

SPECIAL REPORT
**Best Channel Vendors
 2015**





POS Hardware

Each Winning Vendor's Top Two Categories

		Service & Support	Channel Friendly	Channel Program	Product Features	Product Reliability	Product Innovation	Adequate Margins
	APG Cash Drawer www.cashdrawer.com		✓			✓		
	CRS www.crs-usa.com	✓	✓					
	Epson www.epson.com				✓	✓		
Honeywell	Honeywell www.honeywell.com				✓	✓		
	M-S Cash Drawer www.mscashdrawer.com		✓			✓		
	Touch Dynamic www.touchdynamic.com	✓				✓		

POS Software

Each Winning Vendor's Top Two Categories

		Service & Support	Channel Friendly	Channel Program	Product Features	Product Reliability	Product Innovation	Adequate Margins
	Focus POS Systems www.focuspos.com	✓				✓		
	National Computer Corp. www.nccusa.com	✓	✓					
	RPOWER Restaurant POS www.rpowerpos.com		✓			✓		
	Specialized Business Solutions www.keystrokepos.com	✓			✓			

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 POS SOFTWARE

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EDITOR'S NOTES




This was the second year that we included cloud/mobile/tablet software options which continue to flood the market. Many of the newer software options are being sold direct or via a hybrid model that isn't exactly channel-friendly. This could explain why none had scores high enough to make this year's list. NCC, Specialized Business Solutions, and Focus POS Systems were repeat winners this year, with RPOWER making the list for the first time.

The payment processing industry continued to further integrate with the POS world in 2014. Despite consolidation, this survey category grew to 74 vendors. The three winners are repeats in this category. However, note that Element Payment Services and Mercury are now both part of Vantiv. Thus, next year's results will surely look different.



Payment Processing

Each Winning Vendor's Top Two Categories

		Service & Support	Channel Friendly	Channel Program	Product Features	Product Reliability	Product Innovation	Adequate Margins
	Element Payment Services www.elementps.com		✓	✓				
	Mercury www.mercurypay.com				✓	✓		
	Sterling Payment Technologies www.sterlingpayment.com				✓	✓		