Pioneer POS Welcomes Thousands to Consumer Electronics Show

February 2012 – The 2012 Consumer Electronics Show (CES) was held Las Vegas last month and is the Consumer Electronic Associations (CEA) biggest show of the year. More than 2,000 companies enjoy the benefits of CEA membership, many of which include legislative advocacy, market research, technical training and education, industry promotion, standards development and the fostering of business and strategic relationships just to name a few. The CES is held annually in Las Vegas, NV, and is the world's largest consumer electronics show with approximately 153,000 people in attendance, up from 140,000 in 2011. The CEA is the foremost trade association, promoting growth in the $186 billion consumer electronics industry.

When the CEA had used other point of sale systems in the past, they were unable to find a solution that met the unique needs that were required for CES to run smoothly. The CEA did not have to look very far for an answer, calling upon locally based Blue Sky POS for their POS software needs. The CEA required real time inventory management, system uptime, quick check out, and remote access at the information booth at the front entrance of the Las Vegas Convention Center. The solution Blue Sky POS was able to provide was an intuitive, easy-to-use interface, handling cash sales, credit card sales, inventory management, and cash drawer balancing all with remote web-based financial reporting and system administration. The primary functionality required selling CEA promotional materials including hats, books, T-shirts and other promotional items," said Blue Sky POS Chief Technology Officer, David Lysne, "Blue Sky was happy to call upon Pioneer POS, long known for quality and durability for our hardware needs".

Blue Sky POS software is a cloud computing application that monitors inventory levels from remote locations using any browser, desktop or mobile device to ensure inventory is available. With internet restore and recovery, if internet service is interrupted the user can continue to process transactions without interruption. Once internet service is restored the POS terminals update the customer's cloud server immediately. Not only are quick check out and recovery great benefits, but security and convenience are at the top of the list.

For the CEA to make sure the biggest show of its kind runs efficiently, they needed a solution that allowed them to monitor and replenish the necessary inventory in real-time for their information booth, located at the front entrance of the convention center. They needed a way to remotely monitor inventory levels in the booth from various replenishment points throughout the facility. The CEA also required that their POS system ran consistently and without interruption with zero downtime. If the system or internet went down, it could take hours to get POS repair technicians into the facility because of the number of attendees in the convention center at any one time. Given long waiting lines and limited booth space, the CEA needed a compact retail POS solution that provided for quick check out to handle 150K+ potential customers over the 4

day period. Thanks to Blue Sky, since all transaction data is stored on the cloud servers, the CEA did not have to worry about the security of the POS terminals in the booth or being compromised during the show.

The entire installation required Blue Sky POS 3.5 retail POS software and subscriptions along with [Pioneer POS 15" S-Lines](#) with integrated EPSON® printers, Cash Drawers, Mercury Payment processing, and Blue Sky POS web-based POS software licenses with web-based reporting and administration. David went on to say that "The installation and training took only a few hours. Since the inventory can be setup remotely over the web, all that work was done in advance of the show". David also highlighted the capabilities of the Blue Sky POS software integration, with quick check out being the main feature coupled with the [S-Line's](#) sleek all-in-one design. Its compact design saved the precious counter space required in a booth setting by reducing cable clutter, and was also very easy to [set-up](#). The unique 'quick sell' touchscreen design of Blue Sky POS software eliminates the need for keyboard operation found in most retail POS programs. The interface facilitated a quick check out and customer dialoging required for a high volume of customers purchasing products at the CEA booth.

When speaking to the convenience and portability of the Blue Sky POS software, David mentioned that "Given the web-based administration and reporting features of Blue Sky POS, CEA management can access the show's financial results from their headquarters in Virginia. This eliminates the need to print reports in the booth or make backups and restore backups after the show to gain access to customer transaction information and reports. The CEA can deploy Blue Sky POS to multiple venues without the need to perform a new installation each time. Blue Sky POS software is downloaded on the S-Line POS terminal and 'pointed' to the cloud servers. Deployment time is as little as 15 minutes per terminal".

In the end, the Pioneer POS S-Line terminals saved needed space and worked seamlessly with the Blue Sky POS software. "The space saving design of the Pioneer POS touch system helped the CEA manage space restrictions in the booth and there were no hardware issues," David concluded.

About Pioneer POS

[Pioneer POS Inc.](#) designs and manufactures a complete line of industry specific all in one computers, touch screen monitors, and kiosks. Founded in 1994 and based in California, Pioneer POS manufactures its solutions from start to finish in the USA which are deployed in Healthcare, Retail, Hospitality, and Gaming applications. Pioneer POS has built an exceptional reputation with its customers and reseller partners for superior flexibility and responsiveness to customer needs including short lead times, long product life cycles (minimum of 5 years), easy customization, and quick turn around. Pioneer POS sells through qualified technology resellers throughout the US and globally.

About Blue Sky POS

[Blue Sky POS](#) combines the best of Cloud computing or SaaS ("Software as a Service") with traditional on-site application design. Administer your store locations from any browser, desktop

or mobile device around the globe 24x7x365. To provide maximum speed and performance, the POS component of Blue Sky runs on the POS computer in your store. It makes data available on the web in real-time. If your Internet connection fails, the POS is still functional and will update the web once your connection is back online. Blue Sky POS incorporates key business functions into one seamless POS and back office solution including touch-screen, bar coding, payment processing, customer profiling, loyalty programs, cash drawer management, inventory control and more. The customer management and best in class marketing and loyalty program capabilities include creating and scanning bar coded offers, loyalty point accrual and redemption, printing and scanning loyalty cards, customer segmentation and more.

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