The Integra System is a fully integrated Business Management Solution that has been developed and continuously enhanced to successfully address the unique requirements of today's retail business in the Lawn & Garden/Nursery, Feed, and Pet retail markets.

Our System is designed and continuously enhanced primarily with input from our customers in the Lawn & Garden/Nursery, and Pet retail markets.

Software Programs: The Integra System is comprised of modular major software components that can be implemented separately, or combined to form a powerful fully integrated tailored solution for single sites or multiple locations. The major components are as follows:

- Point of Sale with Perpetual Inventory Control
- Purchasing
- Accounts Receivable
- Accounts Payable
- Bank Reconciliation
- General Ledger
- Payroll
- Active Report Writer
- Mobile Handheld Suite
- Tools and Features
- System Implementation Aspects

Point of Sale with Inventory Control: As sales are generated through simple entries at the counter, many things occur: Inventory is adjusted properly, margins are accurate, special customer pricing and store sales are accounted for to the penny, customer files and loyalty activity are updated, product reorder advice is properly addressed, sales tax reporting is
accurately produced, marketing data is stored for future campaigns, and corporate financial information is updated automatically. All transactions, including sales, layaways, advanced orders, quotations, special deliveries are processed at the register. Other entries such as on account and layaway payments, and inter-company store-to-store transfers and much more can efficiently be processed at the point of sale.

The Point of Sale System not only provides key management analysis but also effective tools that allow for easy use by the staff. Having the right information available at your fingertips is essential in ensuring successful daily business operations. Various reports such as daily traffic flows by customer count and dollars including average sale, to inventory department group Sales and Gross Margins with calculated inventory turns based on costs or quantities, to weekly Reorder Advice reports, gives you the information you need, when you need it.

As part of the Point of Sale System, inventory is updated in real time and suggestive inventory reorder starts with system generated reports. These reports will direct the user with a suggested order based on parameters such as min/max stocking levels, seasonality, supplier economic order quantities, sales trends and more to arrive at an unreleased Purchase Order.

**Purchasing:** Purchase Orders can be created with ease by utilizing such features as Reorder Advice. This routine allows the user to define the parameters desired for calculating reorder quantities: let the system compare current on hand quantities against established MIN/MAX levels defined in each item, or perhaps, calculate reorder amounts based on previous sales history. Reorder Advice can be broken down various ways, so that you can calculate specifically what you need: by vendor, item range, UPCs, departments or types to name a few.

Once a purchase order is received and product costs and retail margins have been verified, a simple keystroke is all that is needed to update inventory quantities on-hand, reduce on order, update any necessary backorder quantities, produce proper labeling, and update your accounts payable system automatically.

Various performance reports, including product cost analysis, best buy and/or lowest cost, buyer history, and vendor/supplier performance analysis, along with complete detailed product history are available at your fingertips for every product ever ordered or received, giving you all the information you need to make informed future buying decisions.
The Integra System
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Accounts Receivable:
The Accounts Receivable module tracks all money due to your store from various businesses or private party customers that you may have extended “charge privileges” to as a courtesy. Reporting such as Anticipated Cash Receipts, or an Aged Trial Balance provide you the information necessary to effectively manage your receivables and ultimately improve cash flow. This system will provide for “balance forward” or “open item” monthly statements automatically with the option to calculate late fees or finance charges, should your customers become past due. Customer accounts are updated automatically through the Point of Sale’s entry screen simply through normal sales entries applied to their account as well as product returns and on-account payments made to their account. Of course customer account payments can also be applied directly from Accounts Receivable. Accounts Receivable, like all other modules in the Integra System, is interfaced automatically to the General Ledger system.

Accounts Payable:
Knowing what your cash requirements are in order to pay vouchers is important to the effective financial management of every company. The Accounts Payable module enables you to enter the invoices you need to pay, schedule payments, and write checks, all the while updating General Ledger. In addition the Purchase Order module integrates automatically with Accounts Payable. As product is received, vouchers are generated from the receiving and posted automatically to Accounts Payable. The system can provide for recurring payments such as rents, leases, and also provide for 1099 statements to independent contracted labor and assess proper taxes for those 1099s vendors as needed. With Accounts Payable you’ll have immediate and accurate information about all vendor activity.

Bank Reconciliation:
Knowing bank account balances and how much cash is available is essential when making smart business decisions. The Bank Reconciliation module enables you to see bank balances as of that moment. Reconciliation could never be easier, as deposits are entered and checks written through the Accounts Payable module feed the Bank Rec module automatically. This system will take a tedious job and reduce it to minutes as it effectively manages your checkbook statement. Multiple bank accounts, EDI drafts and deposits, and checks – whether prepaid, computer generated or manually written, are quickly reconciled through the Bank Reconciliation module. This module not only seamlessly integrates with our Accounts Payable software but also our payroll module as well.

General Ledger:
By design, all modules feed the General Ledger system, updating financial statement information as it happens. This system will provide various financial reports, such as a Statement of Operations and Balance Sheet. There are a variety of pre-programmed formats to choose from, or you may wish to develop your own unique reports using the imbedded general ledger report writer for complete flexibility. Budgets, Control Accounts, Reversal Transactions, along with Automatic Monthly Profit entries are easily maintained with the general ledger. To be able to see the financial detail of your business whenever you want, without having to wait until the end of a quarter or even the end of the fiscal year, is without a doubt one of the keys to maintaining a successful growing business.

Payroll:
If you are not on a payroll service, or feel you may be paying too much for your current service, Integra can provide you a fully featured Payroll System with proper updates for Federal, State, and Local Tax adjustments. You are doing most of the work gathering and finalizing weekly payroll time for each worker now. Why not enter that data directly into our Payroll system, then simply print the checks with the proper withholdings, etc. and let the system update your General Ledger System automatically. Payroll also integrates with our Bank Reconciliation module.
Active Report Writer: Each module within the Integra System has a variety of reports that are “built-in” or standard within the system, providing you an enormous amount of information. However, if there is some unique information you are trying to analyze that cannot be found through a standard report, Integra’s Report Writer is the tool to use! A powerful search engine, the Report Writer gives you complete flexibility in writing custom reports or queries, on any data in your system regardless of originating application module. Reports can be exported to other programs such as Microsoft Word, Excel, or Access for further analysis, or marketing campaigns.

Tools and Features:

Email: May be entered at the POS Counter along with other vital customer information for clubs, frequent buyer clubs, purchasing history and so on…..80% of your business will continue to come from the loyalty of your current customers and the services you offer them. The more information you collect on their buying preferences the more you can develop marketing programs through email to attract them to your store for various reasons.

Mobile Handheld Suite: A fully featured wireless portable handheld PC that can be used for real time yard, and in-store line busting sales, on-line inventory receipts, product physical counts, and product re-pricing can be a real time saver and effective tool to manage your business and handle seasonal, or specialty sales that require efficient customer processing. The unit has a built in barcode scanner that can read barcodes in direct sunlight, and the display screen is large and very easy to read. This unit also has the highest durability rating available.

Marketing: Various ways to analyze, report on or use information to market your store, products and services to your demographic market area and current customers. There are reports that determine Customer by Product or Product by Customer, Customer Types, I/Q flexibility to sort through parameters, email etc.

Load Tickets: If some of your product resides in a warehouse or out in the yard, Load Tickets are an easy way to accurately control the product being loaded into your customers’ vehicles. These tickets can be generated automatically when the item is sold at the counter, or the cashier can manually, with the touch of one key, request a load ticket if desired (i.e. those items that may be stocked in-store as well as the warehouse). Tickets are then given to the yard or
warehouse staff in order for the proper product to be picked and provided to the customer and optionally signed off as taken. Tickets can be printed at the counter or at a warehouse/yard printer for faster customer service; no matter where these tickets for pick-up are printed, the store has the security of knowing the right product is being pulled properly.

**Frequent Buyer Clubs / Club Coupons:** Clubs can be defined various ways: based on total weight, dollar amount, or quantity purchased, and can be set-up for each customer or customer type by various products or groups of products to arrive at an automatic redemption – which may be in-store coupons, or free product, etc., once the club goal has been achieved. Club coupons can be printed immediately upon a customer reaching their club cutoff amount. These coupons can include your store’s logo, user-defined text and store information, date issued and club description. These coupons also include a barcode, so they can easily be scanned at the counter when redeemed by the customer.

**Suggestive Sale:** This important feature will be used to increase sales as it will notify cashiers of compatible products associated with the items being purchased. The system will prompt the cashier to notify the customer of these products during the sale and enhance their buying experience and result in more sales in the store.

**Quotes:** Whether over the phone or in store, quotes may be entered in the system with list price, customer contract prices or special negotiated prices and retained in the system until needed. This information may be retrieved and automatically turned into a sale thus alleviating lost sales due to misfiling of quote information. These quotes may be changed or edited at anytime before or during transformation to an actual sale.

**Price Rounding:** Automatic retail price rounding can be set either during receipt of the product or at any time needed. Rounding can be done by Store, by Department, by Sku, by Type of Sku or by Sku Range combination.

**Customer History:** On-Line customer history provides for better customer service as the cashier can quickly review past purchases to enable the customer to make a better, more informed choice, or help your cashier make a proper decision for a product return without a receipt. Customer history is updated immediately upon completion of the transaction.

**Cordless Scanners:** Ideal for product that is too heavy / large to lift up to the counter - a fish tank or large animal cage that cannot easily be brought up to the counter, or for those carts full of plants and nursery supplies. Utilizes “Bluetooth” technology to “cut the cord” between the scanner and the counter. Distances can be up to 100’, but can vary based on environment.
Lot # Product Tracking: Soon the FDA will begin to require and enforce Pet Food/Feed manufacturers and retailers to track specific product runs by their assigned Lot Number. The ability to track specific manufactured runs of a product will aid recalls of products and also enable research centers to better manage their controlled scientific environments. Retailers will be required by law to have information at the ready to identify which customers purchased specific products within specific manufacturing lots. The Integra System is ready for this upcoming requirement.

Serial Number Product Training: Live Animals, Power Equipment, Aquarium and Pond Pumps and other products not only can be tracked but also can associate that item to the customer along with the proper sales history for that sales transaction. Obviously this will afford the retailer the ability to address warranties, repairs, and marketing contacts for replacement or maintenance and so on. Serial numbers are valuable in quality control, as once a defect is found in the production of a particular product the serial number will quickly identify which units are affected. Our inventory management module easily and efficiently tracks serial numbers through the life of the item, and updates all history accordingly.

Gift Cards: Unlike other POS Systems, the Integra System allows you to manage your own Gift Cards without going through a credit card processor, therefore eliminating those “processing fees” that you incur each time a card is swiped! If you have multiple stores, not to worry... Gift Cards can be issued and redeemed in any store connected by your corporate structure. Our system provides full Gift Card tracking, identifying which cards are available to be sold, which cards have been sold, along with current balances, customer detail and complete history. We even help you in the purchase of the gift cards, and then you let the system handle the rest.

Special Feed/ Fertilizer Mix Feature: Our system can easily be used in Feed or specialty Fertilizer markets to inventory and store specialty feed/fertilizer mixes as per exact specifications requested by the customer, so that proper ingredient percentages are fulfilled. Additives may be changed and/or ingredient percentages may be changed easily and as often as is required.

Kitting: Our system utilizes kitting to aid cashiers when selling items that may be priced as a
whole, yet controlled separately in inventory. With one keystroke, the cashier can quickly sell all items in the kit, resulting in faster customer service. Scenarios such as aquarium tank set-ups (where you buy the tank, and other various supplies), lawn care packages (stage one through four fertilizers), or patio furniture (table, umbrella, six chairs, etc) are just a few examples that can easily be tracked through kitting. Inventory, pricing and margins are automatically maintained.

Vendor EDI: There are many EDI (Electronic Data Interface) programming interfaces between the Integra System and various Vendor/Supplier systems that can be a part of your total Integra System solution. Currently, some of the EDI interfaces that have been completed range from simple weekly product pricing updates to electronic purchase orders and receipt of the invoice/freight manifest being sent down automatically thus saving both the vendor and customer tremendous amounts of time. Integra is constantly reviewing new vendor/suppliers; we are always looking to develop new EDI interfaces that our customers have asked us to provide. Currently Integra does not charge our customers for any of our existing Vendor EDI interface programs nor support of those programs, we only assess a one time setup charge that covers loading the specific vendor interface program, configuring the communication protocols and making sure the connection with the vendor's system is set up and tested properly.

BAR CODE PRINTING:

Price Labels: The Integra System can provide a myriad of bar-coded price or descriptive product labels formats that range from the small “barbell or angel wing” labels, shelf labels, various sized product stickers, to stake and keyhole tag labels for nursery stock. Our system can produce indoor and outdoor labels, depending on your specific needs. These labels can be produced on various printers – from wireless printers, which can be worn on the hip as you walk the store, to barcode blaster printers, laser report printers, and nursery tag printers. Integra also interfaces with many of the nursery industry labeling providers of printers and tagging software.

Wireless Barcode Printers: Wireless mobile barcode printers give you the capability of
walking around your store and generating shelf labels and product price stickers as needed. Running back and forth from shelf to printer can be a thing of the past with a mobile barcode printer hanging from your belt (or the optional shoulder strap). Combine it with a wireless handheld device or laptop and you now have a fully functional pricing station; great not only for initial pricing, but re-pricing and counting as well.

**Blaster:** The Bar Code Blaster is a product and shelf labeling printer that can produce indoor and outdoor labels. Labels can be generated for items that require price changes or during receiving of new inventory. The Blaster can be accessed from any workstation, laptop, or wireless mobile handheld to produce labels in many formats. New label formats are being added constantly.

**Laser Printer Labels:** Labels may also be generate for “Keyhole”, “wrap-around” tree tags or product labels using standard laser printers.

**Nursery Tag Printers:** In order to allow our customers to have the ability to produce “keyhole” labels and “wrap-around” tree tags, or heavy duty “stake” tags, Integra has programmed data interfaces with various well-known industry providers of nursery tagging software. In this way, the key data stored within your Integra System that identifies the item - the SKU ID, UPC/Bar Code, list price, description and more - is automatically transferred into the nursery tagging software.

**Weight Scales:** Integrated weight scales can be part of the total Integra solution. One scale can be accessed from multiple counter stations to weigh products, such as produce, bulk seed, or any customer self bagged items. The cashier simply places the item on the scale and with the touch of a key, the scale will correctly weigh and price the item while reducing inventory accordingly. Scales do have maximum weight restrictions; two models – the up to 30lb and the up to 60lb - are most popular with our customer base, however other weight limits are available if needed.
System Implementation Aspects:

**Hardware:** All hardware provided by Integra Systems, Inc. meets or exceeds industry standards for quality. All hardware is pre-tested and configured before it leaves our facilities for installation. Our hardware retains all manufacturers’ warranties and has a 90-day Integra warranty to fully replace/repair equipment and includes all labor.

Integra will utilize existing customer hardware if and where it can be effectively placed on the new network.

Integra can provide hardware maintenance options as well.

**Unlimited Classroom Instruction:** Regularly scheduled classes offer you and your staff the ability to learn with no training costs at anytime.

**Installation:** Timed with conversion and training, actual system’s installation at your store is provided by the professionally trained staff of Integra Systems, Inc.

**On-Site Training:** One on one training at your store!

**Application Support:** Hotline support virtually 24/7 that will answer and direct all your questions for a prompt answer.

**Users’ Group:** The Users’ Group Meeting is an annual event for our Integra System customers. It is a one day session that focuses on new, exciting, useful enhancements made to the software. These enhancements are largely determined by customer input and therefore quite helpful to your business. The first half of the meeting will be used to present the completed enhancements as suggested from the previous year’s Users’ Group Meeting and also other helpful ideas and changes that Integra may have researched during the year. The second half of the seminar is mainly an open forum for the exchange of new ideas that should be a part of the next year’s Integra System release, or possibly might be scheduled for a minor release during the upcoming year.

**Advanced Training:** The Regional Advanced Training Classes are held in various regional locations, as per the demographics of our customer base throughout the year. Advanced Training Seminars are meant to stimulate further use of the comprehensive features contained within the Integra System to maximize their knowledge and gain increased benefits from the
system. These classes are for “key” personnel and are highly effective. *Users’ Group Meetings and Regional Advanced Training Classes are available to all our customers using the Integra System.