KENSIUM

ERP-LED POS™ · PARTNER WEBINAR

A New Standard for ERP-Led POS™

Introducing Kensium POS 7.0 for Acumatica and Sage 100/500



15 OCTOBER 2026 · KENSIUM POS 7.0

TODAY'S SESSION

HOST



Desiree Collins

DIRECTOR

Strategic Partnerships

Speaker



Rahul Gedupudi

CEO

Product Engagement

Speaker



Matt Gray

MANAGER

Product Implementation

TODAY'S SESSION

Agenda

About 40 minutes of content, then 20 minutes for your questions.

Clients on earlier POS versions?

A separate webinar on 30 October covers the migration process for existing customers.

01	**Why ERP-Led POS™ matters**	4 min
02	**What is new in POS 7.0**	8 min
03	**How POS 7.0 compares**	4 min
04	**Best-fit clients**	4 min
05	**Partner opportunity and why Kensium**	6 min
06	**Live demo** with Matt Gray	5 min
07	**Implementation approach** with Matt Gray	6 min

Many retail clients still run a POS outside the ERP

01

Two sets of records

Inventory, pricing and customer data maintained and managed in the ERP and again in the POS.

02

Someone reconciles

Sync schedules, drift between systems and support tickets when the two disagree.

03

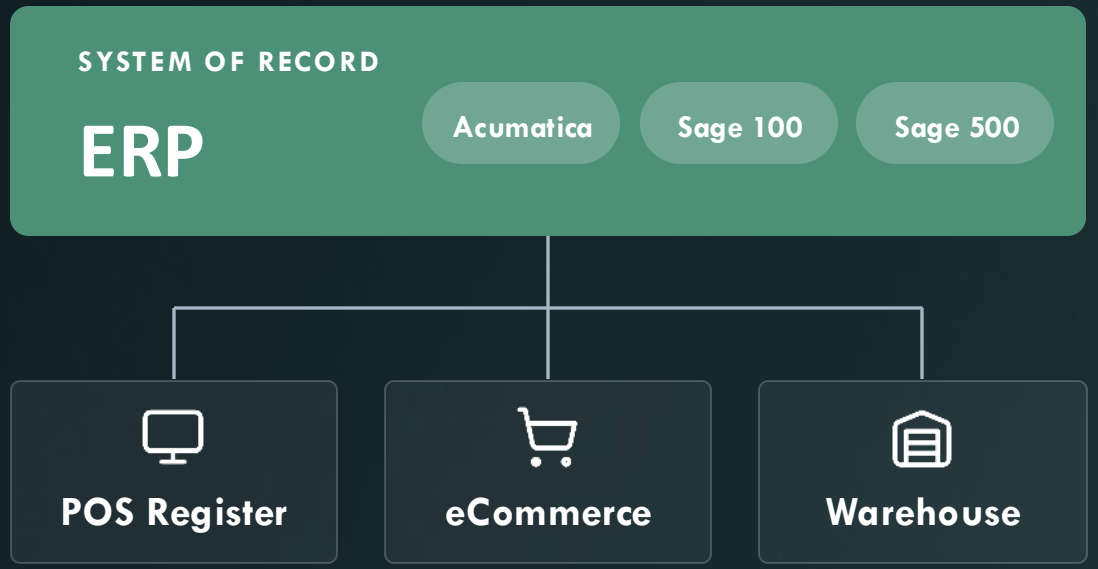
Another system to support

Per-store installs, separate administration and a standalone product your team has to support.

→ Clients feel it at the counter. Partners feel it in support.

ERP-Led POS™ is a retail operating model

The ERP is the system of record and the operational control center for inventory, pricing, customers, fulfillment and financials. The point of sale is a transaction and engagement endpoint.



- One Inventory Truth
- One Customer Truth
- One Pricing Truth
- One Financial Truth
- One Fulfillment Network

Three events are opening POS conversations now

ERP upgrades

Upgrade planning is the natural moment to revisit the store systems around the ERP.

Store expansion

New locations and registers expose the limits of a standalone POS setup.

Legacy POS replacement

Older point-of-sale technology gets harder to support, secure and extend.

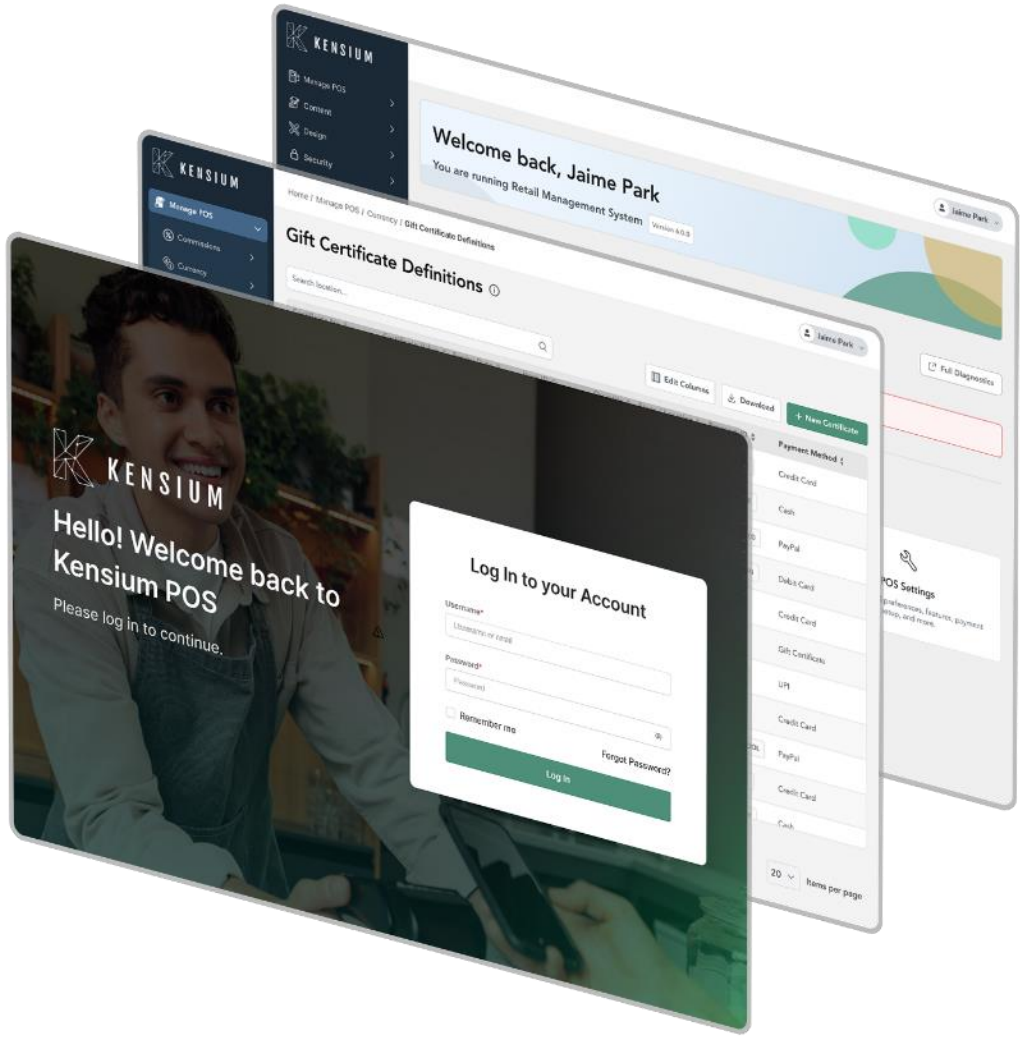
Each one is a reason to open the conversation, inside an engagement you already have.



The seventh major release of a mature product

Twenty years of retail depth, rebuilt on a modern foundation and designed around the ERP.

Acumatica **Sage 100** **Sage 500**



What changed in 7.0

ERP-native by design

Works from the ERP's inventory, pricing and customer records.

Any-device register

A browser-based register that can run on Windows, Android and iOS devices.

True offline mode

Offline selling runs on a store server setup. Card payments continue on store-and-forward devices, tax keeps calculating, and gift cards need a connection.

One central console

Configuration, security and provisioning in a single administration console.

No store administration

Store-level administration removed. The register provisions itself.

Built for volume

Thousands of SKUs across multiple stores, and multiple registers per store.

What it means for your implementations

DIMENSION	EARLIER VERSIONS	KENSIUM POS 7.0
Register	Windows desktop application	Browser-based, can run on Windows, Android and iOS
Store footprint	Store-level server, Corporate Server, POS Admin	Store server for offline selling; the register provisions itself
Administration	Separate tools for provisioning, security and configuration	One central console for all three
Offline	Transactions only; no cards, or tax	Offline selling on a store server setup, with card payments on store-and-forward devices and tax. Gift cards need a connection.
Deployment	Multiple installers, IIS administration at every store	Simplified install, provisioning built into the register
Technology	C++ with MFC, .NET Framework 4.8	One codebase on C#, .NET 8, Blazor and EF Core

The store keeps selling when the connection drops

01 · CONNECTION DROPS

Registers keep trading

The store server is what keeps the registers selling. It is what makes true offline mode possible.

02 · WHAT WORKS OFFLINE

Cards and tax

Earlier versions held cash sales only. 7.0 keeps card payments going on store-and-forward devices. Gift cards need a connection.

03 · CONNECTION RETURNS

Data writes back to the ERP

The longer a store was offline, the longer the catch-up takes. Plan for it in rollout.

→ The store keeps selling. Plan the catch-up time into every rollout.

Seven requirements to test any POS for an Acumatica or Sage client

REQUIREMENT	COMMON IN A BOLTED-ON POS	ERP-LED POS™ AND KENSIUM POS 7.0
Inventory	Holds its own copy of inventory	The register data is built from the ERP's inventory
Customers and pricing	Separate customer and price records	One customer record and one price list
Outage resilience	Falls back to cash-only sales	Card payments continue on store-and-forward devices; tax works offline
Store footprint	Per-store servers and installs	One central console for every store
Devices	Tied to specific hardware	Browser-based, can run on Windows, Android and iOS
Mid-market volume	Sized for single-shop volumes	Thousands of SKUs, many registers per store
Integration	Requires a separate integration layer	Built-in integration layer. No 3rd party needed.

Use this list with any POS your clients are considering, including ours.

Certified for the ERPs you implement

Acumatica

Cash-and-carry: a completed SO Invoice, with no separate Sales Order or Shipment.

Ship to customer: a Sales Order that follows your standard fulfillment, on the standard Shipments screen.

Sage 100

ON-PREMISE AND SAGE 100 CLOUD

Cash-and-carry: enters the Sales Order module and posts through as an invoice.

Ship later: stays open as a Sales Order until it is fulfilled.

Sage 500

ON-PREMISE AND CLOUD-HOSTED

Completed sale: creates the Sales Order record in Sage 500.

Discovery: a standard conversation reviews customizations and connected systems.

Certified against the current ERP release and the prior major release, and retested with each new certified release.

Kensium owns the POS application and its ERP connection. Your team keeps core ERP issues.

Mid-market businesses that sell through counters, showrooms and stores

BUSINESS TYPE

Manufacturers, distributors and hybrid B2B/B2C companies

ERP

Acumatica, Sage 100 or Sage 500

FOOTPRINT

Multiple locations, or one location with several registers and high volume

CATALOG

Thousands of SKUs, often with variants, weighed or configured items

OPERATING PATTERN

Inventory shared across retail, wholesale and ecommerce

QUALIFIER

Fit is set by ERP and footprint, not a revenue threshold

Spot them in your client base

01 Do they run Acumatica, Sage 100 or Sage 500?

02 Do they sell through a counter, showroom, retail floor or trade desk?

03 Do they have several locations, or several busy registers?

04 Does their POS keep its own inventory, pricing and customers?

05 Is an ERP upgrade, store expansion or POS replacement coming?

STILL IN SCOPE

A small single-register client that already runs a supported ERP.

NOT A FIT TODAY

No physical register, or an ERP outside the three. Ecommerce-only clients can talk to us about Kensium's ecommerce services.

Services work on every POS 7.0 rollout

01
Discovery
Stores, registers, integrations, payments and hardware.

02
Implementation
Store and register configuration, ERP connection, rollout.

03
Training
Store teams and administrators on the new register and console.

04
Data and migration
Product, customer and pricing data brought across.

05
Hardware
Registers, scanners, printers, drawers and card devices.

06
Support
Go-live, hypercare and ongoing support for the client.

A POS that belongs in the ERP engagement, instead of another standalone system to support.

Why partners choose Kensium POS 7.0

01

It belongs in the ERP engagement

The register works from the ERP's own inventory, customers and pricing. You sell one connected solution, not a second system.

02

You keep the client relationship

Your team stays the trusted ERP advisor. Kensium works alongside you and does not replace you.

03

Support has clear lines

Kensium owns the POS application and its ERP connection. Your team keeps core ERP issues.

04

A lighter store footprint

One central console, so rollouts and ongoing support take less effort.

Built by the team that has connected retail and ERP for years, now as ERP-Led POS™.

The Kensium Commercial Partner Program

THREE TIERS

- **Authorized**
- **Growth**
- **Strategic**

Start at the entry tier and move up as your POS 7.0 business grows.

TWO WAYS TO EARN

Product margin

On the POS 7.0 licenses and subscriptions you bring in.

Services margin

On the implementation work your team delivers or resells.

PROTECTED PIPELINE

Deal registration

Registered opportunities keep your attribution through close.

Start now

Early partners begin selling today. The full program launches on 1 January 2027.

How a deal moves from your client to a live store



01

Register

Submit the opportunity so your attribution is on record.

02

Qualify

Confirm ERP, footprint and timing with Kensium.

03

Sell together

Joint conversations and a scoped proposal for the client.

04

Implement

Kensium implementation team works alongside yours.

05

Earn

Product and services margin, with attribution kept through close.

→ Your first step: book a partner conversation, then register your first opportunity.

Product demo

Matt Gray, Manager of Product Implementations

01 **Sign in on any device**

The register opens in the browser.

02 **Ring a mixed-mode sale**

A cash-and-carry item and a ship-to-customer item in one order.

03 **See it in the ERP**

The sale shows up as the ERP's own documents.

04 **Offline, then reconnect**

Keep selling through an outage, then catch up.



Four phases from discovery to hypercare

01

Discovery and requirements

Stores, registers and volumes. ERP integration. Payment processing. Inventory workflows. Reporting. Hardware review.

02

Build and configuration

Store and register setup. ERP connection. Data preparation. Payment and hardware setup.

03

Go-live

Training for store teams and administrators. Deployment readiness. Cutover support.

04

Hypercare

Close monitoring after launch, issue resolution, and a smooth handoff to ongoing support.

→ One method for every client, scoped to the size of the footprint.

Who does what on a joint project

KENSIUM IMPLEMENTATION

- ✓ Discovery and requirements
- ✓ POS configuration and ERP connection
- ✓ Data migration and preparation
- ✓ Training and deployment readiness

KENSIUM SUPPORT

- ✓ Incident management
- ✓ Escalation and defect triage
- ✓ The POS application and its ERP connection

YOUR TEAM

- ✓ The client relationship
- ✓ Core ERP and ERP customizations
- ✓ Input on connected systems at scoping
- ✓ Core ERP issues after go-live

→ You stay the lead advisor. Kensium brings the POS expertise.

Scoped to the footprint, typically a few weeks

WHAT SETS THE SCOPE

- Number of stores and registers
- ERP integration and customizations
- Hardware and payment setup
- Inventory and fulfillment workflows
- Data preparation and training

HOW IT IS DEPLOYED

- Browser-based register that can run on Windows, Android and iOS
- Store server setup for offline selling
- One central console for every store
- Works with on-premise and cloud-hosted ERP

A standard environment without heavy customization is typically a few weeks. Larger footprints take longer.

NEXT STEPS

Let us go to market together

01

Book a partner conversation

Walk through the program and your client list with our team.

02

Register your first opportunity

Start with a client that runs a supported ERP and sells through a counter or store.

03

Join the migration webinar

30 October, for clients on an earlier version of Kensium POS.

04

Watch the recording

Sent to everyone who registered today.

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Questions?

Use the Q&A panel to ask anything about POS 7.0 or the partner program.

For more information, visit us at:

(877) 536-7486

sales@kensium.com

Kensium.com