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PLANNING YOUR COMPUTER NEEDS

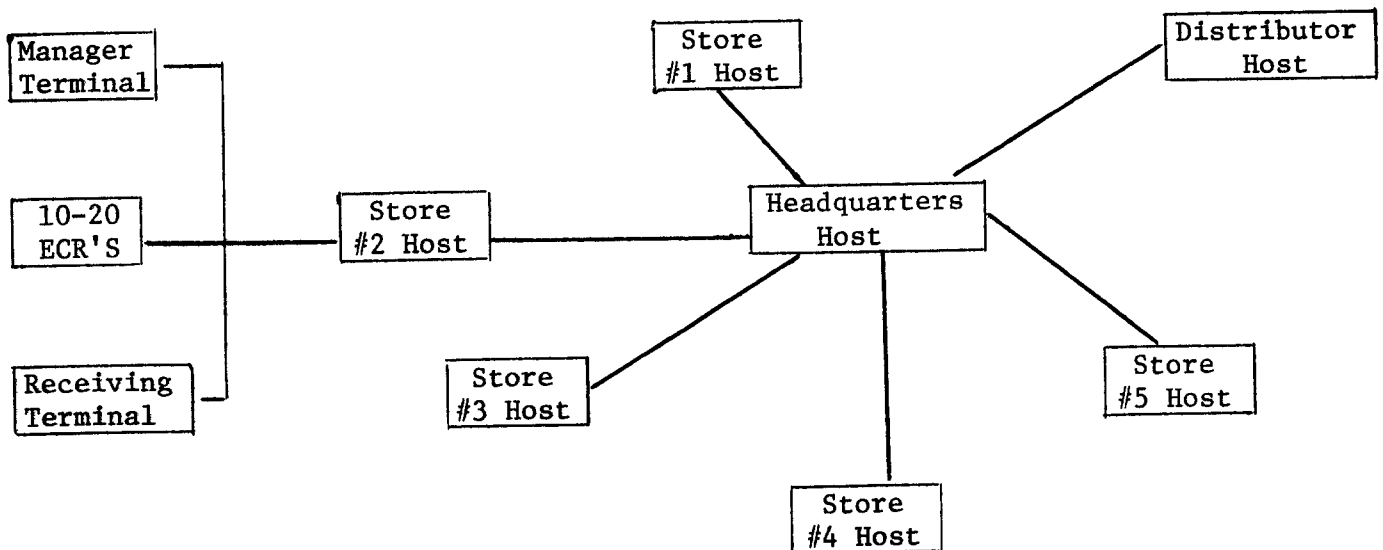
OPTIONS FOR SCANNING SYSTEMS APPLICATIONS

by

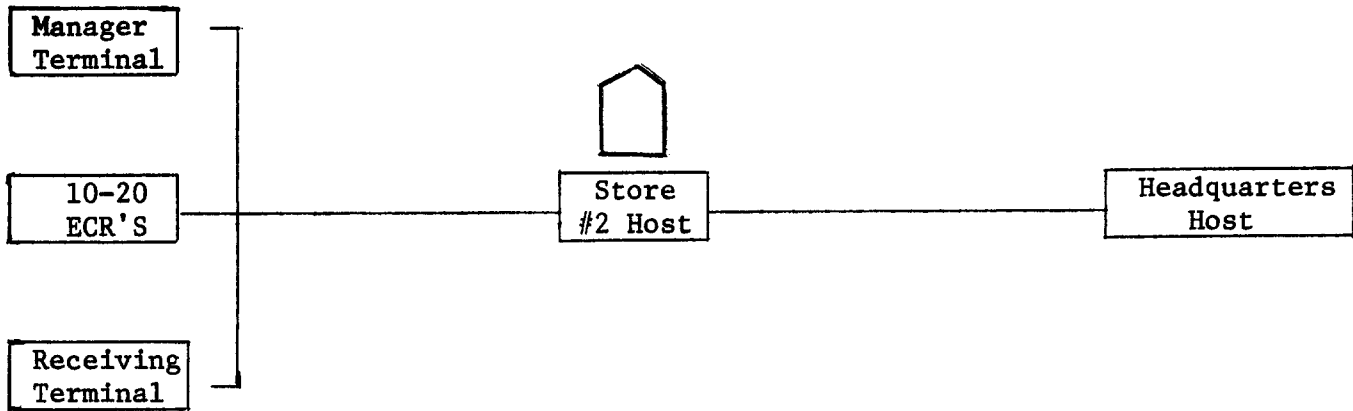
Cynthia R. Cohen
Touche Ross & Co.
Boston, Massachusetts

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

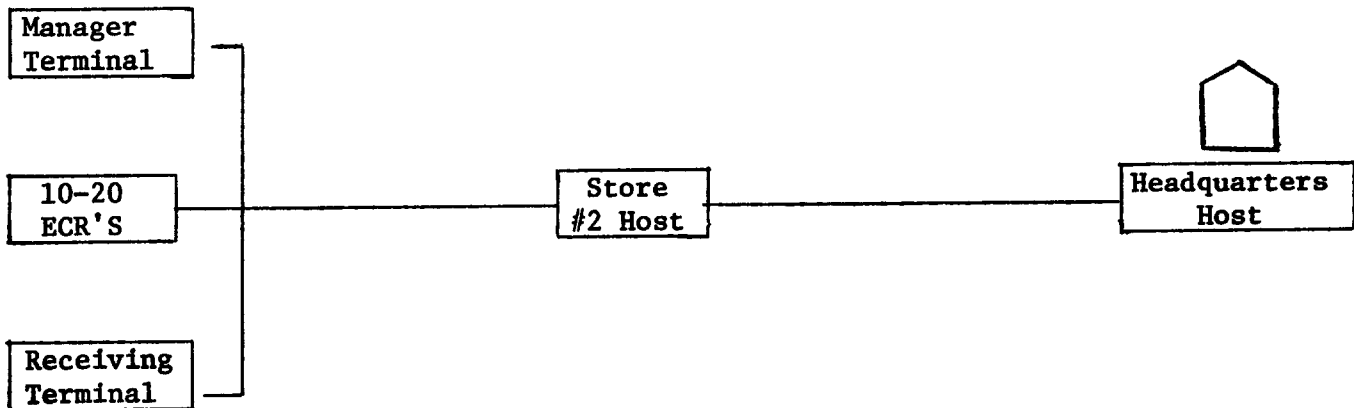
Sample Configuration



Applications Generating
Hard Dollar Savings



Applications Generating
Soft Dollar Savings



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