

DATA BUSINESS  
SYSTEMS  
(800) 868-2323

# POSi Talk

VOLUME 17

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DATA  
BUSINESS  
SYSTEMS  
WELCOMES  
ALL NEW  
POSITOUCH  
CUSTOMERS

## What's New?

Everyone loves to get something new; a new pair of shoes, a new car or some new knowledge. In our professional lives when something new comes along we hope that it makes our life easier and more efficient. We are all trying to get the new bit of information that gives our business the upper hand against our competitors and allows our business to thrive.

In the Point of Sale world there are always software companies that try to offer the next best thing, but only a few can stand the test of time and evolving needs. As a company that has stood up to these tests we strive to stay on top of changing technologies and advancements that affect the restaurant industry. We work with our software developers to offer solutions that make things easier and more efficient in our client's everyday life.

At Data Business Systems we are eager to show off new and improved features that help your managers and staff operate more efficiently. One of the most interesting and appealing may be Quick Menu, an easier way of entering and maintaining menus in POSitouch. On the hardware front, we are offering tablets as well as additional models of Low Profile terminals and small footprint office PC's that help save on much needed space.

We know that you have many choices for your Point of Sale provider and we truly appreciate that you continue to partner with us.

Sincerely,  
Joel Smith  
Director of Support Services

## Hard Facts: Hey - What's that?

There are many options for the hardware you choose to use for your POS system and we know that sometimes office space is limited. That is why we offer 3 BackOffice computer options; a mini PC, a small form factor PC or a tower PC. All three of these options are equipped with the same amount of power and speed and all can be ordered with an i3, i5 or an i7 processor. Pick the one that fits your needs.



Mini PC 7 X 7.2 X 1.4



SFF PC 12.5 X 14 X 3.9



Tower PC 6.9 X 17.3 X 15.8

We also offer a variety of options for your front of house POS terminals. These vary from a 14" wide screen unit that is about the size of a closed laptop when laid flat to a Slate tablet solution. There is also a larger 15" square touch screen terminal. This unit has the ability to be an all in one unit for smaller operations, saving time, space and money.

For those customers who like the option of entering in the customer's order while at the table, we offer a hand held unit that is specifically designed for the hospitality market. This terminal has a 4.3" sunlight readable LCD and can be operated with the touch of your finger or a provided stylus. A MSR or scanner can be added if desired.



We at DBS can help customize the POS hardware to meet your needs. Please contact us today for additional information.



By Mark Tuttle

## Moving Forward: Point to Point (P2P) Encryption

In this issue of our newsletter, we draw your attention to new products and new software features available and one of the most dynamic is P2P encryption. DBS is a leader in the development of P2P Encryption. Our Transaction Plus programming team has worked closely with several credit card processors to develop a seamless interface for securing credit card activity. We have all read the multitude of headlines where yet another company was breached and the ensuing public relations nightmares.

With P2P installed in your establishment, you can rest assured that your credit card processing is secure. The cards that are processed in your business are encrypted at the point of swipe! Gone are the fears of malicious software living in your system retrieving data and sending it out for potential fraudulent use. The data is simply not there!

The integration has been designed for ease of use, keeping operations in mind yet setting up the highest level of security for your credit card processing. As you may already be aware, PCI compliancy is far reaching with regards to what you are responsible for at your establishment. While there are still items you will need to maintain to insure compliancy, having P2P installed dramatically advances you with these requirements.

If you would like to learn more about how you can start implementing P2P in your establishment, please contact Tim Fogarty 703-584-9701 for further information.



By Tim Fogarty

## Headline News: Virginia Sales Tax Increase

Virginia is implementing an increase to the Sales and Use Tax Rate effective July 1st. The amount of the increase will vary depending on the locality of your restaurant. We recommend consulting with your accountant as well as the Virginia Department of Taxation to determine how the change will affect your business. You can access general information regarding this change at the following web link:

<http://www.tax.virginia.gov/site.cfm?alias=changesandupdates>

Instructions on how to make the tax change on your POSitouch system are available. Contact our helpdesk if you would like the documentation or if other assistance is needed. Charges apply for assistance provided.

## Meet Our Staff: Howard Joseph

**How long have you been at DBS?**

*[Howard Joseph]* 8 years

**What is your position with DBS?**

*[Howard Joseph]* I am the Maryland and DC sale representative.

**What is one thing you would like customers to know?** *[Howard Joseph]*

I have 27 years of restaurant experience. I know and truly understand the restaurant industry which helps me provide my customers with experienced insight.



**What is your favorite thing about working at DBS?** *[Howard Joseph]*

The people I work with; we all like each other and get along really well.

**How will you be celebrating Memorial Day?**

*[Howard Joseph]* I will be at my son's 4th birthday party.

**What is your favorite summer time food?**

*[Howard Joseph]* Fresh corn on the cob.

**Howard can help you determine the best fit for your needs**

## Headline News: FDMS Certificate Change

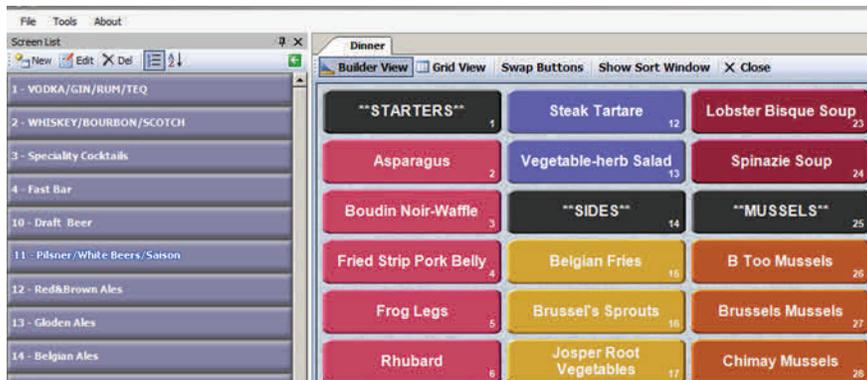
FDMS, a credit card processor, has announced that they will be making upgrades to their certificates starting in May and with a projected completion date in July. While the change may be seamless, if FDMS is your processor we recommend that you proactively contact them to see if you may be affected and to avoid any credit card interruptions.

## Software Byte: Quick Menu

Quick Menu is an upgrade from Menu Editor and is designed to help you build your menu from the ground up, emphasizing ease of use and speed. The basic building blocks of the Quick Menu are:

- Major Minor Categories
- Prep Categories
- Modifiers
- Modifiers Groups
- Menu Screens
- Main Items
- Defined Menus

There are two views with Quick Menu. The first is the “Builder” view (shown to the right) which gives you the ability to click on the cell and add a new menu item. From there you can drag the new menu item cell to any empty location. The Builder view also gives you the ability to right click on the cell to edit, delete, remove, and change the color and size of that cell.



The second view is called the “Grid” view (shown below). This option gives you a lot of flexibility to make changes without flipping through different screens. The “Grid” view is very similar to using an Excel spreadsheet where menu items can be added by simply typing into the cell. This action will add the item to your menu database automatically and work is auto saved!

Cell #	Name	Template	Cell Type	Major Category	Minor Category	Price #1	Price #2	Price #3	Price #4	Price #5	Price #6
1	**STARTERS**	<NONE>	Main item taxable	Soups	All	0.00	0.00	0.00	0.00	0.00	0.00
2	Asparagus	Hot Startes	Main item taxable	Starters	Hot	0.00	0.00	0.00	0.00	0.00	0.00
3	Boudin Noir-Waffle	Hot Startes	Main item taxable	Starters	Hot	0.00	0.00	0.00	0.00	0.00	0.00
4	Fried Strip Pork Belly	Hot Startes	Main item taxable	Starters	Hot	0.00	0.00	0.00	0.00	0.00	0.00
5	Frog Legs	Hot Startes	Main item taxable	Starters	Hot	0.00	0.00	0.00	0.00	0.00	0.00
6	Rhubard	Hot Startes	Main item taxable	Starters	Hot	0.00	0.00	0.00	0.00	0.00	0.00
7	Baby Grey Shrimp	Cold Startes	Main item taxable	Starters	Hot	0.00	0.00	0.00	0.00	0.00	0.00
8	Belgian Endive Salad	Cold Startes	Main item taxable	Starters	Hot	0.00	0.00	0.00	0.00	0.00	0.00
9	Fole Gras Terrine	Cold Startes	Main item taxable	Starters	Hot	0.00	0.00	0.00	0.00	0.00	0.00
10	Giant Shrimp	Cold Startes	Main item taxable	Starters	Hot	0.00	0.00	0.00	0.00	0.00	0.00
11	Red Beet Salad	Cold Startes	Main item taxable	Starters	Hot	0.00	0.00	0.00	0.00	0.00	0.00
12	Steak Tartare	Cold Startes	Main item taxable	Starters	Hot	0.00	0.00	0.00	0.00	0.00	0.00
13	Vegetable-herb Salad	Cold Startes	Main item taxable	Starters	Hot	0.00	0.00	0.00	0.00	0.00	0.00
14	**SIDES**	<NONE>	Main item taxable	Soups	All	0.00	0.00	0.00	0.00	0.00	0.00
15	Belgian Fries	Sides	Main item taxable	Sides	All	0.00	0.00	0.00	0.00	0.00	0.00
16	Brussel's Sprouts	Sides	Main item taxable	Sides	All	0.00	0.00	0.00	0.00	0.00	0.00
17	Josper Root Vegetables	Sides	Main item taxable	Sides	All	0.00	0.00	0.00	0.00	0.00	0.00
18	Mac'n Belgian Cheese	Sides	Main item taxable	Sides	All	0.00	0.00	0.00	0.00	0.00	0.00
19	Mac'n Mussels	Sides	Main item taxable	Sides	All	0.00	0.00	0.00	0.00	0.00	0.00

All changes related to a menu item can be made from this one screen including:

- Menu Item Name
- Cell Type
- Major and Minor Category
- Price Change
- Prep Category
- Prep Sequence
- Button Size
- Button Color

You can apply changes to one menu item or multiple menu items at the same time. With the Quick Menu, modifiers are no longer on a menu screen. They are set up as menu items and they can be grouped together and applied to multiple dishes. Templates of menu items can be created which can then be used to build new menu items. All the properties from the template including modifiers are carried over to all items using that specific template. The template feature not only saves you time but takes the guesswork out of adding new menu items to your menu database. Any changes made to the template will automatically filter down to any main menu item that is created from that template. Now adding a new burger could not be easier!

Contact your sales person to learn more about Quick Menu!



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**Solutions for retail and restaurant**

## Innovative Solutions and a Customer-First Commitment

Since 1977, DBS has been guided by several key principles: We focus on our customers. We value our employees. And we deliver state-of-the-art, affordable point-of-sale and IT solutions for growing retailers.

Today, with more than 2,000 customers, DBS is one of the most successful POS solution providers in the United States. We take the time to listen to our customers and understand their business needs, with the idea that we are developing customers for life. Our growth is fueled by word-of-mouth from successful customers in:

- Specialty Retail
- Table Service and Quick Service Restaurants
- School Districts

DBS employees are the foundation for our success. We consistently attract and retain motivated, highly skilled professionals who thrive on challenges and are passionate about customer satisfaction.

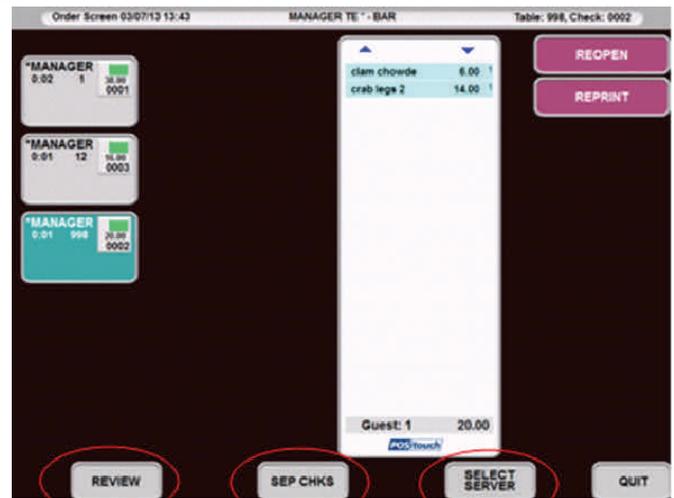
DBS is headquartered in Virginia Beach, VA, with additional offices in the metropolitan Washington, D.C. area and Raleigh, NC.

Please note, charges may apply for calls to our support center.

## A Big Tip: The Reopen Check Screen

On newer versions of POSitouch, the Reopen Check screen offers a few new tools which can be quite handy for servers, bartenders and managers.

Instead of needing to open a check to see which items are on it, servers can Review checks from the Reopen Check screen. For managers, Select Server allows the user to show only those checks belonging to the server in question. By using Select Server as well as the Review option, managers can see which items servers have rung on checks without actually accessing the check. They can transfer checks from Select Server as well.



Users have the ability to separate checks, recombine them, and edit them from the Reopen Check screen on this software version. Gone are the days of Suzy the Server having to guess on which check she needs to add a beverage and then pressing Next from the View/Edit screen until she finds the correct check.

If you would like to see if this functionality is available on your system, or to schedule an upgrade to get it, please contact Data Business Systems.

By Michael Wallace

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