An integrated and effective scanning system requires management to think in terms of a complete data processing system rather than separate systems.

Sample Configuration

Manager Terminal

10-20 ECR'S

Receiving Terminal

Store #1 Host

Headquarters Host

Store #2 Host

Store #3 Host

Store #4 Host

Store #5 Host

Distributor Host
Applications Generating Hard Dollar Savings

Manager Terminal

10-20 ECR'S

Receiving Terminal

Store #2 Host

Headquarters Host

Applications Generating Soft Dollar Savings

Manager Terminal

10-20 ECR'S

Receiving Terminal

Store #2 Host

Headquarters Host
What is Available in the Industry

Store Systems
- Labor scheduling
- Sales analysis
- Productivity analysis
- Time and attendance
- Item movement
- Ordering
- DSD
- Energy management
- Communication

*Availability is dependent upon hardware vendor selected.

Applications Available

Host Systems
- Not much!
- Primarily only one vendor
- Good systems are a competitive edge and are kept proprietary

How Can You Develop Applications

What you Need to Get Started
- A well thought out plan
- Management commitment
- Support from each functional area
  • Highly recommended a scanning task force
  • Involve one person from each functional area
- Prioritize list of applications to be developed

Who can you use to Develop
- In-house staff
- Software house staff
- Consultants
- Students

Options for Developing Applications
- Design and develop in-house
- Work with a hardware vendor as a test site
- Initiate a cooperative project with a retailer or wholesaler
- Research "the public domain" for applications developed on grant funds
- Work with a software house as a test site
- Use a service bureau

Development Requirements
- Project manager responsible
  • Hold regular review meeting
  • Coordinate team activities
- Standards
  • Programming
  • Documentation
- Adequate testing time