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Introduction

Mobile POS (or mPOS) will help enhance our customer and associate experience when processing **in-store** sales. How, you ask? To begin, when using mPOS, you and your customer will no longer need to be at a fixed terminal in order to process a sale. So instead of bringing the gear to the counter, you can bring the mPOS device to the gear. Additionally, when using mPOS, product information (such as features, price and availability) will be accessible anywhere in the store! Finally, the simplified interface should help improve speed of sale.

Note: At this time, mPOS, cannot source inventory from other locations, and can only process a regular sale of your store's regular inventory. (For example, you can sell a guitar, case and Pro Coverage out of your store's inventory, but you would not be able to add the setup SKU.)

Other types of transactions (such as tax exemptions, layaways or returns) or sourcing from other locations should be done using POS or SPO 4.0. Returns on tickets built in mPOS will need to be done in SPO 4.0.

About the unit

The mPOS app is hosted on an iPad, which connects to a sled. The sled allows you to scan items and take payment. The PIN Pad within the sled should NEVER be removed from the frame.



The iPad will only connect to the store's secure network, and will not work if removed from the store.

Note: mPOS is the only application on the iPad.

Logistics

- The Store Manager or CSM will determine to whom the mPOS units will be assigned.
- The iPads and sleds should be left charging in the Operations office when not in use.
- IPads are signed out using the mPOS Sign-Out Sheet. When not in use, they are to be signed back in and
 initialed by the associate using the mPOS and the Manager on duty.
- These units should never be left unattended on the sales floor!
- The mPOS Sign-Out Sheet is hosted on Backstage in the GC.com document library and can be downloaded there.

Printers

- The mPOS unit will wirelessly connect to an Epson TM-T88V printer.
- These printers require a different sized thermal roll than your wired receipt printers.
- Thermal rolls can be ordered through Verian.
 - o Paper Systems, Inc. item 1980051, (50 rolls per case)

Note: In a pinch, you can use a normal-sized thermal roll in these printers, but you will have to manually remove 60 feet of paper in order for it to fit.



Power up and Log in

To power up the unit, click the **Power** button which is found on the side of the sled.



- Each store will have a unique password (updated quarterly) which will be used to unlock the iPad.
 - The password will be your store number, plus the current quarter of the calendar year.
 - Example for Westlake (store 101)
 - 1. Q1 (Jan, Feb, Mar) password is 1011
 - 2. Q2 (Apr, May, Jun) password is 1012
 - 3. Q3 (Jul, Aug, Sep) password is 1013
 - 4. Q4 (Oct, Nov, Dec) password is 1014
- Once you have the iPad unlocked, to login to the mPOS app, enter the same username and password you use when logging into SPO 4.0.
- The domain will be preset to Retail.
- Press the **Login** button to continue.

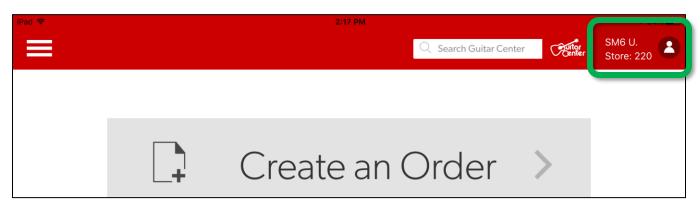




Navigation – Home Screen

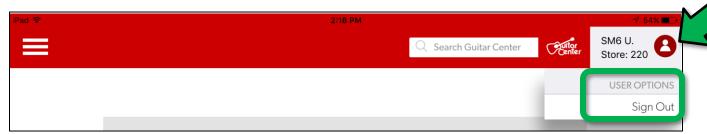
Once logged in, you will be taken to the **Home** screen.

On the top right, you will see your Username and Store Number.

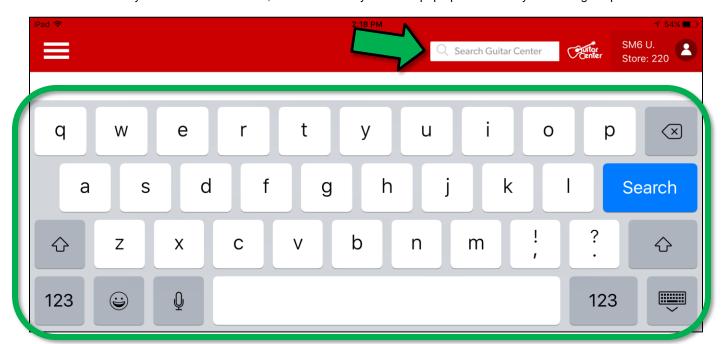


Note: If the store number in mPOS does not match the store number you are currently working in, please call the Help Desk at (818) 735-8800 x2660.

- If you press the **People** button, a drop-down menu will appear.
 - o From here you can sign-out of mPOS.



• When you click the Search Bar, an on-screen keyboard will pop up. From here you can begin a product search.



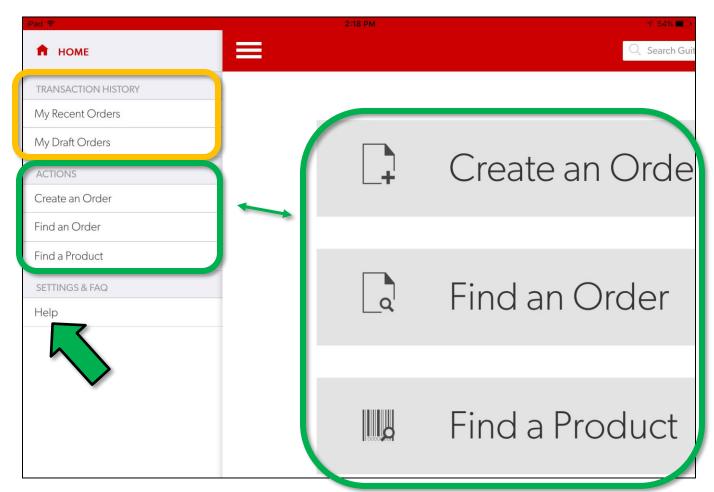


Clicking the Hamburger Button opens a side bar menu.



- Transaction History allows you to view:
 - o My Recent Orders (Orders you completed in the last 2 days)
 - o My Draft Orders (Orders you saved but did not complete in the last 30 days)
- Actions allows you to:
 - Create an Order
 - Find an Order
 - Find a Product

Note: These actions are also found on the Home Screen.

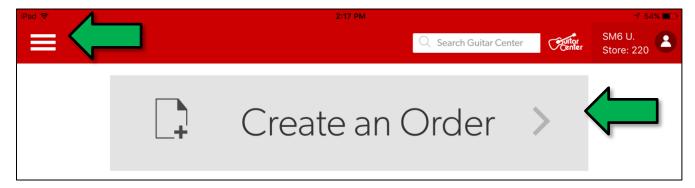


Finally, pressing the Help button will open a list of frequently asked questions.



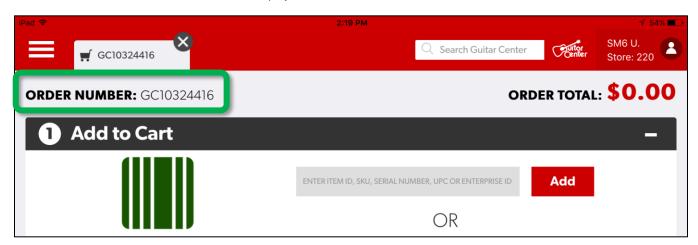
Create an Order

To begin, press the Create an Order button from either the Hamburger Menu or the Home Page.



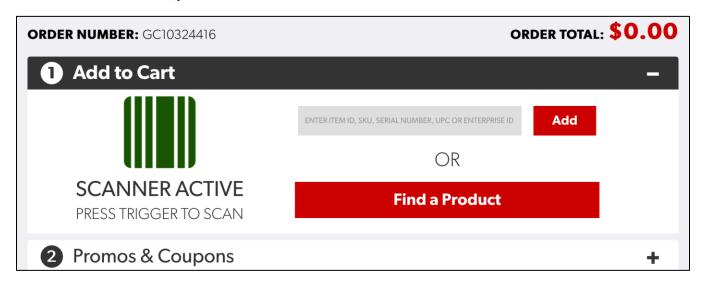
This will open the Add to Cart screen.

Note: An Order Number will be created and displayed above the cart.



Scan an Item

• To add an item, you can scan its SKU or UPC.





• To scan, press either of the scan buttons (or both) on the back of the unit and point the red laser dot to the center of the SKU or UPC.







Adding/Removing Pro Coverage

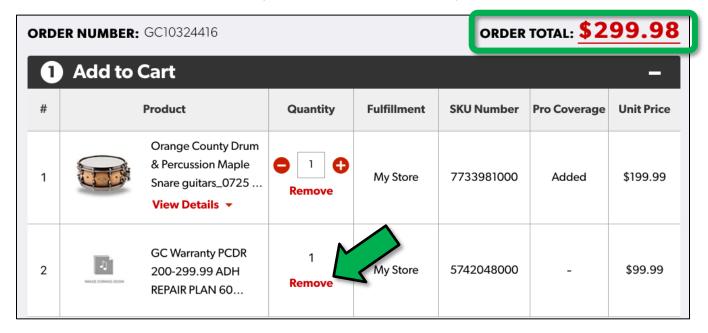
- The **Associated Pro Coverage Option(s)** screen will appear if the item you scanned is eligible for Pro Coverage.
- Show your customer the options, make the appropriate selection, then press the Apply button.



Note: If your customer does not want to purchase Pro Coverage, press the White X or Cancel button.

• Once added, your item(s) will display in the cart and the **Order Total** will be updated.

o If you added the Pro Coverage in error, or you selected the wrong plan, press **Remove**.





o A prompt will appear. Click **OK** to remove the plan.

#	Product		Quantity	Fulfillment	SKU Number	Pro Coverage	Unit Price
1		Orange County Drum & Percussion Maple Snare guitars_0725 View Details	Do you want	ormation to remove item he cart?	7733981000	Added	\$199.99
2	MALE SHAN SHOW	GC Warranty PCDR 200-299.99 ADH REPAIR PLAN 60	OK Remove	Cancel My Store	5742048000		\$99.99

• To select a different Pro Coverage plan, press Eligible, and follow the process outlined previously.



Note: Once an item has been added to the cart, you can click the **Order Total** link at any point during the order creation to open the **Order Pricing Summary.**

ORDER NUMBER: GC10324416 ORDER TOTAL: \$299.98

C	Order Pricing Summary ×									
#	Product	Qty	Unit Price	Line Subtotal	Shipping	Coupons/Promos	Line Tax	Line Total		
1	Percussion Maple Snare guitars_0725 14 x 6 in.,	1	\$199.99	\$199.99	\$0.00	-\$0.00	\$0.00	\$199.99		
2	299.99 ADH REPAIR PLAN 60 MONTH (POS ID -	1	\$99.99	\$99.99	-	-\$0.00	\$0.00	\$99.99		

PRICING SUMMARY

Subtotal: \$299.98
Promos/Coupons: -\$0.00
Shipping Charge: \$0.00
Taxes: \$0.00
Total: \$299.98

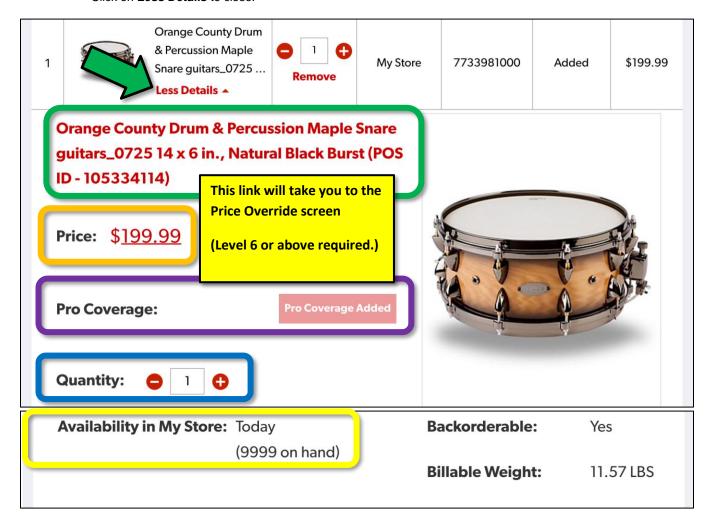


View Details

To see more information about the item you added, click View Details.

#	Product		Quantity	Fulfillment	SKU Number	Pro Coverage	Unit Price
1		Orange County Drum & Percussion Maple Snare guitars_0725 View Details •	e 1 e	My Store	7733981000	Added	\$199.99

- This screen will display:
 - o Complete Item Description
 - o Item's price (Price Link will open Price Override screen Level 6 and up required for access)
 - Whether or not Pro Coverage was added
 - Quantity (adjustable)
 - Availability
- Click on Less Details to close.

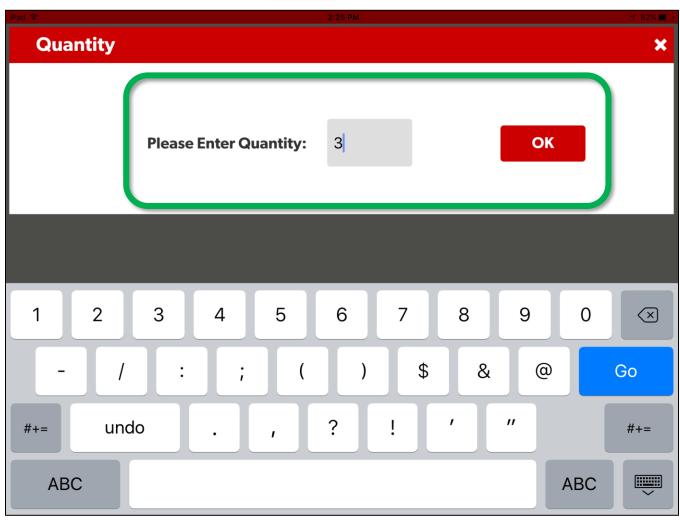




Adjusting Quantity

To adjust quantity on an item, you can use the plus and minus icons, or press the quantity box and type in your entry.



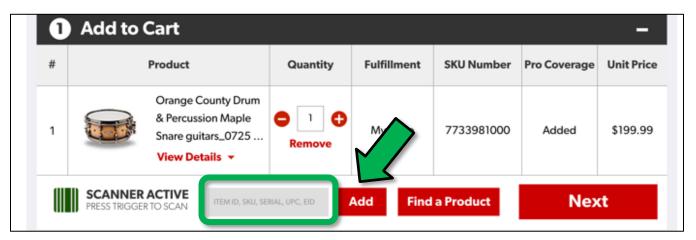


Note: When quantity is adjusted, the **View Details** screen will automatically re-open so you can quickly view availability. If there is not sufficient availability in your store, mPOS will show an error message.

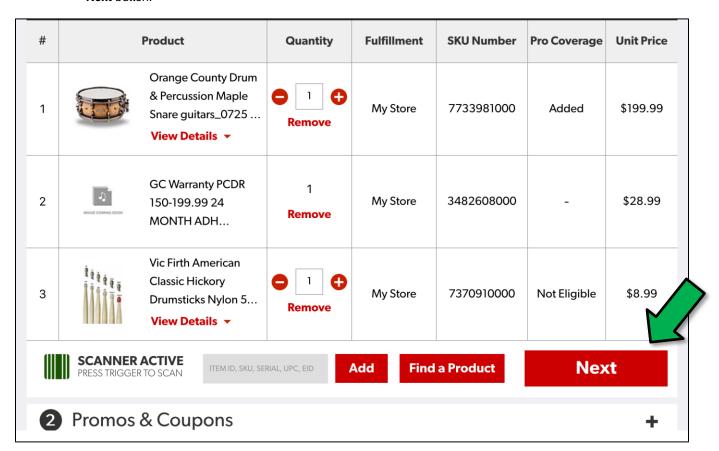


Adding Additional Items

In addition to being able to scan items, you can manually add items by typing in an Item ID, SKU, serial number or UPC, then pressing the **Add** button.



- The item will be added to your cart, and can be adjusted as covered previously.
- Once you have all items added, and you are ready to move on to the Promos & Coupons section, press the Next button.



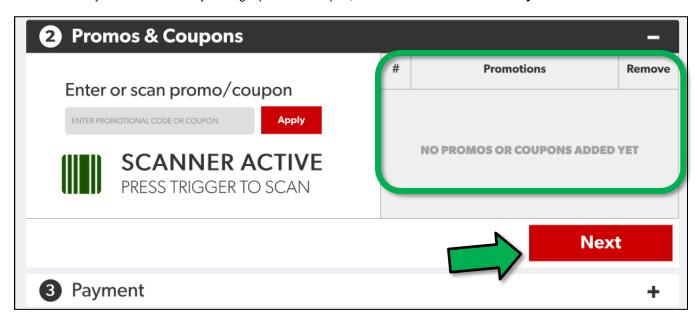
Note: In mPOS, you cannot move to the next section by touching its header, you have to touch the **Next** button to move forward.



Promos & Coupons

Once you press **Next**, you will be taken to the **Promos & Coupons** section.

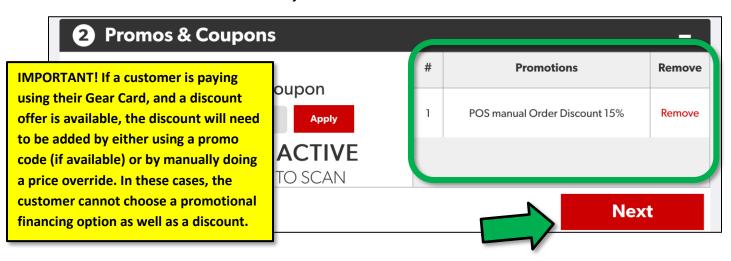
- Auto promos will be added automatically, cannot be removed and will be displayed under the Promotions field.
- If you are not manually adding a promo or coupon, touch **Next** to move onto the **Payment** section.



To manually enter a promotion or coupon code, scan or type it in, then press Apply.



- The applied promotion or coupon will be displayed under **Promotions**.
- Press Next to continue to the Payment section.

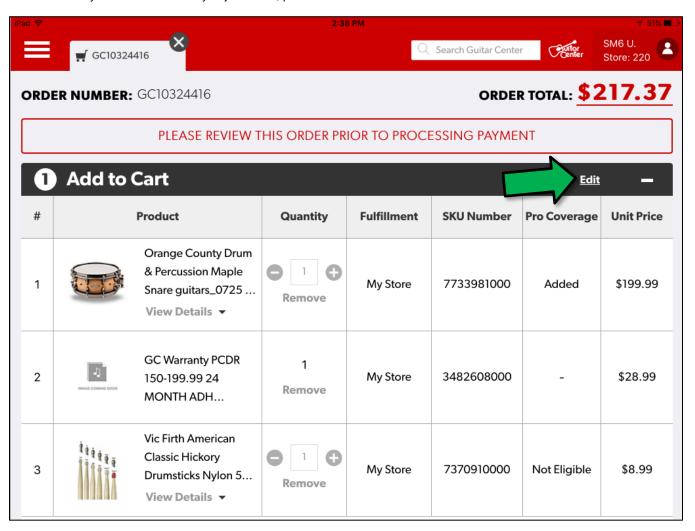




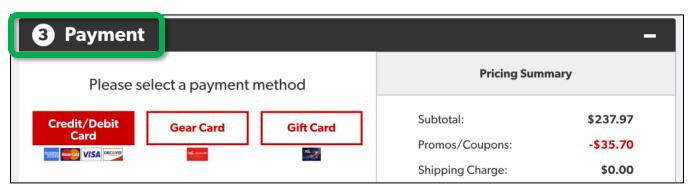
Order Review

The system will take you back to the cart to make a final review prior to processing payment.

- All functions will be grayed out.
- If you need to make any adjustments, press Edit.



• Once you have finished your review, scroll down to the **Payment** section.





Payment

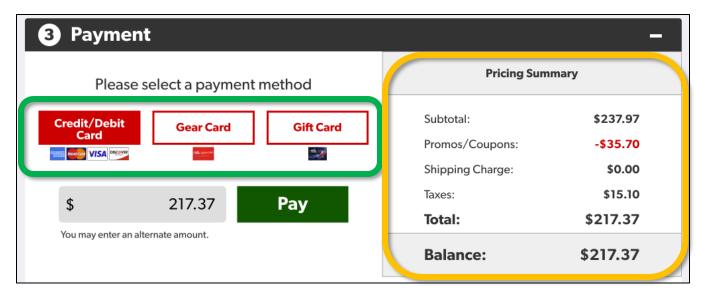
Using mPOS, you can take the following forms of payment:

- Credit Card
- Debit Card
- Gear Card or
- Gift Card

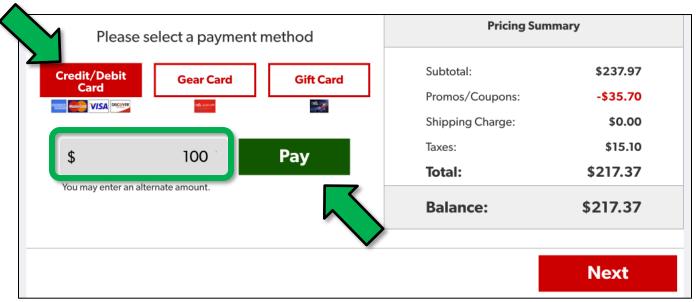
IMPORTANT! Once you take payment in mPOS, you cannot save as a Draft Order, push to POS, add items, change prices, add promos or add discounts

Note: If the customer wants to use another form of payment (such as cash or credit on account) you should process the order using POS. If you have already started the order using mPOS, you can Push to POS, which will be covered later in this document.

• The **Pricing Summary** will give you a price breakdown of the order.



- In this example, we will make a partial payment using a credit card.
 - o Press Credit/Debit Card, enter the amount to apply to the balance, then press Pay.





- Flip the unit over. Chip cards are inserted at the bottom of the Pin Pad. Non-chip cards are swiped across the top.
 - o Press the **Green Circle** key on the Pin Pad to continue.



Note: If the card is swiped, you will need to flip the unit over and enter the last four digits of the card within the app. (Not on the Pin Pad.) Chip cards that are inserted will not require this step.

Enter Last 4 Digits of Card:

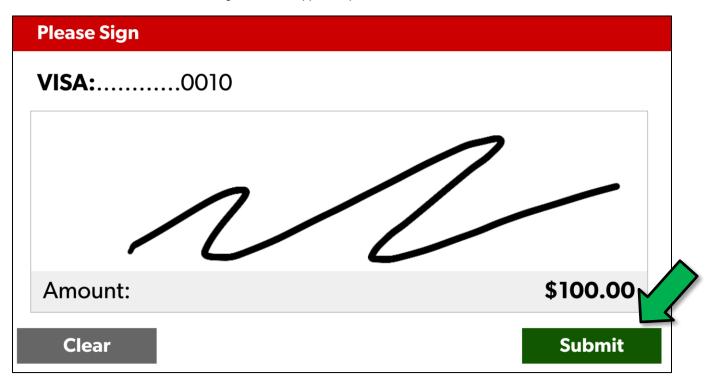
0010

Once the transaction is approved or declined, it will display on the Pin Pad screen.

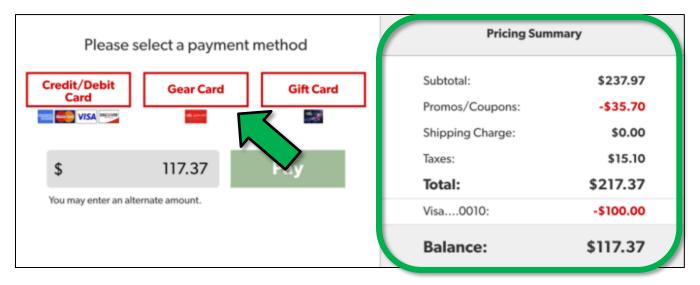




Next, have the customer sign within the app, then press Submit.

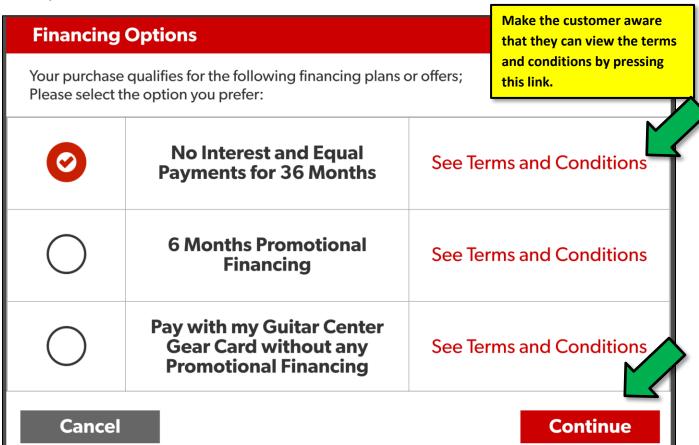


- The **Pricing Summary** will be updated to reflect the payment.
- Next we will select **Gear Card** and apply the balance.

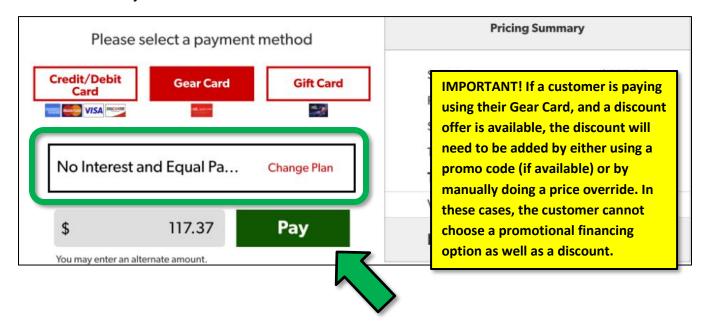




 When paying by Gear Card, the customer may have financing options available. Make the appropriate selection and press Continue.

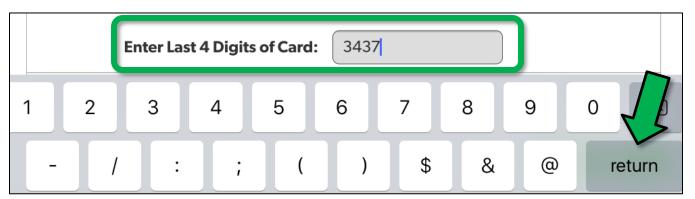


- The selected plan will be displayed.
- Click Pay to continue.





Flip the unit over, swipe the card in the Pin Pad, then enter the last 4 digits in the app and press Return.



- Flip the unit again, then press the Green Circle key on the Pin Pad to continue.
- If a financing plan has been selected, a **Consent** page will appear.
 - Have the customer read, check the **E-Consent** box and press **Agree**.



Consent

I understand that if I decline or withdraw consent, then I will not receive the offer described in the Important Promotional Information disclosure. I also understand that I can Print or Save the Important Promotional Information disclosure for future refrence.

Your purchase qualifies for the following promotion: PROMOTION TYPE: EQUAL PAYMENT NO INTEREST

PROMOTIONAL PERIOD: 36 MONTHS

PROMOTIONAL APR: 0.00% PURCHASE APR: 29.99%

Under this promotion, no interest will be assessed on your promotional purchase balance until paid in full. During the Promotional Period, equal monthly payments are required and will be equal to the initial promo purchase amount divided by the number of months in the Promotional Period. The equal monthly payment will be rounded up to the next highest whole dollar and may be higher than the minimum payment that would be required if this was a non-promotional purchase.

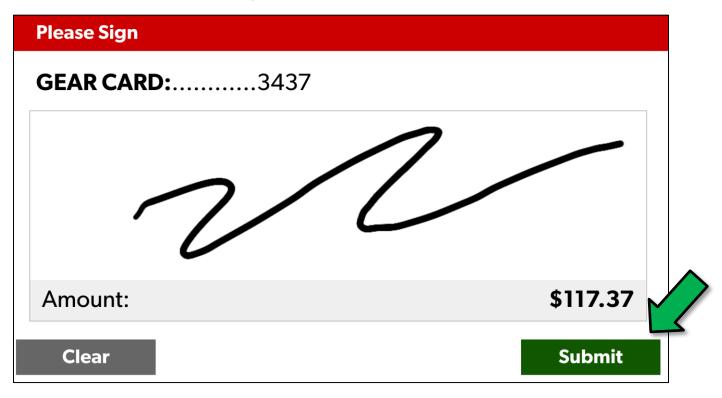


Cancel

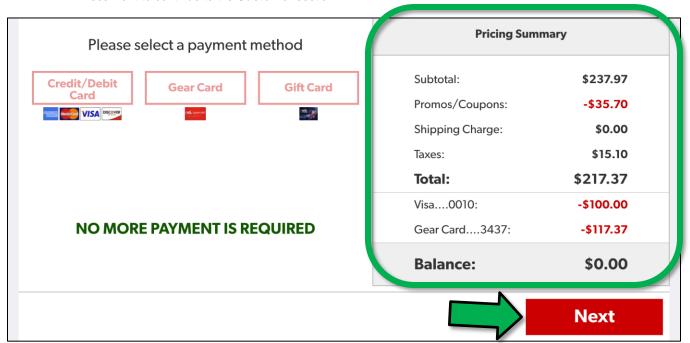
Agree



o Then have the customer sign and press **Submit**.



- The Pricing Summary will be updated.
- Press Next to continue to the Customer section.

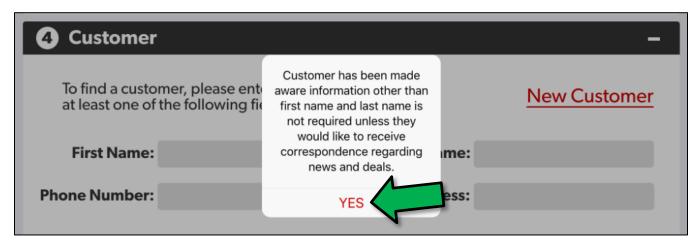




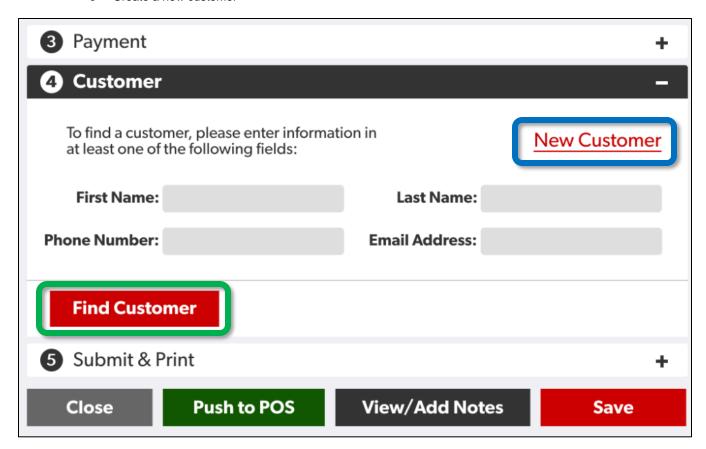
Customer Information

When moving to the **Customer** section, a prompt will appear. Please make sure the customer is aware that they are only required to provide a first and last name for you to continue. If the customer would like to receive correspondence, they can also provide their phone number, address and email address

• Once you have made the customer aware, press Yes.

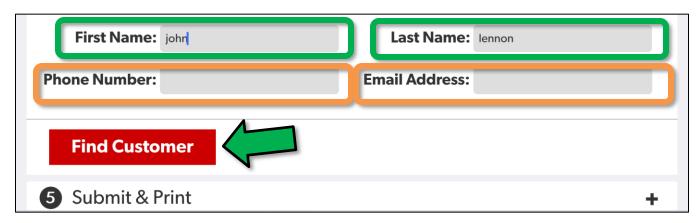


- Next, you have two options for adding the customer information to the sale.
 - o Find an existing customer (It's recommended to do this first.)
 - Create a new customer



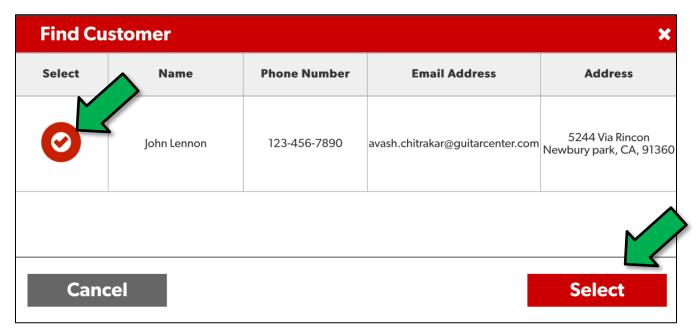


- To search, enter at least one of the following criteria and press Find Customer.
 - First Name
 - Last Name
 - o Phone Number
 - o Email Address



Note: mPOS will not return partial matches, so make sure type the complete word. For example, if you were searching for Lennon, and you typed Len, you would not receive a match.

• If a match is returned, select it from the list by pressing the button, then press Select.

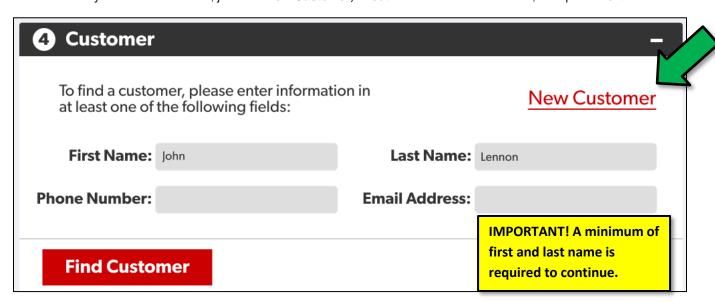




- The customers information will be displayed, and can be edited as needed.
- Press Next to continue.

*Field will require infor	ack to Find	d Customer			
*First Name:	John	*	Last Name:	Lennon	
Phone Number:	123-456-7890	Ema	ail Address:	avash.chitrakar	@guitarcenter.cor
Address Line 1:	5244 Via Rincon	IMPORTANT!	A minimum of	1	
Address Line 2:		first and last i			
Company:					
City:	Newbury park		State:	CA	
ZIP Code:	91360				
					Next

If you can't find a match, just click New Customer, fill out the customer's information, then press Next.



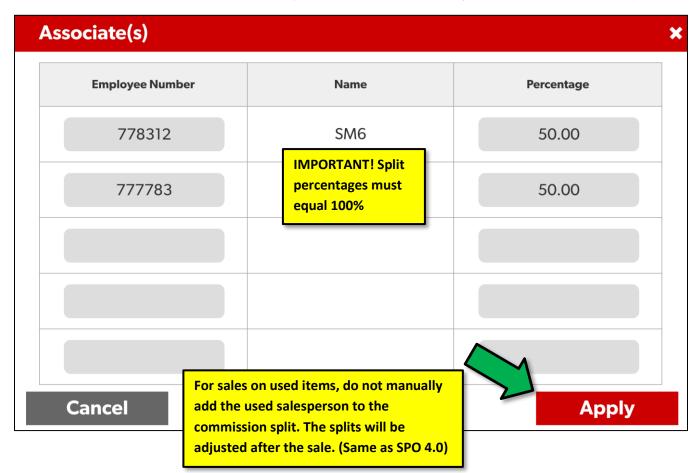
Submit and Print

Within the Submit and Print section, you can enter commission splits between up to five associates.

• Press the **Associate(s)** link to open the splits screen.

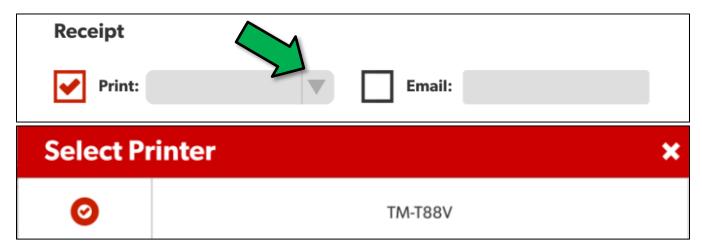


• From here, enter the associates' employee numbers and split percentages (up to five), then press Apply.





• Next, from the **Print** drop-down, select your wireless printer.

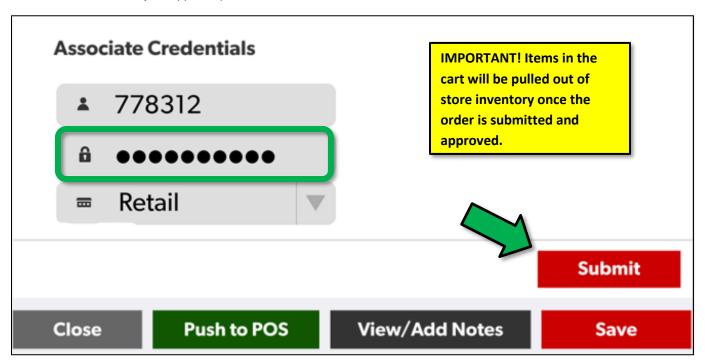


If the customer would like a copy of the receipt emailed to them, check the Email box and enter their email address.



Note: If the customer's email address was already included in the customer information, this address will be preloaded in the Email field.

• Next, enter your approval password, then click the **Submit** button.





 This will print the mPOS receipt, and bring up the Order Summary.



View/ Add Notes Print Order Date: 01/04/17 Tax Exempt: No **Submitted By:** SM6. **Store:** San Francisco (220) Channel: mPOS Order Number: GC10324416 Associate(s): SCM7 t., SM6. Order Total: \$217.37 **ORDER SUMMARY** Qty **Fulfillment** POS Sales # SKU/Serial Pro Coverage **Unit Price Product** Status Orange County Drum & Percussion Maple Snare guitars_0725 14 1 1 SKU:7733981000 Added *\$199.99 Tendered My Store x 6 in., Natural Black Burst (POS ID -105334114)

 Unless you are going to immediately process another transaction in mPOS, it's a best practice to log out of the app once the transaction is finished.

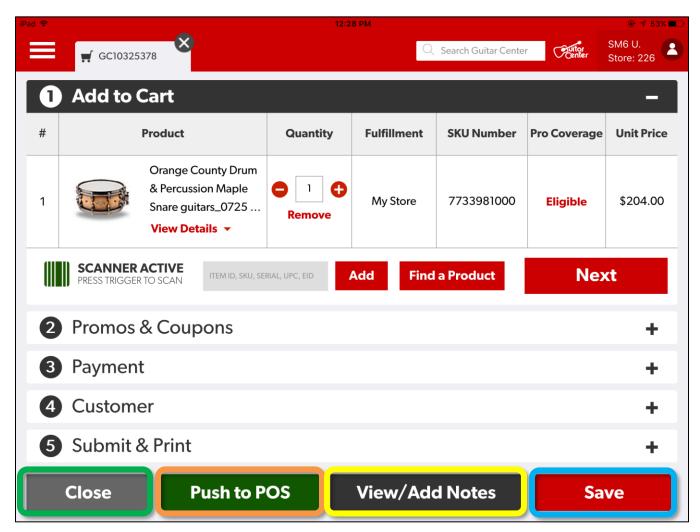




Other Options

While processing an order there are four other options that will be displayed at the bottom of the screen. These are:

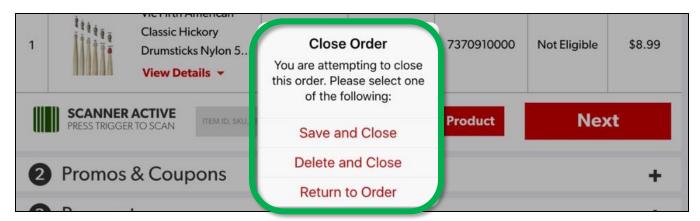
- Close
- Push to POS
- View/Add Notes
- Save



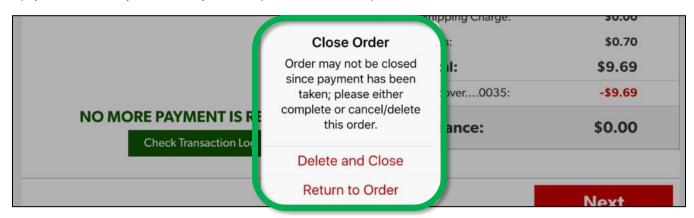


Close

When pressing the Close button, if no payment has been taken, you will be presented with three options:



If payment has already been taken, you will be presented with two options:



Push to POS

Pressing the **Push To POS** button will push the order out of mPOS to POS and suspend the ticket under its order number. These tickets can be recalled at a POS terminal just like any other suspended ticket by typing "**SHOW**" at field one of Sales Ticket Entry.

Note: Once an order has been pushed to POS, it will no longer be available within mPOS. Additionally, once you have taken payment in mPOS, you will no longer be able to push the order to POS.

View/Add Notes

Pressing the View/Add Notes button allows you to add notes to your order. Previously added notes will also be displayed. This can be used much in the same way as the **Remarks** field on a sales ticket in POS. Keep in mind, these notes will only be viewable on the mPOS device and will not be printed on the receipt.

Save

Pressing the **Save** button will save the current order as a draft order within mPOS. These orders can be recalled using <u>Find</u> an <u>Order</u> (which will be covered later in this document.) Additionally, **My Draft Orders** (found in the hamburger menu) will display all of your draft orders for the past 30 days.

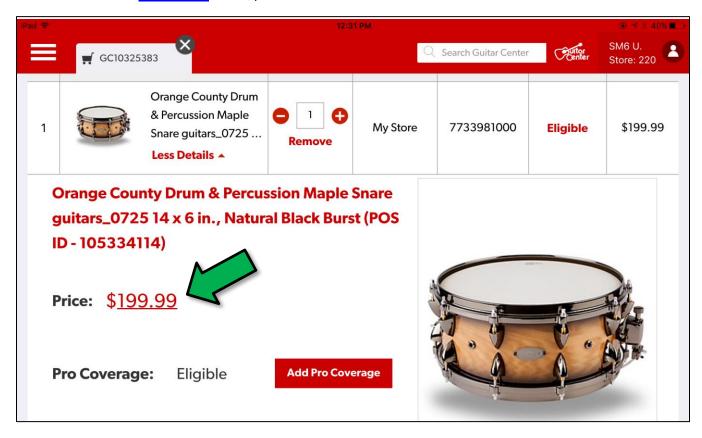
Note: Once you have taken payment in mPOS, you will no longer be able to save as a draft order.



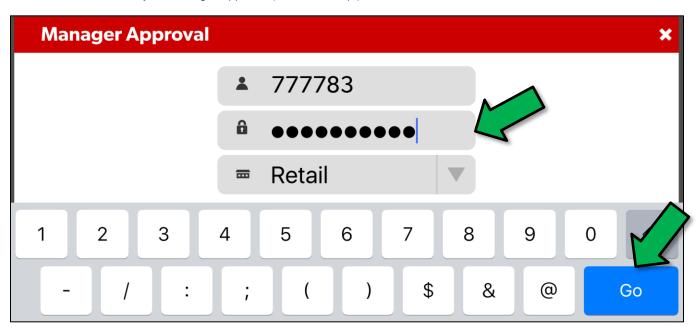
Price Override

Within mPOS, Managers (Level 6 and up) will be able to manually discount items using the **Price Override** feature.

• From the <u>View Details</u> screen, press the **Price** link.

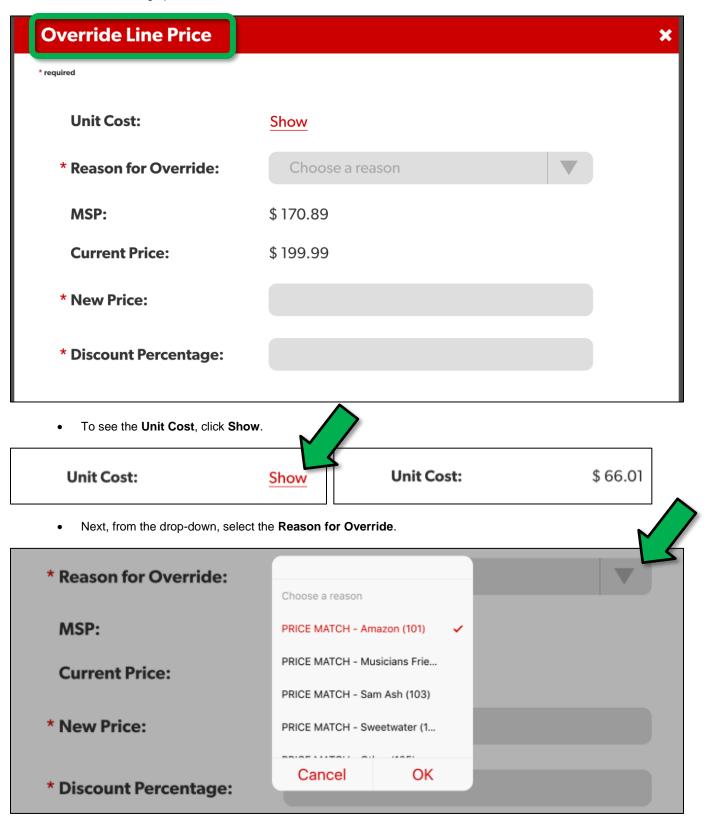


• Next, enter your Manager Approval (Level 6 and up.)





This will bring up the Override Line Price screen.





- You can then adjust the price by typing in a new price or discount percentage in the appropriate fields.
 - o When you enter into one of the two fields, the other will be auto-populated.

Unit Cost:
Show

* Reason for Override:
PRICE MATCH - Amazon (101)

MSP:
\$ 170.89

Current Price:
\$ 199.99

* New Price:
180.00

* Discount Percentage:
10.00

Note: If the item has a Minimum Sale Price (MSP) listed, mPOS will not allow you to discount below it.



Once you have made your price adjustment, press Apply.

Unit Cost: Show

* Reason for Override: PRICE MATCH - Amazon (101)

MSP: \$ 170.89

Current Price: \$199.99

* New Price: 180.00

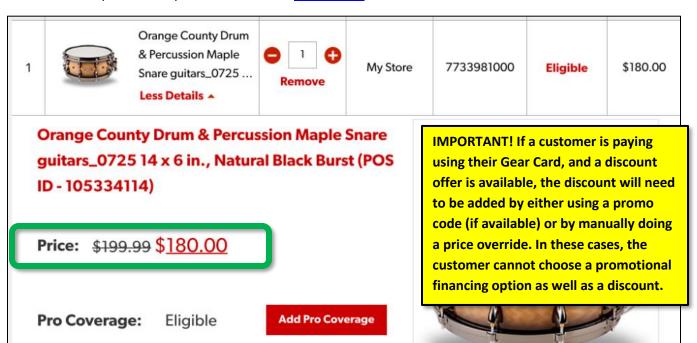
* Discount Percentage: 10.00



Cancel

Apply

• The price will be updated in the cart and <u>View Details</u> screen.





Find an Order

Within mPOS, you can easily search for the following:

- Orders completed by you.
- Draft Orders saved by you.
- Orders completed by all in both mPOS and SPO 4.0.
- Draft Orders saved by all in both mPOS and SPO 4.0.

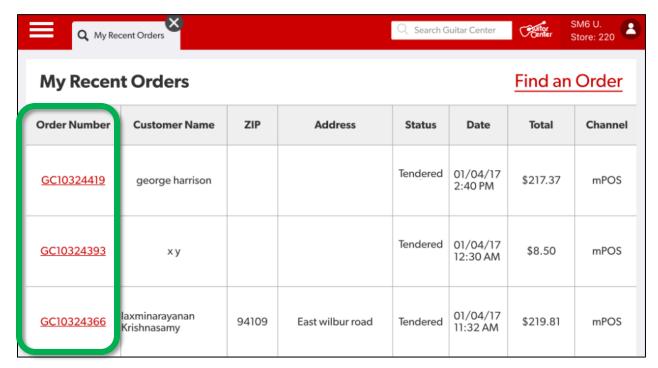
Additionally, you will be able to reprint receipts from mPOS for any order placed within mPOS.

My Recent Orders

• To access, press the Hamburger menu, then select My Recent Orders under the Transaction History.



- A list of your completed orders for the past **two days** will be displayed.
- Orders can be accessed by pressing the Order Number link.



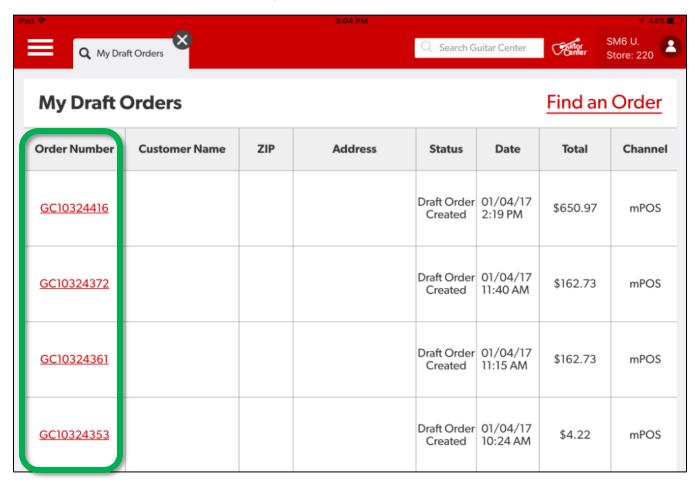


My Draft Orders

• To access, press the Hamburger menu, then select My Draft Orders under the Transaction History.

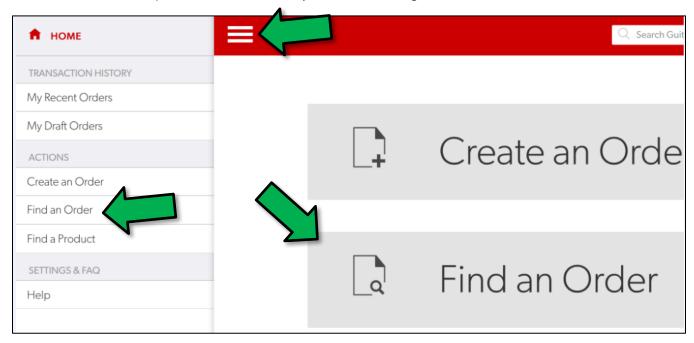


- A list of your Draft Orders for the past thirty days will be displayed.
- Orders can be accessed by pressing the Order Number link.



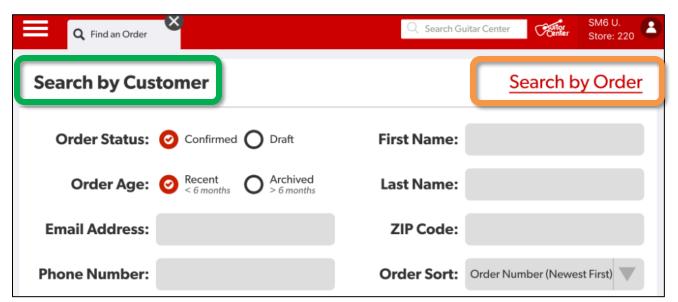
Find an Order

- To access, press the Hamburger menu, then select Find an Order under Actions.
- You can also press Find an Order directly from the Home Page.



From here there are quite a few search options. You can:

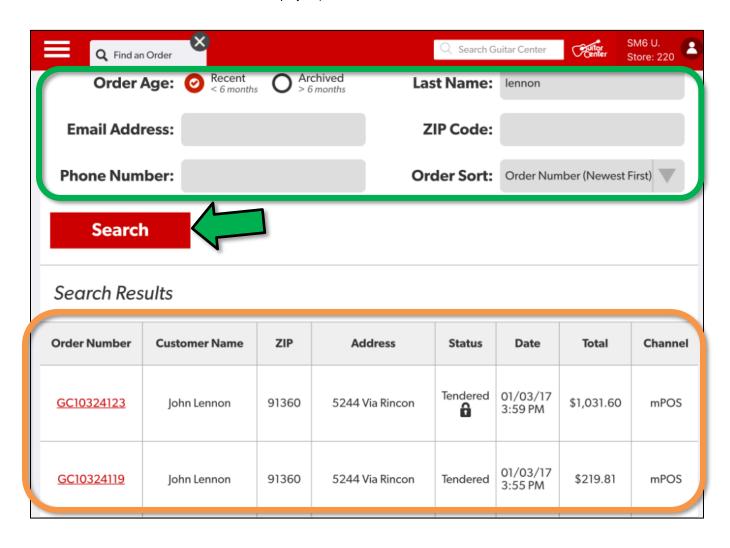
- Search by Customer or Search by Order
 - Order status:
 - Confirmed (Completed)
 - Draft
 - Order Age
 - Recent (Less than 6 months old)
 - Archived (All Orders)



Note: When searching, partial matches will not be returned, so make sure to enter a complete search criteria.



- Enter your criteria, then press Search.
- Matches will be displayed under the **Search Results** header.
 - Information returned will include:
 - Order Number (links to order)
 - Customer Name
 - Zip Code
 - Address
 - Order Status
 - Date Completed
 - Order Total
 - Order Channel (Orders completed in both mPOS and SPO 4.0 will be displayed. Orders completed in POS will not be displayed.)



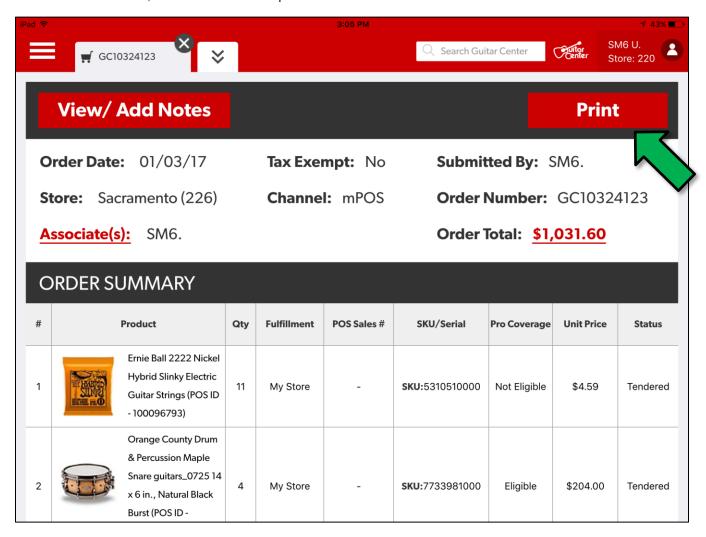


Reprinting Receipts

• Find the order you want to reprint using the process covered in Find an Order, then click on the Order link.

	Order Number	Customer Name	ZIP	Address	Status	Date	Total	Channel
7	GC10324123	John Lennon	91360	5244 Via Rincon	Tendered	01/03/17 3:59 PM	\$1,031.60	mPOS
	GC10324119	John Lennon	91360	5244 Via Rincon	Tendered	01/03/17 3:55 PM	\$219.81	mPOS

- This will pull up the Order Summary.
- Press **Print**, and select the wireless printer.





Note: When searching, results for non-mPOS orders may be returned.

Q Find ar	n Order	Q Search G	Guitar Center	Coulde	SM6 U. Store: 220		
<u>GC10319280</u>	John Lennon	91360	5244 Via Rincon	Tendered	9:43 AM	\$4.23	mPOS
GC10319115	John Lennon	91360	5244 Via Rincon	Tendered	12/29/16 1:56 PM	\$220.32	mPOS
GC10319083	John Lennon	91360	5244 Via Rincon	Tendered	12/29/16 9:41 AM	\$204.00	GCSTORE

While these orders can be viewed in mPOS, you will not be able to reprint them from mPOS.

