10 Signs It's Time to Upgrade Your POS

Growing your restaurant business today means relying more than ever on a dynamic POS platform — one that navigates your business forward, nimbly adapts to market changes and accelerates innovation.

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Is your POS up to the task?

Check the following list and determine if it's time to upgrade.

1. You want to open more locations.
As busy as running a restaurant can be, ever wished you could clone yourself? And you wonder, "I want to add locations, but how?" You can't be in two places at once, but with a scalable POS platform that centralizes operations you can master expansion. Simphony Cloud, with insightful reporting tools, readily evolves and integrates innovations — enabling you to grow whenever you're ready.

2. You want to increase sales.
Boosting sales in today's market means giving customers every option to buy, from delivery to takeout to online. It's vital for your POS not only to operate all of these channels, but evaluate how each impacts your business. Just as important, you need to keep customers coming back. Make sure your POS can execute loyalty programs — send targeted offers to consumers based on their preferences.

3. Your current POS hardware is outdated.
Using obsolete hardware doesn't just pose greater risks for daily operations, it threatens future sales growth and opportunities. Industry guidelines recommend replacing hardware every six years; always remember, failure means crippling sales. And more than likely, "dinosaur" hardware won't have the connections for new peripherals and tools that can make your brand modern and relevant.

4. Your current POS doesn't provide real-time reporting.
Most business are overwhelmed by information today, and restaurateurs know they're not an exception. But success requires the ability to digest data, glean insights and take action to boost sales. Acting on hunches and guesses won't cut it anymore. You need tools that track and decipher data in real time — from sales to KPIs — allowing you to seize opportunities as they emerge.

Oracle Hospitality delivers cloud technology systems to food and beverage enterprises, enhancing management and operations to elevate the guest experience. Our portfolio of hardware and software solutions optimizes performance — while reducing IT cost and complexity — for an array of hospitality entities, including restaurants, hotels, bars, coffee shops, stadiums and casinos.

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5. **You're worried about the impact of a security breach.**
Data breaches make headlines almost daily now, making cyberattacks an issue of when, not if. Protecting customer information and transaction data is now job No. 1. Obsolete POS systems may use software lacking the latest security enhancements and may fail to keep pace with constantly changing PCI standards. Don't put your business at risk; upgrade and defend.

6. **You're spending too much on IT.**
Better and more powerful capabilities are what define cloud-based platforms, but they deliver a significant bottom-line benefit, too: Cloud cuts costs. The investment required for on-premise servers and software alone can bust budgets and doesn't even factor time, money and effort needed for maintenance and support. Best of all, cloud eliminates the cost of upgrades, because it's always up to date.

7. **Your software crashes frequently.**
If your POS is down, so is your business. Updating to the latest hardware and software is the best way to ensure that kinks are resolved, minimizing the likelihood of crashes. Keep in mind: 81% of consumers say that correctly functioning restaurant systems are important to their guest experience.*

8. **You want to capitalize on the power of tablets.**
Empowering your staff with tablets delivers countless benefits: Better service. Faster table turns. Shorter lines. They all add up to greater efficiency and more sales. But you can't cash in if you're using ancient POS systems that aren't tablet compatible.

9. **You need to better manage operational costs.**
Keeping control of labor and inventory costs – factors that often combine for 50% of revenues — is a must to run a profitable business. The best way to achieve this goal? Trust a POS system that integrates labor and inventory management tools, giving you the power to schedule staff effectively and replenish supplies without creating shortages or waste.

10. **You want to deliver a modern dining experience.**
Being able to recognize, understand and adapt to customers' ever-changing demands is the essence of exceptional service. Today's marketplace requires so much more than just a POS system: You need a comprehensive, open and integrated platform that can embrace kiosks, tablet, apps — or any innovation customers desire. Select a nimble POS platform that enables you to stay one step ahead of your competition.

* Stat from an Oracle survey carried out in July 2017 with over 15,000 consumers across 4 key regions: EMEA (France, Germany, Italy, India, Spain, Sweden, UK) NA (Canada, USA), LAD (Brazil, Chile, Colombia, Mexico), and JAPAC (Australia, China). Independent research and creative consultancy, Morar HPI, conducted the survey which explores consumers' expectations when it comes to the restaurant experience.

With its purpose-built hardware — engineered to work seamlessly with Oracle software for better performance, reliability and energy use — Oracle has pioneered hospitality IT innovations for more than 35 years and become the industry's preferred solutions provider. Our technology, including point of sale, property management, loyalty, reporting, mobility, inventory management, labor management and loss prevention, is used in more than 200,000 locations across 180 countries and facilitates 34 million transactions per day.

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