

POS Comparison

We need a reliable and efficient POS system to streamline transactions and enhance the customer experience. Our current setup is outdated and increasingly unreliable—card readers are malfunctioning, displays are failing, and the old iPad in use cannot support essential functions like adding modifiers. Staff are resorting to using their personal phones for Tap to Pay and to access the POS software, which is neither sustainable nor professional. A modern, fully integrated POS solution is essential to improve service speed, reduce friction at the point of sale, and support our team with the right tools.

The three POS systems being compared are:

1. Epos Now
2. SumUp (Currently in-use but this proposal is for the devices to utilise this system)
3. Square

Name	Cost	Whats Included	Pros/Cons
EPOS Now	Upfront: £747 Subscription: 113.00 per month for 3 Pro Plans Minimum Term: 12 months Total Year 1 Est.: ~£1,356 1.3% per card transaction	- 3x Countertop Solutions (Epos Now terminal, cash drawer, thermal printer) - Pro Plan Software - 12-month subscription commitment	+ Feature-rich POS software + Scalable with integrations - Ongoing monthly software and device fees - Minimum 12-month contract - Not portable
SumUp	Subtotal: £1,830 VAT (20%): £366 Delivery: FREE (2–3 business days) Total Cost: £2,196 1.69% fee per card transaction	Proposed Equipment & Costs <ul style="list-style-type: none"> 3 x SumUp POS Lite + Solo Terminal 3 x Star mPOP (printer + cash drawer integrated) 	+ This is a system we are already using so staff are used to it + No monthly fees + Can be used in outdoor events and portably in theatre
Square	Subtotal: £2,614.00	3 x Square Register with customer display	+ Premium, intuitive user experience

Delivery: Free VAT Total (20%): £522.80 <hr/> Total (Gross): £3,136.80 1.75% per card payment	3 x USB Cash Drawer	+ Dual-screen register ideal for customer interaction + No software subscription - Highest upfront cost - 1.75% transaction fee
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CONCLUSION

Between March and May, when SumUp was actively used behind the bar, we processed £8,866.10 in card payments and incurred transaction fees of £149.75—averaging **£49.91 per month**.

For the same period, had we used **Epos Now**, we would have likely paid a **monthly service fee of £113.00** plus an estimated **£38.41 in monthly transaction fees**, bringing the average monthly cost to **£151.41**.

Using **Square**, we estimate average **monthly transaction fees of £51.71**, with no monthly software fee but a higher upfront hardware cost.

Given these comparisons, **SumUp offers the best balance of affordability, simplicity, and familiarity for our current needs and budget**. It provides all essential functionality with minimal overhead, and staff are already trained on the system—making it the most suitable POS solution at this time.