

***NJ WIC Vendor POS
Reimbursement Program
Technical Assistance***

01/27/2021

NJ eWIC Overview

- **New Jersey eWIC Pilot planned for 2021**
- **Vendors need to assess their current Point-of-Sale (POS) to determine what changes will be needed to process eWIC**
- **The eWIC contractor (Solutran) will be reaching out to vendors to assist with the identification of what type of system they will use (Integrated or Stand Beside)**
- **Vendors can apply for reimbursement funds for integrated system purchases or upgrades (based on number of cash registers planned for eWIC)**

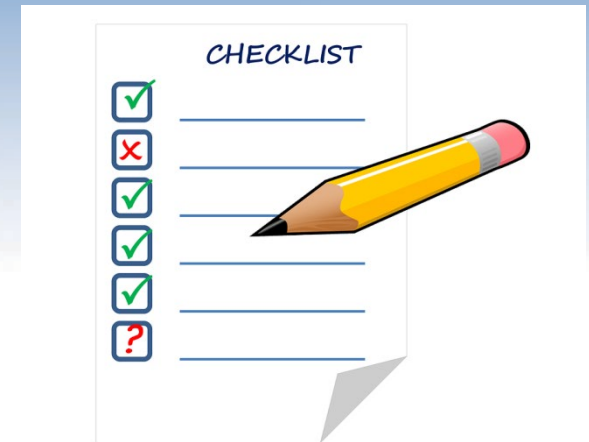
Integrated vs Stand Beside

- **Integrated store POS systems have scanning, APL/pricing, and payment processing all in one. Integrated stores can do mixed basket transactions. WIC items do not need to be separated during the purchase.**
- **If you are unable to get an integrated system, NJ WIC can provide stand-beside device. Stand Beside store POS systems require the WIC items be separated from non-WIC items and completed as a separate purchase. The eWIC purchases are scanned to provide approval with the APL and card balance and then prices must be entered manually.**



Next Steps for the Reimbursement Program

- **Contact your POS provider:**
 - Find out if their system is eWIC capable
 - Find out if you need any upgrades for eWIC
 - Get a cost estimate if you need to upgrade
- **If you are interested in the reimbursement program, complete the application and submit the application as per below timeline:**
 - Vendors located in Mercer, Middlesex, and Monmouth counties – 3/22/2021
 - Remainder of the vendors – 4/23/2021
- **Contact NJ.WICvendor@doh.nj.gov if you need assistance**
- **All funding will be on a REIMBURSEMENT basis once you demonstrate your ability to process eWIC**



Shopping For a New POS System

- You must select an eWIC capable system
- NJ DOH does not recommend any specific systems
- Figure out what you can afford with reimbursement funds
- **REMEMBER** – You get reimbursed **AFTER** you demonstrate the ability to process eWIC



POS Provider

The following common POS Providers have been certified for eWIC in other states. You are not limited to using one of these options, but the POS system you select must be certified with Solutran to process New Jersey eWIC.

System	POS Provider	URL
RORC	Dumac	www.dumac.com
Store Management Suite (SMS)	LOC Software	www.locsoftware.com
Upfront	UpFront Software	www.upfrontsoftware.com
Catapult	Electronic Cash Register Software (ECRS)	www.ecrs.com
IBM SurePOS (now Toshiba)	Various POS Providers	-
NCR ACS IR	Various POS Providers	-
TotilPay Register *	Nova Dia Group	www.novadiagroup.com
IT Retail	Simpleware Inc	www.itretail.com
NRS POS+ *	National Retail Solutions	www.nrsplus.com
POS with Logic *	POS with Logic Inc.	www.poswithlogic.com
MCR POS *	MCR Point of Sale Inc.	www.posmcr.com
GalaxyPOS *	Microsystems International	www.galaxymsi.com

* *TotilPay Register, NRS POS+, POS with Logic, MCR POS and GalaxyPOS* are not yet certified with Solutran. Please contact the provider to confirm the current status.



Reimbursement Program

- **Integrated Equipment**

- If your store's POS requires enhancements or upgrades, you may submit an application for reimbursement
- For stores that need to upgrade their existing integrated cash register equipment or acquire new integrated cash register equipment, the following reimbursement model applies:

Number of Cash Registers planned for eWIC	Maximum Reimbursement Amount per Store
1	Up to \$3000
2	Up to \$5000
3+	Up to \$7500

The Reimbursement Process Steps

- 1. Find out from your POS provider if you can process eWIC with your equipment.**
- 2. Obtain an itemized quote from a qualified cash register company (Contact your existing POS provider or use the list below) to upgrade or replace your existing system to process eWIC.**
- 3. Complete this application by March 22, 2021 (if you are in Mercer, Middlesex or Monmouth Counties) , or April 23 for all other counties.**
- 4. Get approval from WIC State Agency.**
- 5. Install your system**
- 6. Schedule and complete your eWIC certification, including Level 3 test**
- 7. Submit copies of paid invoices (receipts), and a complete State issued Payment Voucher to receive reimbursement**

The Reimbursement Program Application

Reimbursement Program Application

Vendors applying for funding for multiple stores must submit one application per store.

Vendor Information		
WIC Vendor Identification Number: 00- 12345	Stamp Number: 6789	
Peer Group: Peer Group: 4 Large Independent North		
Store Name: Wholesome Foods		
Store Physical Address: 41 Anystreet		
City: Mount Pleasant	County: Monmouth	Zip Code: 08742
Applicant Name: Johnny Storeowner		
Email Address: johnny@wholesome.com	Phone: (732) 123-4567	
Mailing Address (If different): 223 Another Street		
City: Mount Pleasant	County: Monmouth	Zip Code: 08742
Equipment		
Number of current cash registers: 3		
Number of cash register planning to equip for eWIC: 3		
Current POS system Make &Model: Sharp XEA207	Plan to Replace or Upgrade? Replace	
Third Party Processor:		
Fiserv		
Amount Requested based on POS provider quote: (*Refer to the Table #1 on page #3)		
Describe changes being planned and costs for each major item:		
New WIC capable POS, 3 register system, server and setup - \$9000		
Who is the POS provider? YourWIC POS	Contact Name: Bill Salesdude	
Contact Phone: (800) 466-3942	Contact Email: bills@yourwicpos.com	

Please reference “NJ WIC Vendor Reimbursement Program Application” document for instructions on how to fill out the application.

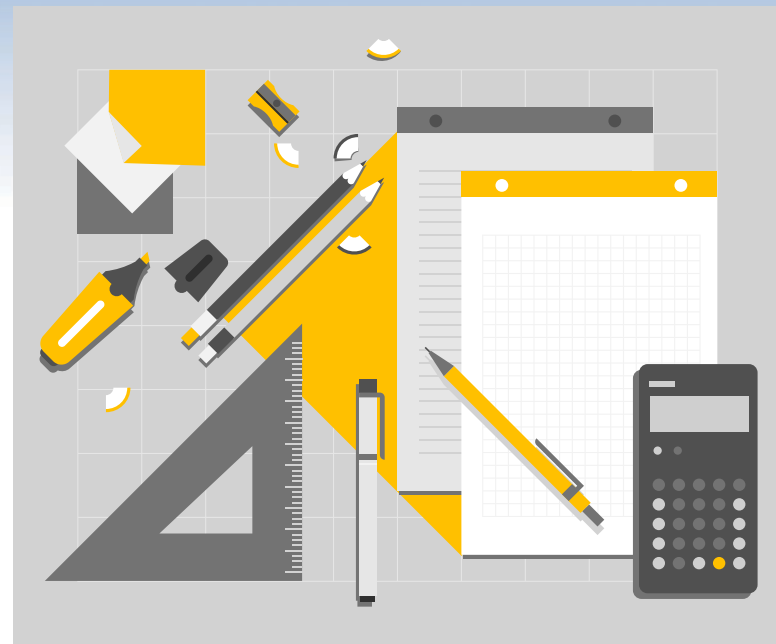


Review and Approval

- **Vendor POS Reimbursement Program Applications will be reviewed in three phases:**
 - **Phase I Review:** All applications will be reviewed initially for completeness by a review committee. Incomplete applications and applications that do not meet the eligibility criteria may not advance to Phase II review. Applicants will be notified that their applications did not meet eligibility or submission requirements.
 - **Phase II Review:** A review committee will evaluate complete, eligible applications in accordance with the “Applicant Evaluation Criteria” section of the application.
 - **Phase III Review:** If your application has been approved, you will receive a letter with documentation listing conditions to receive reimbursement.
 - **Phase IV:** Completion of the eWIC certification

Application Approved!

- **Upgrade or replace your equipment**
- **Complete eWIC Certification**
- **Once approved, receive a letter with documentation listing conditions to receive reimbursement.**



Submit Payment Voucher

When your Level 3 certification is completed, you can submit your payment voucher for reimbursement.


PV 6-93.pdf - Adobe Acrobat Reader DC

Home Tools PV 6-93.pdf x

Fill & Sign

Sign

Next Close

	STATE OF NEW JERSEY PAYMENT VOUCHER (VENDOR INVOICE)		DOCUMENT				BATCH				ACTG PER	FY
			TC	AGY	NUMBER		TC	AGY	NUMBER			
PO#	PV DATE	PP START	SCHED PAY	CHK	OFF	F	RF	CK	(A) VENDOR (PAYEE)	ID NUMBER		
		MO	DY	YR	MO	DY	YR	CAT	LIAB	A	TY	FL
CONTRACT NO.	AGENCY REF	BUYER	(B) TERMS				(C) TOTAL AMOUNT					
							\$3000					
(D) PAYEE NAME AND ADDRESS						(E) SEND COMPLETED FORM TO:						
Johnny Storeowner						Street						
223 Another Street						City						
Mount Pleasant						State Zip						
NJ 08742												
(F) PAYEE DECLARATIONS												
I CERTIFY THAT THE WITHIN PAYMENT VOUCHER IS CORRECT IN ALL ITS PARTICULARS, THAT THE DESCRIBED GOODS OR SERVICES HAVE BEEN FURNISHED OR RENDERED AND THAT NO BONUS HAS BEEN GIVEN OR RECEIVED ON ACCOUNT OF SAID DOCUMENT.												
										PAYEE SIGNATURE		
										Store Owner		
										PAYEE TITLE		
										BILLING DATE		

Line REFERENCE



A Closer Look

- **Here is some more detail on some common eWIC capable POS system that are appropriate for small to large independent stores**
- **This is not an exhaustive list**
- **If you want to use another system that is eWIC capable, that's fine too**
- **You are not limited to using one of these options, but the POS system you select must be certified with Solutran to process New Jersey eWIC.**



RORC from DUMAC

Over 1,000 independently owned supermarkets rely on RORC as their POS System

RORC is DUMAC's industry-leading Supermarket POS, Grocerant POS, Back-Office, and DSD software. Its flexible and scalable features enable future-proof technology enhancements that help you manage, market, and grow your business.

- Scalable software designed to be nimble, agile, and responsive to industry needs
- Complete POS solution suite to handle all needs of the independent grocer including all necessary eWIC certifications.
- Seamless integrations into best of breed third-party software packages



DUMAC
Creating Commerce Solutions for a Connected World.



Contact DUMAC more information

sales@dumac.com

Visit their Website

www.dumac.com

(315) 463-1010

Store Management Suite (SMS) LOC Software

- Fully Integrated – POS, Back Office, Host Retail System
- Complete Buying Process
- Inventory
- Transaction Based
- Promotions, Loyalty, Digital Coupons
- Labor Management
- Price Optimization
- Warehouse Management



Store Management Suite (SMS) LOC Software

Store Management Suite (SMS)

LOC Software

www.locsoftware.com

Guy Leger

919-741-0552

guy.leger@locsoftware.com



Upfront

- **Less Cashier Training.**
- **Powerful BackOffice Integration** which includes automatic mapping of Produce PLU to the State APL.
- **Integration to UpFront PriceBook** that displays if the item is an eWIC Item and what type of eWIC Item (i.e., Cash Value Benefit, etc).
- **Listing and lookup of all items contained within the State APL file.**
- **Auto FTP (and on-Demand) transfer of the State APL file.**
- **Separate Financial Reporting on Daily Cash Drawer Sales Reports.**
- **Item Sales and Data Analytics on all eWIC financial activity.**
- **UPC 2 Code Mapping of Items to APL.**
- **Automatic Global Updating of all Produce Items mapped to State APL File.**



Upfront



IVAN RODRIGUEZ
O - (813) 360-1410
M - (856) 979-7019
IVANR@FREEPOSWORLD.COM

or

POS ENTERPRISES INC
1 (718) 569-0874

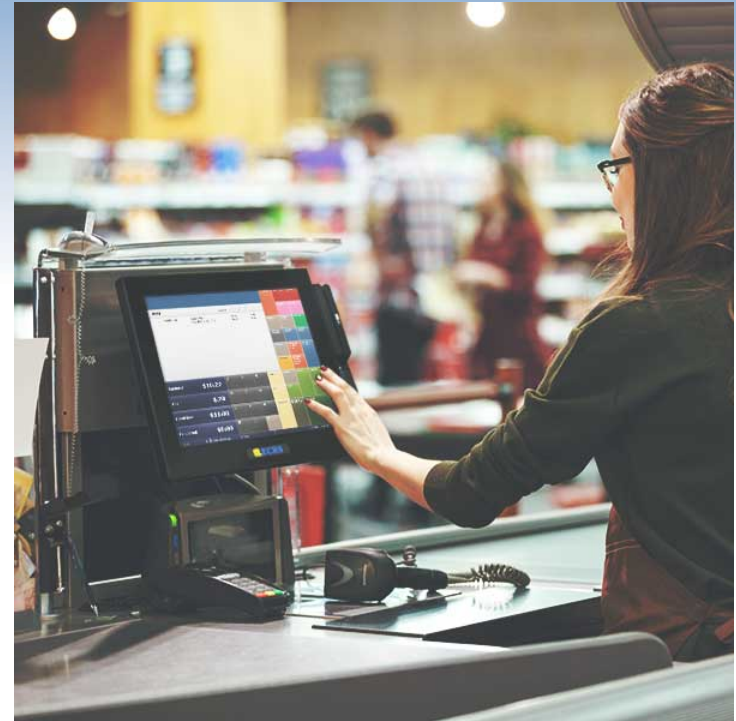
or

WWW.UPFRONTSOFTWARE.COM



Catapult from ECRS

- Transaction Auto-Resume
- Integrated Direct Electronic Payments
- Self –Hosted Gift Card, Membership, and Loyalty
- Automated Software Updates
- Customizable Receipts
- Industry Certifications
- Self –Checkout Available
- Fuel Pump Integration



Catapult from ECRS

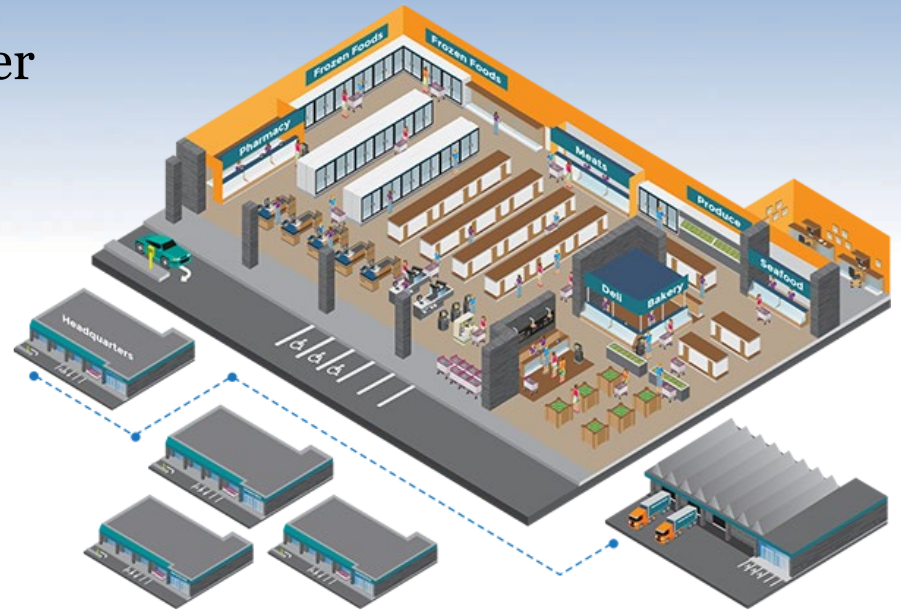
Catapult Electronic Case Register
Software (ECRS)

www.ecrs.com

James Hill

828-265-2907 x5052

jhill@ecrs.com



IBM SurePOS (Now Toshiba)

- Speed checkout and improve productivity with powerful standards-based platforms including Intel® Core 2 Duo processor
- Streamline operations with the powerful combination of IBM Light-Path Management and IBM Director, including IBM Remote Management Agent (RMA), that helps staff monitor and manage systems locally and from a central site
- Maximize uptime and help reduce maintenance costs with virtually tool-free design, secure and easy front access and exceptional serviceability
- Optimize investments with this highly scalable point-of-sale (POS) system that integrates with legacy systems and carries a service life cycle of up to 7 years to help lower total cost of ownership



<https://www.ibm.com>

NCR ACS IR

- Customized Flexibility
- Higher Cashier Productivity and Lower Training Costs
- Customizable
- Powerful, Differentiated Promotions
- Drilldown Reports to Transaction Level
- Transaction Search

The screenshot displays the NCR ACS IR interface. On the left, a receipt shows the following items and prices:

GG 10-SALT PEAS	.73	FD
ONE TOMATO SOUP	.89	FD
LEMON COOLER	1.29	FD
CLASSIC COKE	2.29	TR
Tax	.14	
Total	5.24	
Points Earned	6.00	

On the right, a promotional banner for the Produce Department features the NCR Markets logo and the tagline "Feeding families since 1962". It includes an image of lemons and a glass of lemon cooler. The text on the banner reads: "Want to spruce up your meals? Help is waiting in our Produce Department".

<https://www.ncr.com>

TotilPay Register – Nova Dia Group

- **Intuitive Features that Simplify Transactions**
- **Save on Hardware and Software**
- **Speed Up Checkout**
- **Simplified Product Management and Recordkeeping**
- **Flexible Pricing Options to Fit your Budget**



* TotilPay Register **not** yet certified with Solutran. Please contact the provider to confirm the current status.

TotilPay Register – Nova Dia Group

TotilPay Register

Nova Dia Group

www.novadiagroup.com

Josh Wiles

josh@novodiagroup.com



IT Retail Simpleware Inc



- Integrates with the Best Grocery E-Commerce Systems
- Optimized Checkout Experience
- EMV, NFC, Giftcards, eWIC, and EBT payments
- Latest in Scanner / Scale Support
- Customer Display Options

IT Retail Simpleware Inc

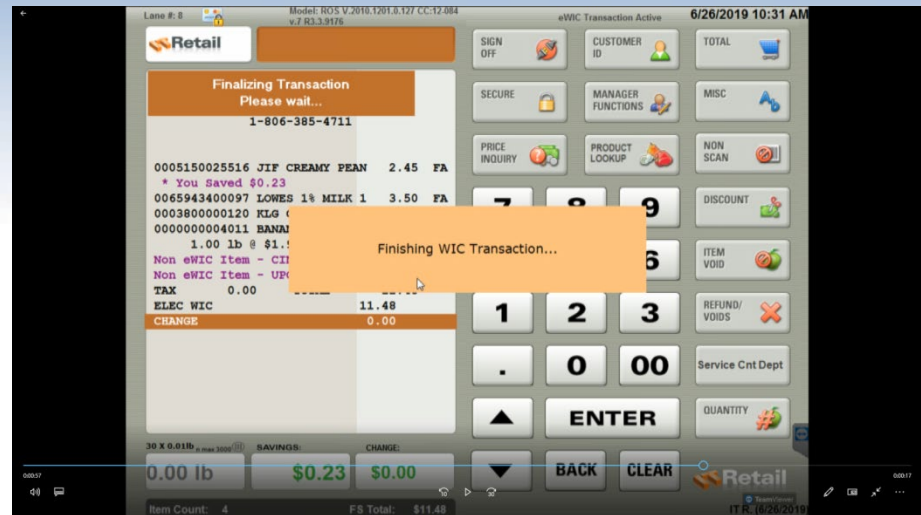
www.itretail.com

For Sales

William Gold

951-640-7545

williamg@itretail.com



NRS POS+

- **Powerful Software**
- **Easy to Use Touch Screen**
- **Convenient Barcode**
- **Thermal Receipt Printer**
- **Efficient Inventory Tracking**
- **Customer Facing Screen**
- **Sturdy Cash Drawer**



<https://www.nrsplus.com>

* *NRS POS+* are **not** yet certified with Solutran. Please contact the provider to confirm the current status.

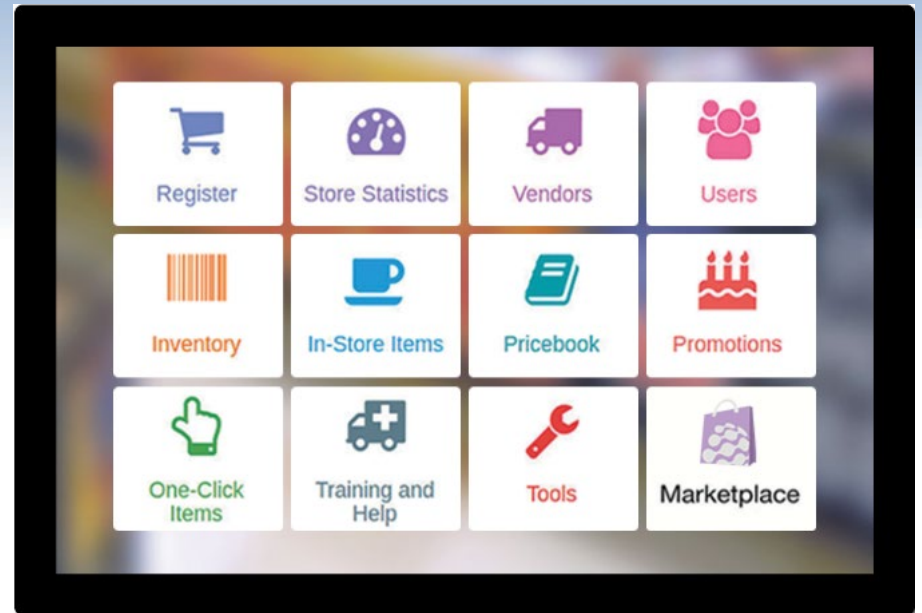


NRS POS+

Sales

866-848-8102

<https://www.nrsplus.com>



POS With Logic

- sales@poswithlogic.com
- 718-387-7866
- www.poswithlogic.com



MCR POS

- Nancy@posmcr.com
- 718-358-4900
- www.posmcr.com



GalaxyPOS

- **Yerardy Castillo**
- **201-471-1913**
- **Microsystem.int@gmail.com**
- **www.galaxymsi.com**



Supermarket Manager



POS Workstation



Support & Security



Recap

- Determine your approach to be eWIC ready
- Select your new POS system or determine what changes will be needed to your current POS system, if necessary
- Submit a Reimbursement Application
 - Vendors located in Mercer, Middlesex, and Monmouth counties – 3/22/2021
 - Remainder of the vendors – 4/23/2021
- Get your Application Approved by NJ DOH
- Implement your new or upgraded POS system
- Complete a Level 3 certification to process eWIC
- Submit receipts and payment voucher to NJ WIC for reimbursement
- For questions or more details contact NJ.WICVendor@doh.nj.gov

Question & Answer Session



NJ.WICVendor@doh.nj.gov