## **Case Study**



## Mission IS 'Giggling' with Pioneer POS Partnership

**April 2012** – In the United Kingdom, there is a POS software company that is realizing the influence that <u>Pioneer POS</u> offers the hospitality industry. That company is called <u>Mission</u> <u>Integrated Systems</u>, which has the experience that is unmatched in the hospitality industry, especially in Europe. The Mission IS team builds hospitality software in-house and customizes the software for the end user, whether it is for a small pub, or a large restaurant chain, Mission IS is the leader in the EPOS software industry.

Mission IS recently did its first installation using <u>Pioneer POS S-Line terminal</u> at the Giggling Squid restaurant, a Thai restaurant located in Tunbridge Wells, Kent, United Kingdom. The Giggling Squid has 3 restaurant locations and just opened a fourth, where food is cooked from scratch by Thai chefs where essentially all the ingredients are grown locally offering a wide array of seafood and other dishes. For lunchtime eating, the Giggling Squid even offers tasting 'sets', which are an excellent way to try several different dishes at the same time.

At Giggling Squid restaurants, "inspiration is the simple" utilizing the freshest food of Thailand to street food as well as coastal specialties. Since expanding throughout Sussex with now 4 locations to choose from, they say that "wherever you are in Sussex, you are within easy reach of a Giggling Squid restaurant". The Giggling Squid installation operates 2 Pioneer POS S-Lines for their hospitality customer's needs. The <u>S-Line</u> redefines the all-in-one design by integrating an EPSON® thermal receipt printer into a touchcomputer. Its compact design allows <u>easy setup</u> (watch video) and saves precious counter space by reducing cable clutter, and most importantly generating additional revenue.

The Giggling Squid group uses the <u>Mission IS xAct Hospitality EPOS</u> solution, which recently switched to Pioneer POS as their preferred hardware supplier. Ian Jones, who is the both the Managing Director and Founder of Mission Integrated Systems Limited, said that "Superb quality and high specification Pioneer POS fits perfectly with what we are always trying to achieve with our systems. Having met with Gee Singgih (Vice President at Pioneer POS) and also visit their head offices, I know that I have made a great choice for the future". Mission IS develops all of their own software from start to finish right in the heart of London, and have over 400 systems installed across Europe.

The Mission IS Hospitality EPOS software is second to none in the POS industry. Mission software solutions are not a "one size fits all offering". Mission IS combines and customizes their own POS with features such as chip and pin EFTPOS, analysis, reporting, time and attendance, loyalty and membership, on-look restaurant reservations, web and remote access, and head office management to suit every business and restaurant they serve. Coupled with the <u>S-Line</u> terminal by Pioneer POS, the Mission IS/Pioneer POS partnership is looking very promising in the U.K. POS market. "Mission EPOS is a complete hospitality management solution," Ian concluded.

The S-Line loads the most commonly used paper size (80mm (3 1/8") wide x 80mm (3 1/8") diameter) and the printer prints at the incredibly fast rate of 250mm (9.8")/second. It has an autocutter that reduces paper jams, and <u>replacing the printer</u> is just as easy working like a standard thermal printer. The most exciting feature of the S-Line is the printer's <u>patented tool-less "slider"</u> <u>design</u>. It allows the printer to be easily replaced in the field in just a couple of minutes without affecting the entire system (watch video). The S-Line stands 15" tall and 14.5" wide (16.25" with MSR), and frees space around the POS terminal by eliminating the need for a external printer. With a bright 15" display, the S-Line is powered by Intel's Atom, up to Core 2 Duo processor and runs most Windows operating systems with a wide range of integrated peripherals including magnetic stripe readers, biometric readers, barcode scanners, and secondary displays.

When comparing a Mission Integrated Systems to other POS companies, end users should know that the software that Mission IS develops they write themselves. Each piece of software they develop is fully customized for the needs of the end user. As Ian went on to say, "companies who simply re-sell off-the-shelf software just can't do this". Ian also added that "our quoted price for touchscreen terminals includes all relevant software licenses and operating systems-there are no hidden additional costs. Many of our competitors will show charges for the hardware, then charges for the software, then charges for cabling etc.,". When it comes to Mission IS, what you see is what you get.

Mission Integrated Systems Limited is located at 62 Goding Street, London SE11 5AW United Kingdom.

## **About Pioneer POS**

<u>Pioneer POS Inc.</u> 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 turnaround. Pioneer POS sells through qualified technology resellers throughout the US and globally.

## **About Mission Integrated Systems**

<u>Mission Integrated Systems</u> was founded in 2000 out of a belief that the hospitality industry's EPOS solutions could be improved and be made more cost effective. It was a bold move but one that has paid off handsomely for many clients who now enjoy much greater control of their businesses. Our unerring dedication to our original mission statement – 'to create an affordable, powerful and easy to use POS system for the hospitality market' – has seen them win contracts from some of the most respected names in the hospitality industry. The real secret of course is not just that Mission offers unrivaled customer service but the fact that they build everything from scratch to suit the needs of each individual businesses they partner with. In many ways Mission's strength is undoubtedly its people and the brains behind each piece of software they create. For more information please visit <u>www.missionis.com</u>.