



Plastics and More Ltd
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TO WHOM IT MAY CONCERN

XENA

Xena was installed in our Payless Store in June 2008 by Andrew Foster of Xena Systems.

Over the last three years Andrew has continued to upgrade Xena, creating and installing additional features as he develops them. He also provides training when necessary on new features and throughout this time he has ensured that we are able to make the best of the Xena program.

Andrew has always been available at very short notice to troubleshoot if necessary, working swiftly to ensure minimum inconvenience for our operation.

Some of the many features on Xena which we find work quickly and efficiently are as follows –

Debtors - Well laid out invoices and at the end of the month we find the processing and printing of invoices and statements a very short task.

Ticketing - Provides economical and professional signage in A4, A5 and A6 size plus an easy shelf labelling system. Also bar coding and priced bar coding.

Stock Management - PDA Hand held scanner is new to our store, but is proving invaluable for stock takes and ordering. Uploading stock detail and pricing of new stock from Excel spreadsheets makes speedy process of the introduction of new stock.

Reporting - Daily sales reports show complete information for analysis of sales including providing information such as Sales by Dollar, GP, Average Sale per customer/Items, discounts, GST, Cost of Sale.

Further reporting that we find invaluable and use on a daily basis are the Sales Analysis by Supplier, Dept, and Brand Category etc. We feel this in an efficient management tool for stock and sales recording.

Overall we have found Xena works extremely well for our operation. In discussions with other retailers I am aware that we have instant on the spot reporting information that I see many other businesses do not have.

Xena Systems continue to provide excellent backup and also the facility of ongoing improvements and regular updates. We would have no hesitation in recommending businesses consider Xena as an operating system.

Kathy Hardy
Proprietor