

The Wallace Haines *MusicSeller* System

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Features: Single and multi-store ordering, receiving, returns, vendor debit memos, inventory searching (including word search), keyword indexing, song title/ track searching, narrative abstracts, customer reserves and holds, special orders, special order inquiry by customer, title or reference, Point-of-Sale (POS) with integrated customer lookup, customer credits, bar code scanning, mailing list, gift certificate, frequent buyer and customer courtesy card system, audio and video rental with rental rewards, mass price change for targeted sale pricing, integrated message system, dynamic purchasing with recommended reorders and inter-store transfers. SuperD, AEC title update integration. SoundScan reporting. Accounts payable, check-writing, check and deposit reconciliation. Distribution module for accounts receivable, customer statements, customer invoicing, packing lists, proforma quotes, back orders, automatic special order creation and document editing. General ledger and payroll management with time clock. Integrated or secondary title databases, with title updates, inventory searches, title import, title editing, full cross-reference with in-house database, in-stock highlights, and cross-database searches on all stations. On-line note taking during inventory searches. Used module with conditional pricing, new title cross-reference, seller credits, POS buying and credit redemption, receiving, title conversion, sales and price history by piece (PKU) and archive audits. Stock item inquiries show item condition. Inventory lists for file download and export to web servers. Custom program

modifications at start-up and throughout system life.

Target Environment: Single stores or multi-store chains that require strong customer support, ease of use, ease of training and ease of system expansion.

Stats: Available 15 years/over 40 installations in Canada, the United States and the United Kingdom.

Development History: Originally developed in 1985 for Olsson's Books & Records in Washington, DC, by Canadian software company Jonas & Erickson, according to the specifications of Stephen Wallace Haines, who was then director of Olsson's operations. Haines acquired rights to the system, making extensive modifications, and now handles worldwide marketing and installation

Standard Configuration/Cost: 3-user Linux configuration at \$3,500; 8-user Linux configuration at \$8,000. Additional users readily available at start-up or through system expansion. Installations on PC servers and IBM RS/6000 servers.

Training: Available at start-up and throughout system life. On-site training. Twenty-four hour telephone help. Faxed documentation. E-mail advice. Library of system manuals.

Support: Internet, phone, fax, modem, or on-site visit. Available twenty-four hours. System/module manuals. Hourly rates billed for time used. Annual license fee includes system upgrades and new program modules (free for the first full year) and option for blocks of support and modification time at reduced hourly rates. Custom modifications available on request.

Strength: Imaginative, innovative and custom solutions for a diverse client base of independent retailers. We tailor installations to client specifications and work with clients as partners to develop business strategies and software tools that change and grow as clients expand, experiment and innovate.