

# Focus

RESTAURANT MANAGEMENT SOFTWARE

Focus POS Systems is a Texas based company with a rich heritage of delivering innovative software technology to the hospitality industry. Our philosophy is simple: create a smart, uncomplicated solution that positions our customers for profitability and competitive advantage. Hospitality is one area that remains our primary focus; thereby assuring our customers the most robust and reliable product for success.

With Focus POS Systems, you get the benefits of an expert team that understands your environment, constantly solicits market feedback and continues to research and develop to provide inherent functionality that addresses your most critical business needs. This distinct strategy is evident in our product, promoting efficient operations, reduced costs and increased productivity; ultimately delivering business value.

**Proven Solutions.  
Profitable Results.**

[www.focuspos.com](http://www.focuspos.com)



# THE SIMPLICITY YOU NEED.

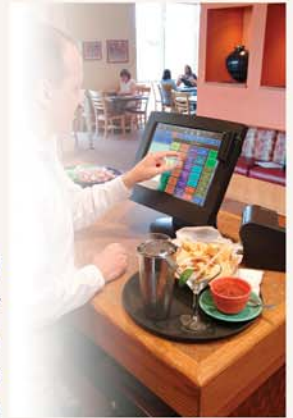
## About Focus POS

Built upon the knowledge and experience of five generations of POS products, Focus POS was developed and designed with restaurateurs in mind. From controlling your costs to streamlining your operations, Focus is an easy, trouble-free system with features and functionality that go beyond the ordinary. While others have tried to replicate our system, the time-tested development and expertise inherent in Focus remains an innovation all its own.

*Focus POS helped bring out my inner smile! Thanks Focus POS!*  
-Jerry Dent, Owner, Smoothie King Franchisee

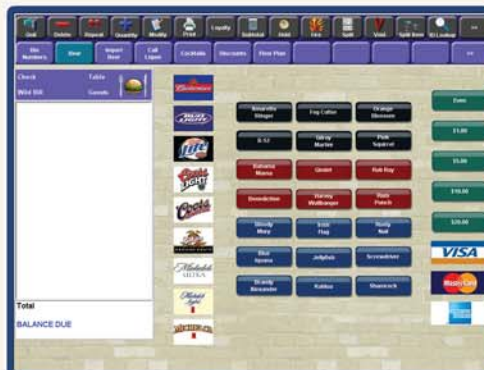
## POS Made Easy

Focus is intelligent software that enables you to confidently manage your environment. With vivid images and intuitive operability, you can retrieve information faster and more effectively than ever before. An advanced graphical user interface and iconic displays guide users through each task effortlessly. Focus provides nutrition information, recipe options to prepare or describe menu items, and the ability to train staff on-line, manually or via video. Orders can be placed from one screen with a minimal number of touches to ensure efficient order taking, increased productivity and accuracy.



## Screens Designed for Your Environment

- Fine Dining
- Family Restaurants
- Sports Bars
- Table Service
- Counter Service
- Pizza
- Fast Food
- Bars
- Take-Out
- Billiard Halls
- Delivery
- Cafeterias
- Hotels
- Country Clubs
- Gentlemens Clubs
- Ice Cream Shops
- Coffee Houses
- Wine Bars



# THE RELIABILITY AND PERFORMANCE YOUR CUSTOMERS DEMAND.

## Table Management

Starting and maintaining tables is easy with the Focus graphical table management system. Stage images can be created with different colors or icons to distinguish different meal stages. Users can access tables and view the status of the floor with the touch of a button. Tables can also be defined with a default number of guests to help speed the order process.



Starting and maintaining tables is easy with the Focus graphical table management system. Stage images can be created with different colors or icons to distinguish different meal stages. Users can access tables and view the status of the floor with the touch of a button. Tables can also be defined with a default number of guests to help speed the order process.

## Inventory Control

Focus helps control inventory costs. Recipes are created for each inventoried menu item to calculate ideal food cost. Invoices and Inventories can be entered into Focus to calculate the variance on the Usage Analysis Report. The Inventory On-Hand Report uses real-time sales information to provide on-hand inventory counts. The Inventory Reorder Report uses par levels and minimum purchases to determine the products that need to be ordered.



## Enterprise Solution

Focus Enterprise Reporting consolidates multiple locations to a centralized reporting center. Data from the stores is automatically backed up to the corporate office. Reports can be viewed by individual stores and comparisons can be made by store or region to determine sales trends. Menu and price changes can be made at the corporate office and set to automatically update the stores at specified times.



## Reporting

Labor, item counts, inventory, sales contest and daily reports are just a few reports built into Focus POS. An unlimited amount of data can be retained for historical reporting, allowing for viewing of historical data. Reports can be e-mailed or sent via text message at specified times or intervals throughout the day. Reports can also be setup to import into QuickBooks.



## Labor Scheduling

Labor Scheduling is a highly sophisticated management tool used to control and manage labor costs in the restaurant. Using forecasted or historical projected sales, actual labor cost and labor percentages may be modeled with ease. Reusable Schedules can be created for the standard work week with assigned employees. Templates can be created with detailed Jobs and Shifts specified according to predefined labor goals. Prior year sales automatically roll forward to assist in the development of the current Schedule. Special event and seasonal Schedules such as Administrative Professionals Week or Winter Hours can also be named and saved for reuse each year.



*"I love the stability and ease of use Focus POS provides!"*

*-Isaac Rodriguez, Hasta la Pasta Restaurants*



## Additional Features

- High Speed Credit Cards
- Customer Loyalty
- Gift Cards
- House Accounts

# Focus

## Focus POS Features

- Integrated Time & Attendance allows the point of sale to calculate payroll and provide labor cost reporting.
- Countdown Items allow staff to see the availability of an item before going out of stock.
- Real Time Sales to pagers sends sales, labor cost, and labor percentage information directly to pagers or mobile devices (no longer need to call in to check sales).
- Labor Scheduling is used to control and manage labor costs through the use of projected sales and schedule enforcement.
- Out of Stock Management allows suggestion of similar items for out of stock menu items.
- Automatic Menu Changes for lunch, happy hour or special events.
- Inventory management and reporting helps control food costs.
- Training Videos allow ongoing and continuous training of staff.
- Customer Loyalty option increases customer satisfaction and loyalty.
- House Accounts can be set up to charge and invoice special customers.
- Nutritional Information can be displayed on the screen for any menu item.
- Full Automatic Redundancy backs up the data to another computer for disaster recovery.



*These guys have helped me out since 1994!*

*-Hugo Serna, Owner, El Palenque Restaurants*



- Offline Credit can be used when the phone line or Internet connection for credit card processing does not work.
- Selling and redeeming gift cards is a quick and easy process.
- Enterprise Reporting consolidates multiple locations to a central location for reporting ease.
- Internet Credit Approval accepts credit card transactions in 2-3 seconds.
- Automatic Price Changes for happy hour, lunch or other pre-defined times.
- Scanned Menus allow ordering of menu items just as if you were looking at the menu.
- Table Management is a graphical tool used to view the status of the restaurant floor.
- Delivery is used to assign drivers and recall previous customer orders.
- Split Seat Theft Prevention is used to help prevent scams.
- Sales Contests are displayed on any terminal and updated in real-time to help promote sales.
- E-mail Reports at any given time or interval throughout the day.
- Packaged Items & Commands allow users to perform multiple actions with one touch of a button.
- Age Verification uses government issued ID cards such as drivers licenses to determine if the customer is eligible to purchase a menu item.

**Focus**  
POS SYSTEMS

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