

## Quail Creations Point of Sale System

2019 ABC Student Competition Writing Prompt  
Case submitted by Laura Barrett, University of Kansas

You are an intern for Quail Creations, a retail clothing business with 3 regional stores and a minor online presence. The business was recently purchased by Gary Schumacher, a retired teacher with 30 years of experience but limited background in small business management. The current point of sale (POS) system is outdated and does not integrate with the website sales. Gary plans to adopt a new system and expand the online store. He is overwhelmed by the options and has asked you to research the available POS systems and select the best choices for him to review.

**Your Task:** Read the articles linked below on point of sale systems. Based on the information provided, explain the criteria he should consider when selecting a new system. Narrow the options to the top 3 systems that Gary should consider. Provide a rationale for your decision and information on the pros/cons of the 3 selected systems.

**Format:** Use an appropriate format based on the reader and your task.

### **Information to Review**

Please read the articles linked below to respond to this writing prompt. All the evidence you need is included in the links provided.

**1.) Forbes: What Is Cloud Point Of Sale, And How Is It Different From 'Traditional' POS?**

<https://www.forbes.com/sites/forbestechcouncil/2018/05/25/what-is-cloud-point-of-sale-and-how-is-it-different-from-traditional-pos/#9e2698811803>

**2.) Best Small Business POS Systems 2018**

<https://fitsmallbusiness.com/best-pos-system-software/>

**3.) PC Mag: The Best Point of Sale (POS) Systems of 2018**

<https://www.pcmag.com/article2/0,2817,2498216,00.asp>

(Click on Read Review at the end of the table for more information on each system)

You can find all pricing information necessary for this prompt by reading the information on the links provided. You do not need to create an account or request a quote to complete this writing prompt.

**Important Note:** At the end of your response, please include the following information:

I give permission for Association for Business Communication and C. R. Anderson Foundation to use my name and document for educational or publicity purposes.

Student Name \_\_\_\_\_ Date \_\_\_\_\_