consuming and complex work.

### Inventory Control

Catapult effortlessly tracks your inventory from the supplier to the shelf, through the checkout lane, and out the door. The system automatically calculates ideal margins and prices while simultaneously tracking onhand quantities for each item or selected items within the store.

Enter arriving stock with ease using any of Catapult's no-nonsense methods for receiving goods. Built-in

features can increase inventory turnover, lower inventory cost, and maintain accurate item reordering, too. With this capability, smart retail operators can accelerate the return on their investment while making informed decisions pertaining to inventory expenditures.

### Price Maintenance

Price maintenance is a snap with Catapult. The unique MultiEdit™ system puts in your hands the control of pricing, tax status, discount allowance, mix and match groups, and much more. Easily make price changes across any number of ranges including brand, price, and supplier.

## MULTIUSER INFORMATION

### Anytime...Anywhere

With a cutting-edge Windows NT® Client-Server design and embedded Sybase® Adaptive Server Anywhere DBMS, Catapult terminals can be placed throughout your retail operation as needed for access by any number of users. You authorize which personnel have access to critical business information.

Keep your business moving forward with Catapult. One employee can use a handheld terminal to check shelf prices while the manager makes price changes or adds new items from the office.

Meanwhile, suppliers' goods can be received at the loading dock while a department manager is simultaneously running item margin analysis reports at another terminal. With the proper authorization level, your employees can complete all of these crucial tasks from any available terminal in the store or off-site.





## Simple And Intuitive

The step-by-step processes of yesterday's technology have been eliminated by six simple concepts used throughout Catapult. There are no hidden menus or cryptic commands to learn. Instead, in as short a time as one session, novice and expert users can easily navigate the intuitive interface!

### MANAGEMENT AUTOMATION FEATURES

- Edit Multiple Records
- Sort Data 5 Levels Deep
- Unlimited Number of Departments
- Brand Name Pick List
- Unlimited Number of ID Codes per Item
- Unlimited Number of Suppliers Assigned per Item
- Multiple Price Levels per Item
- Price Derivation Control
- Quantity Discounts
- Mix & Match Quantity Discounts
- Restrict Discounts by Item, Employee, and Customer
- Restrict Tenders
- Electronic Worksheets for Inventory Processing
  - Purchase Orders
  - Enter Arriving Stock With or Without a Purchase Order
  - Physical Inventory
  - Shelf Price Verification
  - Promotional Sales
  - Automatic Reorder System

# Breakthrough REPORTING POWER

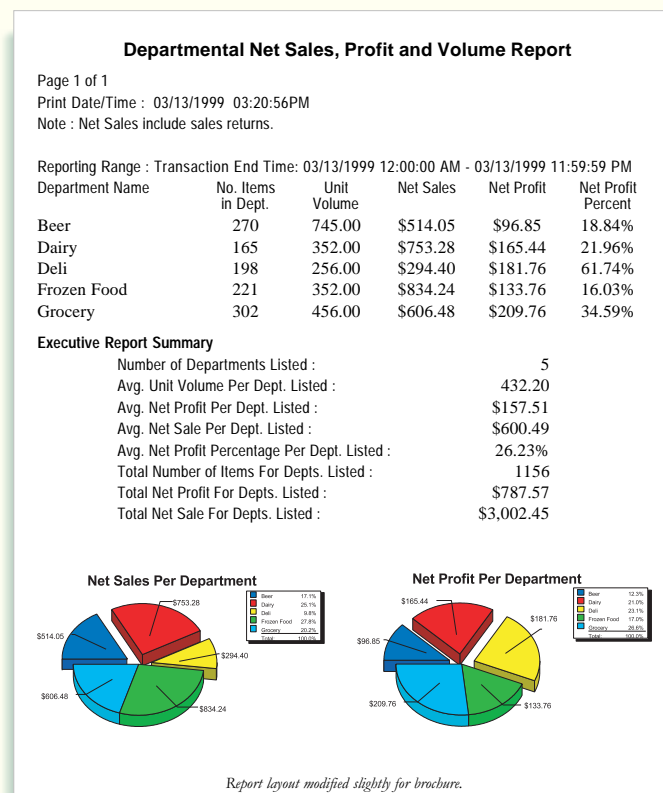
Today's competitive market demands that you have up-to-the-minute information so you can stay on top of your business. The powerful reporting system in Catapult provides the reports and analyses you need to make the right decisions at the right time. With Catapult you can generate current reports on the critical areas of your business, such as inventory levels, current sales, and historic sales. Immediately determine what quantities you have on hand, on order, and sold. Ascertain your costs, profits, and all data critical to staying competitive and profitable.

At a glance identify what products are selling and how well your stores are performing. Know what your net margins are through any number of parameters including by item, by brand, or by supplier. Catapult will report up-to-the-minute which items are wasting precious space as well as which are flying off the shelves, so that you can make informed and worry-free business decisions.

## Fueled With Flexibility

Catapult ships standard with the Seagate® Crystal Reports print engine: the world's number one, award-winning desktop reporting and analysis tool. This built-in component lets you print presentation-quality reports and send those reports to your monitor or to a printer. You'll also be able to export reports to a variety of formats including Microsoft® Word and Excel, ASCII and HTML text, and distribute them by e-mail or over the Internet.

Catapult includes the most popular reports and graphs for your business. When specialized reporting is required, you can arrange for ECRS or your local dealer to make these reports for you. For more hands-on report creation you can purchase Crystal Reports Professional® and edit many of the existing Catapult reports.





# Simplifying Processes With **ELECTRONIC WORKSHEETS**

Day-to-day processes within your organization—such as shelf price verification, physical inventory spot checks, purchase order creation, and receiving goods—are handled systematically using Electronic Worksheets. Each task can be done using a specific worksheet with its own processing steps. In a fast-paced retail environment managers and employees rarely have the flexibility to carry out every job from start to finish without interruption. Catapult keeps at hand any number of worksheets at any stage of completion.

Data is selected for creating a new worksheet, which can be edited, reviewed, saved, and reopened. When data collection and adjustments are done, an authorized user commits the worksheet, all related data bases in the system are updated, and the job is complete. After being committed, a worksheet cannot be modified, providing an excellent security audit trail for each completed process.

Practically all of the workflow within your organization can be carried out and monitored using the comprehensive Catapult Electronic Worksheet system. By simplifying procedures, employee productivity increases along with your bottom line.

A hand-held terminal (HHT) can be worth its weight in gold by assisting with data collection. Working seamlessly with the Electronic Worksheet system, the HHT can be loaded with one or more worksheets. An employee takes the terminal to the loading dock or through the aisles to quickly and accurately scan items. The HHT prompts for the appropriate input, and when the job is done, indicates the data is ready to upload to a Catapult workstation. As with any Catapult worksheet, the data can be verified and edited before it is committed.



HHT photo provided by Compsee ©1999



## World-Class **DATA INTEGRITY**



**SYBASE**

For a retail management system to provide critical data in a timely manner, all transaction data must be stored as efficiently as possible utilizing state-of-the-art Data Base Management Systems (DBMS). Catapult's DBMS is Sybase® Adaptive Server Anywhere, a proven DBMS with over 3 million users. Adaptive Server Anywhere provides Catapult with a fully functional relational DBMS that is efficient, extensive, and reliable. You benefit from true client-server computing with transaction processing and referential integrity that ensures the consistency of your data and provides quick access to all the information your retail operation demands.

# Six Concepts That Give You The Power To Compete

## **PYRAMIDING DATABASE**

Even inexperienced users can construct a powerful inventory and customer database optimized for reporting and manipulation.

## **DATA-DRIVEN DESIGN**

Authorized users have complete and unparalleled control of data whether sorting, editing, adding, deleting or reporting.

## **ELECTRONIC WORKSHEETS**

Streamline daily procedures—such as creating purchase orders, receiving stock, physical inventory, and verifying shelf prices—saving time as well as eliminating costly mistakes.

## **FUNCTION GENERATORS**

Set up only the features you need now and increase functionality as your business grows.

## **POS REDUNDANCY**

Don't let hardware complications prevent your store from operating. The data needed to check out customers is available at each POS terminal even when the system network is down.

## **DATA REPLICATION**

Catapult puts data where you need it most, whether it's the checkout lane, the store manager's workstation, or headquarters.





# CATAPULT™

Retail Enterprise Automation

## Closing The Feature Gap

There are many Windows®-based retail products in today's market, but most of these lack the basic standard features found in mature DOS and UNIX systems. Catapult closes this feature gap by shipping with all of the standard functions retailers have come to expect.

## Take The NEXT STEP

Flexibility. Security. Control. Peace of mind. Gain a cost-effective and powerful edge over your competition with Catapult. Still not convinced of the benefits of Catapult?

Contact your local dealer today for a one-on-one, hands-on demonstration of this powerful retail automation tool. Seeing is believing. And once you've seen Catapult in action, you'll want it working for you.

## Experience And Expertise

ECR Software Corporation has progressively served the retail industry since 1989, delivering state-of-the-art retail automation products through our extensive dealer network throughout and beyond the U.S. and Canada. These certified retail solution providers have been trained by ECRS to provide you with expertise locally throughout the implementation process: from need assessment to system design to installation and training. You can depend on service and support from customer reps and technicians in your local area who are available on-site when you need them.

Your Local Certified Dealer

- Point of Sale (Touch Screen or Keyboard)
- Inventory Control
- Customer Tracking and A/R
- Employee Management
- Employee Clock In/Out
- Cash Drawer Management
- Reporting and Graphing
- Data Base Management System (ODBC Compliant)
- Security Management
- Label and Bar Code Printing
- Shelf Sign Printing

**ECRS™**  
ECR SOFTWARE CORPORATION



Call **800-211-1172**

or visit the web site [www.ecrsoft.com](http://www.ecrsoft.com)

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