

Comparison of common Point of Sale (POS) systems

| | Venyu / Arryved **Built for craft breweries** | Micros | Aloha (NCR Silver) | POS-Lavu | Square |
|--------------------------------------|---|--|---|--|--|
| Inventory management | Manage unlimited items, customizable menus, complex pricing options available, ability to have multiple divisions, disables items when depleted, connects with Food trucks. | Real time tracking, perpetual inventory balance and variances. Provides recommended order quantity based on stock on hand. Complete purchasing / receiving system. | Enables you to track sales, inventory, purchases and other expenses, as well as predict your theoretical usage and food cost. | Raw goods functionality and inventory tracking and alerts, advanced inventory with Platinum version. | Change item details in real time. Minimal item tracking – email alerts when items are running low. |
| Table management | ✓ | ✓ | ✓ | Gold and Platinum only | - |
| Barcode scanning | ✓ | ✓ | ✓ | - | ✓ |
| Credit card processing | Included in package. Preferred: MyClearPayments, Evo, Android/Apple pay with Arryved for customers | ✓ | \$20/mo. additional | Preferred gateways: BridgePay, Heartland, Mercury Payments | Own – square reader |
| Open tabs | ✓ | ✓ | ✓ | ✓ | ✓ |
| Reservations | - | Manual entry or API integration – Open Table, Ambur, Seat Me | NCR Guest Manager allows reservation through owners website | 2015 release of own rest mgmt. (Gold/Platinum) API integration – Open Table, Ambur, Seat Me | - |
| Auto connect to web store | ✓ | No | No | Shopify | Own e-commerce store, Shopify, Magento, other providers |
| Back office / ERP integration | All manual – has an open API | OrchestratedBEER (manual), QBO, Microsoft Dynamics (auto) | OrchestratedBEER (manual), QBO, Xero, Paychex, etc. (auto) | OrchestratedBEER (manual), QBO, EKOS, DigitalPour (auto) | OrchestratedBEER (manual), QBO, Xero, etc. (auto) |
| Software option | Cloud based | Hybrid | Hybrid | Cloud based POS | Cloud based POS |
| Employee management | ✓ | ✓ | ✓ | ✓ | \$5/mo. premium |
| Tips management | ✓ | ✓ | ✓ | ✓ | ✓ |
| Offline mode | ✓ | Available in 3700, Symphony | ✓ | Needs Lavu local server | ✓ |
| Ease of use / complexity | Easy | Medium | Easy | Easy | Easy |
| Fees (subject to change) | Hardware: Any smart phone/tablet will work Software: Free Merchant fee: basis plus model | Tiered pricing | Silver Basic, \$79/mo. (\$0.10/sale up to \$39/mo. addtl.) Silver Pro, \$149/mo. (\$50/mo. addtl.) | 4 tier pricing model from \$39/mo. - \$149/mo. Licenses vary from \$895 - \$2495 | Free signup 2.75% (swipe) / 3.5%+\$0.15 (keyed) |
| Miscellaneous | Comes with compatible customer application Arryved – order, pay from phone; awesome customer service & training program | Customized product | Monthly subscription option; CRM & marketing functionality | Highly customizable; excellent customer service; no CRM or marketing functionality; no PO mgmt | Square wallet (ACH); quick setup; social media friendly |
| Reporting | Extensive reporting suite and dashboards; drill down analytics; customized reports available | Comprehensive reporting (more than 150 default reports) | Dashboards and various analytical reports available | No mass import; weak reporting, no custom reports | Limited sales and inventory reporting |
| Recommended for | All | Full service restaurant | Tap room with advanced food/merch | Full service restaurant | Tap room with limited food/merch |
| CONS | Newer (2016) | Expensive maintenance program, most features are add-ons (\$\$), customer service not great since merger with Oracle | Can have many hidden costs, limited advanced features, no PO management, no raw goods tracking | Cost prohibitive for small merchants, additional gateway cost (dependent on processor) | Pricing model gouges high ticket sales, frequent funding delays reported while verifying large transactions; few added features; poor customer service |



Data as of 3/2018

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| | Revel | Clover | Shopify | Maitre'D | ShopKeep | Toast |
|--------------------------------------|---|--|---|---|--|---|
| Inventory management | Real time tracking, management console calculates waste loss variance and percentages, sends auto alerts, PO capability | Basic inventory management, optional apps available in Clover App Market for advanced inventory management | Basic inventory management | Advanced inventory management module allows for inventory counts, generating and receiving orders, disables items when depleted | Manage/track up to 10,000 items, low-inventory alerts, raw ingredient tracking, future order estimates | Limited inventory management; add-on module available (\$75/mo.) |
| Table management | ✓ | ✓ | - | ✓ | Third party integration | ✓ |
| Barcode scanning | ✓ | - | - | ✓ | ✓ | - |
| Credit card processing | Preferred gateways: USAePay, FreedomPay, NewTek | Sold together with POS system | Compatible with multiple gateways | Compatible with multiple gateways | Preferred gateway: Payment Revolution | Included in package |
| Open tabs | ✓ | ✓ | - | ✓ | - | ✓ |
| Reservations | API integration – Open Table, Ambur, Seat Me | - | - | API integration – Opentable, ResDiary, Bookenda, etc. | API integration – Open Table, Ambur, Seat Me | Reso, GrubHub, R65, etc. |
| Auto connect to web store | Various 3rd party e-commerce integrations available | Via 3rd party app | ✓ | Various 3rd party e-commerce integrations available | - | ✓ |
| Back office / ERP integration | OrchestratedBEER (manual), QBO, Xero (auto) | QBO, Xero (auto via 3rd party app), all others manual | All others manual – custom connectors can be built | QBO, AccPac, Dynamics (auto), all others manual | OrchestratedBEER (manual), QBO via third-party app (additional \$29/month) | All manual – has an open API |
| Software option | Cloud based | Hybrid | Cloud based | Hybrid - offers cloud based reporting solutions for the hospitality industry | Hybrid | Cloud based |
| Employee management | ✓ | ✓ | - | ✓ | ✓ | ✓ |
| Tips management | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Offline mode | ✓ | ✓ | - | ✓ | ✓ | ✓ |
| Ease of use / complexity | Medium | Easy | Easy | Medium | Easy | Easy |
| Fees (subject to change) | No set price, pricing can vary, software licensing + monthly fees (\$119+/mo.) | Hardware \$999+ | Basic: \$29/mo.+ Pro: \$99/mo.+ Unlimited: \$299/mo.+ | Hardware: \$1,000/workstation Software: \$50/mo./station | \$69/month per register, optional hardware average cost \$1,100 | Core: \$79/month per terminal Enterprise: custom pricing, hardware option available (\$\$) |
| Miscellaneous | Entirely customizable – API integration, multiple add-ons available; great customer service | Innovative all-in-one structure; developmental potential; custom features; simple setup | CRM and marketing functionality; works with many value-added apps, including drop shipping for order fulfillment | Excellent restaurant-oriented feature set. Reliable. | CRM availability; loyalty and marketing functionality | Reasonable cost; option-packed, solid reporting; versatile setup on tablet just as much as on browser |
| Reporting | Extensive reporting suite and dashboards with various KPIs tracked | Decent reporting tools | Extensive reporting, tax, and shipping tweaks | Provides advanced reporting and drill-down capabilities, provides valuable insight into company data | Robust reporting solution; all reports exportable | Wide variety of reports available; robust summary reports with available drill down options |
| Recommended for | Full service restaurant | Tap room with advanced food/merch | Tap room with limited food/merch (heavy online presence) | Full service restaurant | Tap room with advanced food/merch | Tap room with advanced food/merch |
| CONS | Long initial setup; additional gateway cost, limited to iOS devices | Restrictive hardware; variable app quality; limited app support; Processing? kinda | Limited discount functionality; POS rather simplistic given comparatively expansive web capabilities; no restaurant functionality; no custom receipts | Difficulty sharing data via the cloud; back-office systems now inaccessible from front-of-house terminals | Not as feature-rich as other solutions; can't add pictures for items | Processor restrictions (Vantiv), still growing; security (Android platform)? |



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The information provided here was obtained from individual company websites.



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