A simple, unique, and complete POS software for your business

Let us introduce ourselves: Sky POS is a software that has been created eighteen years ago with the idea to apply contemporary technologies to automatize and simplify the work of catering facilities. It has very soon become recognized as one of the best and most complete software solutions of the sort. By developing its functionality further, it has become irrelevant to us whether it is a restaurant, a coffee shop, a bakery, or any type of store - we've proven that our software can rise to any challenge. Through its use, the results of business running and the efficiency levels have been drastically improving in short time spans. It was, in itself, its best recommendation. Besides, the users have finally got a chance to gain insight into all the areas of their business at once, in an easy way, and based on clear results, make business decisions.

Today: By following the market demands, we've continuously improved the software with new possibilities and latest technologies. And so, in time, Sky POS has become so much more than a leading software in HoReCA and retail. Today, it's a modern and unique information system which has succeeded in evolving into a highly sought-after and efficient solution of all its clients' problems regarding the POS sector, all the while keeping its core and essence. This is why we are so proud of the POS users whose numerous limitations were eliminated and whose entire business models were significantly improved when they switched to the POS. In simple words, we as a company and Sky POS as a solution are recognized on the market as someone who's there to solve problems and open new business horizons.

The constant rise of the number our services' users is a testament of us being on the right path. In addition to this, the quality and the comparative advantages of Sky POS has been recognized by the users from the region too, and today we successfully operate in Serbia, Slovenia, Bosna & Hercegovina, Croatia, and United Kingdom. And we are not stopping here. We believe that this kind of software which has proven its qualities, together with the localization essential for all new markets, can easily find its users in other markets as well. Still, we are aware of the specific issues and challenges that every new market entails, which is why **our goal is:**

To find a trusted partner to help us launch the Sky POS software on a new market together.

We are looking for a partner capable to "open doors" for our software with their resources, contacts, and expertise. If presented with an opportunity, Sky POS will use it quickly and, we're sure of it, both justify and reward the trust given.

In more detail: Sky POS belongs to the leading software solutions in the POS sector. It has been developed by using the most advanced technologies with the goal of offering comprehensive tools and functionalities that help companies modernize and completely digitalize their business models.
Sky POS is continually perfected, following the users' demands, and it has become an irreplaceable solution in the POS sector including numerous well-known stores, coffee shops, restaurants, bars, bakeries, and other catering and retail facilities.
Its use not only enables exceptional experience in leading and managing the complete operating of object, but it also brings about significant economic benefits through higher efficiency, optimization of all processes, as well as creating new business opportunities.

All things considered, the basis on which Sky POS was built is not disregarded. Sky POS is an easy, fact, and graphically designed system that covers digitalization of all business processes. Simply put, everything needed for a modern catering or a retail facility is covered with our system. If the owner has more than one object, it is only an additional reason to apply Sky POS system.
We've put a special accent on enabling the objects' owners and managers significantly easier work, by digitalizing processes which used to take up significant portions of time. According to the specific needs of the market, we've digitalized the processes of purchases, paying, e-receipts, etc. They now can, regardless of where they are or what device they are using, to follow and manage entire businesses in real time. The in-depth analytics and the transparent graphic reports enable easy business decision-making based on up-to-date sales, supplies, services, and other key parameters data.

The quality of our software has quickly gained recognition not only among the users on the market, but also among the world's leading POS equipment manufacturers such as Star Micronics, Shuttle, HP, Identiv, Microsoft, and others. Thanks to the direct collaboration, we are able to offer our clients unique and highly affordable conditions in regards to the rental license and acquiring the necessary equipment; in other words, the integral package solution. Our goal is to enable our clients an easy, affordable, and simple system of purchases.
We are proud to say that our software has been verified by the Tax Aministration of the Republic of Serbia which has accredited it as a fiscal solution.

Sky POS is not a demanding software - it's easily implemented on different types of hardware. It has the ability of full integration with other software because we've developed the methods (REST API) which make every integration an easy one. For instance, there is an option of total automatization for delivering all essential data to your accountants, one click away. It is very easy to learn and teach. It stands out with its high functionalities, high reliability, and the simple use. The software was designed to be able to adjust to the objects' specific needs, with the possibility of adding or removing functions according to the clients' demands.

It enables the complete functionality of all the sales processes within the object, even in cases of losing the Internet connection. Clearly, all the processes are connected into a whole within an object and there's a clear insight into their efficiency. The productivity of workers and the comparative analyses of any service or a product, by various criteria, have been a part of our analytics for a very long time, and we're immensely proud of it. We're aware of the fact that in today's modern business the difference between success and failure is in the data analysis - the owning and management of data. That is why we have put special efforts into the development of dynamic reports available in real time. They are graphically oriented, easily adjustable and transparent reports which offer the clear insight into any and every segment of business.

Such statistical information are highly valued in the market today so there is a natural and clear business opportunity for their further placement on the market. Our software is completely ready for that scenario, and the rest is up to the interested parties.
From the point of view of the immediate users, Sky POS software offers the fast and efficient processing of orders, it makes the job of the staff easier and reduces the time of waiting for the guests. In general, Sky POS offers an excellent user experience both for the staff and the guests, of which the latter get the impression of a place that's modern and worthy of attention.
In case of the need of any help or explanation, our clients know we're there for them in any given time. Our tech support based on a 24/7 principle is always available to them.
The absolute security, integrity, and data availability are always there thanks to the state-of-the-art Cloud and security technologies.

Why Sky POS software? Most of the software of this type initially look alike - they work based on similar principles and they're similar financially as well. What makes the real difference is the feeling of simplicity, speed, and the comfort while using it - when the software acts just the way you want it to. It does not annoy you, it's reliable, fast, and keeps surprising you with a wide selection of its possibilities. Yes, Sky POS differs from the competition at first sight, but the true difference is in that part of the software that hides "under the hood" because Sky POS relies on the most state-of-the-art software technologies and powerful communication hardware resources.

Cooperation: Winning over a new market is a strategically important step for every company. It is a long road, filled with challenges which, if overcome successfully, guarantees a significant betterment of business performances for all parties. It is always better to embark on such a long and unpredictable voyage with someone who knows the road and its local specificities. This is why Sky POS is looking for a competent "companion" who will help us during this voyage, but also share the benefits we will reap after we get to our destination. The characteristics of an ideal "companion" we think are essential we've listed in the document titled "The starting performances of the partner". Simply put, we don't want to waste neither your time our ours, nor other resources on a cooperation which does not have the prerequisites to be a win-win cooperation, and which is not, from the very start, based on the standards visible and transparent by both sides. On our side, we are ready to, after you have signed the NDA, present you with all the experiences and the expertise of our project to the tiniest detail.

Regardless of the quality of the brand, in order to launch to a new market, a significant amount of time is needed, as well as the long-term engagement of essential resources to make it a winner's story for all. This means that our future partner has to be ready to work on promoting the software in a focused and dedicated manner, aware of the fact that the real financial benefits are going to apper only when the user base is wide enough.

Cooperation model: The expansion of business to the new and foreign market Sky POS sees as a franchise model of cooperation, but it goes without saying that we are open to any kind of agreement according to the best practice examples and direct negotiations.

Basically, the cooperation scenario would look like as follows:

- The potential partner pays the initial franchise fee and receives the rights for selling Sky POS licenses for the certain area or market

- The initial franchise fee is going to cover the project expenses and prove the partner's serious approach to the business

- The partner gets the right to use the brand, the technology, and the "know-how" of Sky POS, together with the support in training, sales, marketing, and operating management.

- The partner generates income primarily through:

  - Rental licenses
  - Implementing the software in the field
  - The special and additional services regarding the software maintenance
  - Selling the hardware
  - The special and additional services in the Data Analysis domain
  which altogether synergistically offers the possibility of a fast growth of business and making high profits in the foreseeable time period.

- All benefits from the current business contracts and the models of cooperation it currently owns, Sky POS will share with the potential partner.

- The partner is responsible for following the positive reviews on their localization, the marketing activity, the sales, and the clients support. They will pursue the potential for the further software development through their local expertise.

- The quality of service the partner offers to the clients has to meet the Sky POS standards and must not harm the brand reputation.

- Sky POS offers the systematic tech support and the continual upgrades to the software according to the market demands.

- The regular payments to the franchise owner, as well as the rest of the rules and obligations shall be defined in the future negotiations.

Conclusion: Sky POS is open for cooperation with serious business partners who are motivated and ready to invest their means, resources, and the expertise into launching our software to new markets.

We ask you to carefully consider the possibilities of a cooperation, and in case you are interested, we'll be more than happy to hear from you. Our team is ready to clarify any details and support you every step of the way towards the success on the global POS market.

We thank you for the time you took to read this document. We believe the cooperation with Sky POS will be fruitful and bring about benefits for both sides. We expect your feedback and a successful future collaboration.

Contact Details

Contact Person: Bojan Ilić
Email: bojan@sky-pos.rs