



5 questions to ask before selecting your retail POS system

A POS is more than a transaction system—it connects inventory, pricing, promotions, orders, and customer insights. When it's time to upgrade, how do you transition to a next-generation POS system without disrupting operations?

Will the POS system keep pace with changing retail needs?

Choose a platform that keeps up as business processes, shopper expectations, and market conditions shift. It should evolve with the business, reduce complexity, and support ongoing improvement.

Can you upgrade a POS without disrupting stores or the customer experience?

Yes. Plan around peak periods, allow time for training, and use a phased rollout to help keep store operations steady and avoid disruptions for customers while new capabilities are added.

Are your associates ready with the skills and support they need?

Give your associates intuitive tools, targeted training, and ongoing support so they feel confident and can serve customers well from day one.

How will teams learn about the change and put it into practice?

Clear communication helps teams understand the change and make it part of daily work. Share the reason for the change and involve associates early so confidence and accountability grow at the store level.

How do you measure whether a POS system investment pays off?

Measure what changes in the store. Track associate productivity, transaction speed, customer satisfaction, operational efficiency, and total cost to determine whether the investment is paying off.

Hear from retail leaders

Learn more about POS system upgrades and other retail best practices by watching on-demand sessions with leading retailers from the Oracle Retail Cross Talk Summit.

[Watch now](#)

CRITICAL INSIGHTS

Ready to upgrade your retail POS system? See how Oracle solutions are designed to meet your business needs. [Discover more today.](#)