



FTS *Solutions*

Welcomes Ya'all
To the EBT User Group Meeting
&

Thanks FNS
For the opportunity to present at the
EBT Vendor Community Showcase

FTS *Solutions, Inc*

Technology Solutions for the Evolving Business

We Do Not Have 100 Years in WIC

We were
WIC “Infants”



That was two years ago - when we got into WIC
towards end of Texas EBT Implementation

We Do Have 100 Years Experience In Other Fields!



- We bring that expertise and experience to WIC
- Our experience will:
 - Provide better service to WIC Participants
 - Bring value to WIC Retailers, State Agencies and Clinics

We now have full WIC experience Like we have been there forever

We provide innovative WIC solutions



We Will Not Tell You What to Do

We Will Do It

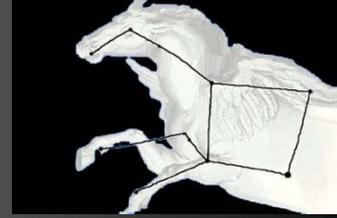
The Way You Want It

We Will Be With The

WIC Program in 2020 & beyond



Who Are We



Who We Are

- Houston-based minority company
- Focused on web-based solutions
- Cutting-edge products & technology at an affordable price.

What We Do

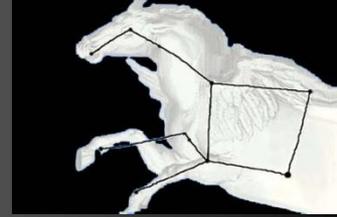
- Use the power of web technologies to provide Fortune 500 caliber solutions at a much lower cost of ownership

Our Products

- Are Reliable, Flexible, & Scalable



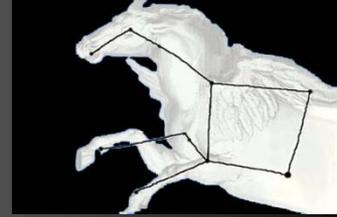
Our Experience



- FTS Principals have worked in Fortune 500 companies in the Financial & Manufacturing sectors
- Have expertise in providing web based solutions
- Have extensive experience of handling Data Management and Management Information & Reporting Systems



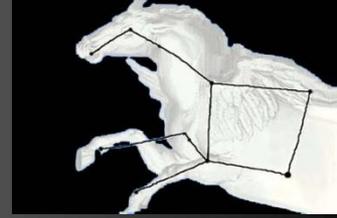
What we do



- State of Texas Certified WIC EBT Vendor
- Our web based products include:
 - Cygnus Retail Management System
(in use in 100 stores)
 - ETMS - Learning Management,
Compliance & Communication Solution
(in use in 50 locations)



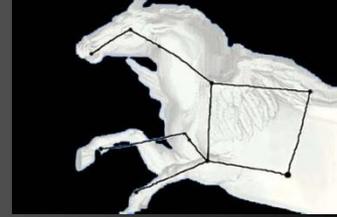
Pegasus



- We provide web-based solutions:
 - ❖ **What our clients need & not just what we have**
 - ❖ **Design & develop web based solutions rapidly and accurately**
- How:
 - Our products are built with configurable settings
 - Pegasus RAD: Quick customization – no complex programming:
 - ❖ Pegasus is like Excel for programming
 - ❖ No detailed programming or code testing required
 - ❖ Functions created by writing SQL statements
 - ❖ Only user testing for business logic required



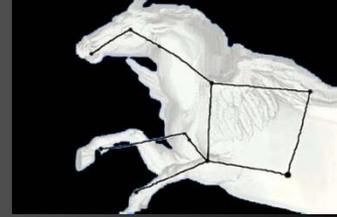
Our Forte



- Enterprise class web-based solutions at **half the cost and in one-third the time** as compared to traditional software development methods
- Our WIC EBT System was developed in 4 weeks and tested, certified and approved in 8 weeks



ETMS



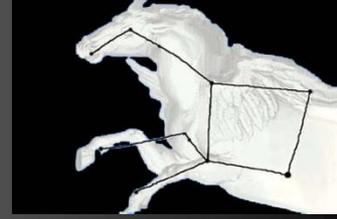
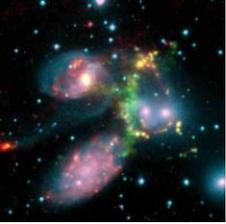
ETMS – Enterprise Training Management System

- A Learning, Compliance & Communication Management Solution

Helps Manage the entire learning process:

- Learning Groups – Location, Departments, Jobs, etc.
- Learning Needs – Curriculum, Versioning & Indexing
- Learning Content – Word, Power Point, Video, Audio, etc.
- Prompting – Trainer, Trainee and Supervisor on training status and needs
- Real time Record-keeping and Reporting
- Competency and Assimilation – Questions, Tests & Evaluation
- Online Learning
- Classroom Learning Management

Cygnus – RMS

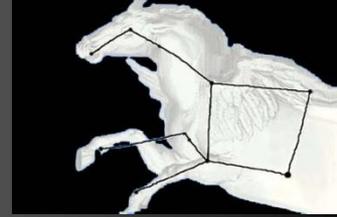


CYGNUS – Retail Management System

- Real-time online information
- Information consolidation
- Central control of pricing and operations
- Cost data import from suppliers
- Fraud control – cashier receipts / balancing
- Extensive Reports and Monitoring
- Key Performance Indicators
- New Reports and features added quickly as per changing client needs



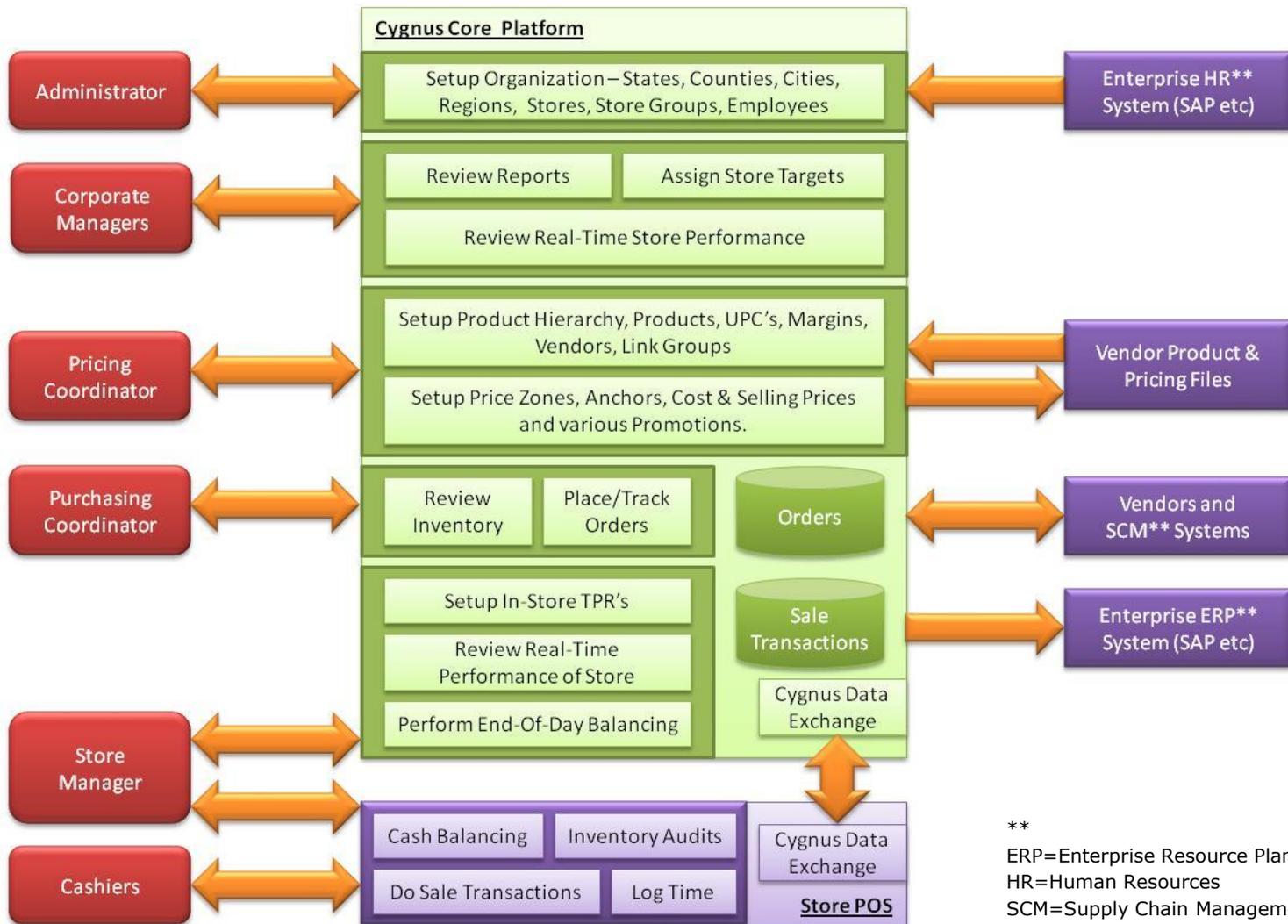
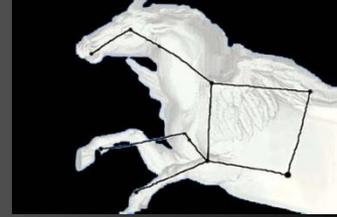
Our Products



- **ETMS** - Learning, Compliance & Communication Solution
 - 50+ locations globally; 12,000 users; **6 million hits annually**
 - 328 screens, 164 tables, 60 reports, 6 file interfaces, 8 scheduled jobs, 22 automated emails
- **CYGNUS – Retail Management System**
 - 100 stores; 15,000 products; **20 million transactions annually**
 - 358 screens, 281 tables, 72 reports, 12 file interfaces, 3 web-service based data syncs, 12 automated emails
- **State of Texas Certified WIC Store System**
 - 30 stores; **200,000 transactions annually**
 - 40 screens, 10 reports, 5 file interfaces, 3 automated emails



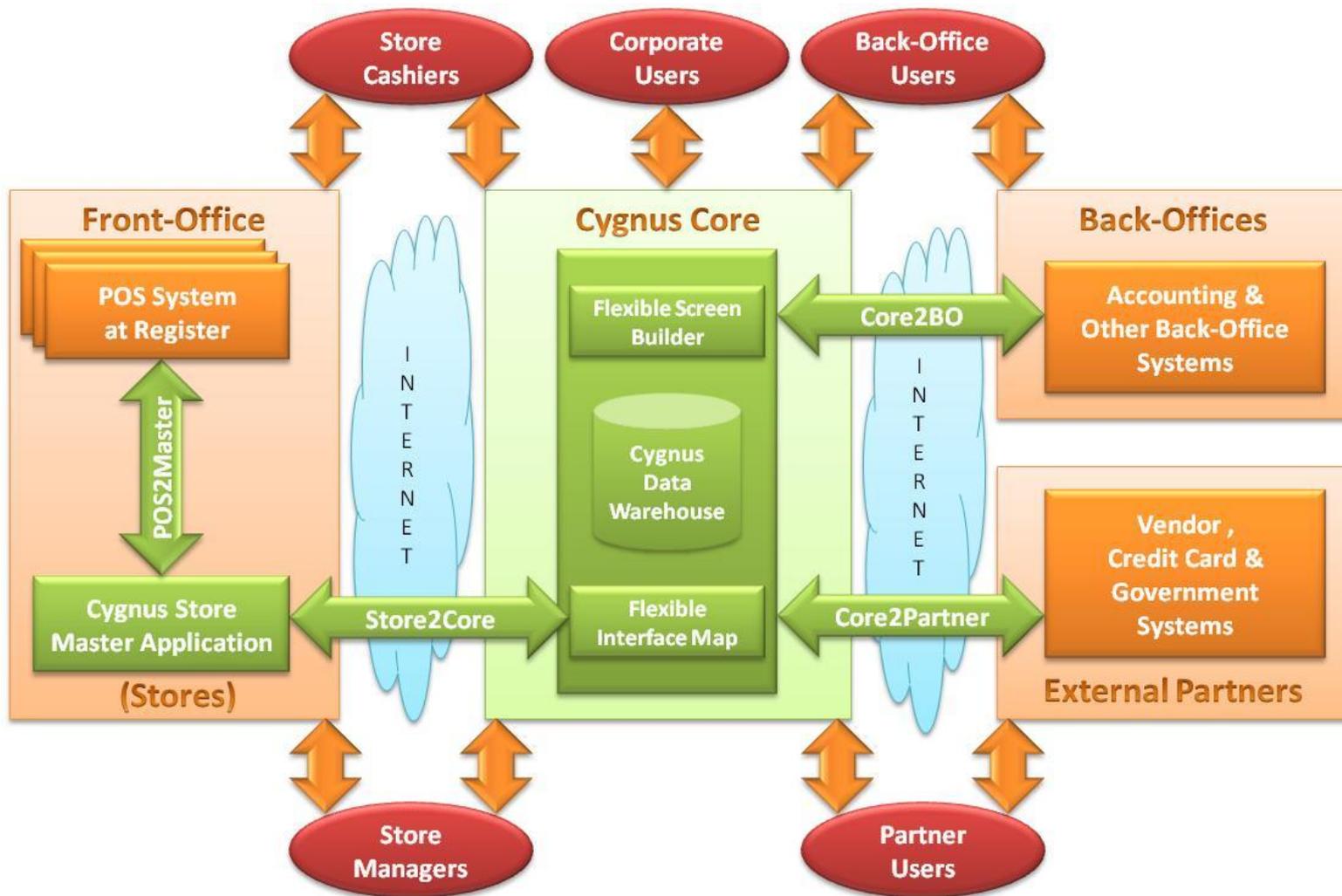
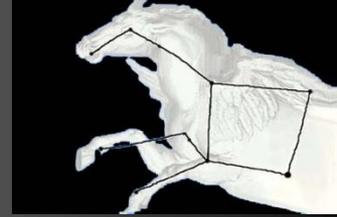
Cygnus Functions



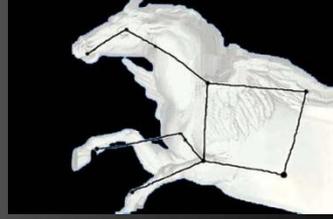
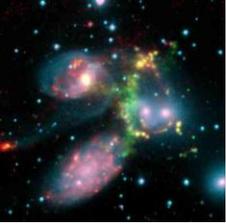
**
 ERP=Enterprise Resource Planning
 HR=Human Resources
 SCM=Supply Chain Management



Cygnus – Architecture

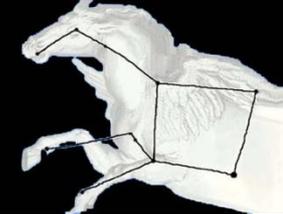


Cygnus WIC – with a difference



- What we do for the customers:
 - Daily import Approved Product List & Hot Card List to Central database
 - Transfer these to the customer stores through real-time synchronization process
 - Customer Alert in case of failure / non completion
 - Reports on:
 - Claims sent to the state
 - Payments received from the state

WIC Claim Details



Cygnus Retail System



Home > Configure > Review > Transactions > Admin > Logoff

CYGNUS ADMIN (E00005114)

Configure/WIC/Claim Details

WIC Claim Details

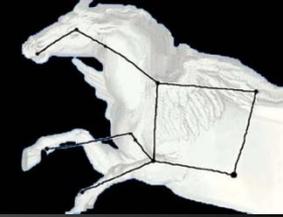
Search

Store:

Transaction Date: Days of History:

Store	Transaction Date	Export Date	Receive Date	#Items	#Custs	Sales	Disco unts	Export Amount	Settlement Amount	Difference	Type
HOU-HOU-9001	9/20/2010			105	21	\$260.26					N/A
	9/19/2010			246	54	\$534.48					N/A
	9/18/2010	09/20/2010		89	28	\$210.79		\$210.79			N/A
	9/17/2010	09/19/2010		125	34	\$255.14		\$255.14			N/A
	9/16/2010	09/18/2010		277	73	\$585.18		\$585.18			N/A
	9/15/2010	09/17/2010	09/17/2010	202	53	\$464.08		\$464.08	\$464.08		STL
	9/14/2010	09/16/2010	09/16/2010	190	37	\$416.33		\$416.33	\$416.33		STL
	9/13/2010	09/15/2010	09/15/2010	331	69	\$1,141.52		\$1,141.52	\$1,141.52		STL
	9/12/2010	09/14/2010	09/14/2010	332	63	\$737.96		\$737.96	\$737.96		STL
	9/11/2010	09/13/2010	09/13/2010	182	45	\$407.00		\$407.00	\$407.00		STL
	9/10/2010	09/12/2010	09/13/2010	194	48	\$432.49		\$432.49	\$432.49		STL
	9/9/2010	09/11/2010	09/13/2010	116	29	\$274.54		\$274.54	\$274.54		STL
	9/8/2010	09/10/2010	09/10/2010	284	51	\$898.79		\$898.79	\$898.79		STL
	9/7/2010	09/09/2010	09/09/2010	391	89	\$1,060.83		\$1,060.83	\$1,060.83		STL
	9/6/2010	09/08/2010	09/08/2010	576	93	\$1,681.24		\$1,681.24	\$1,681.24		STL
	9/5/2010	09/07/2010	09/07/2010	312	57	\$779.78		\$779.78	\$779.78		STL
	9/4/2010	09/06/2010		250	47	\$779.11		\$779.11			N/A
	9/3/2010	09/05/2010	09/07/2010	302	63	\$851.76		\$851.76	\$851.76		STL
	9/2/2010	09/04/2010	09/07/2010	682	104	\$1,971.24		\$1,971.24	\$1,971.24		STL
	9/1/2010	09/03/2010	09/03/2010	664	111	\$3,986.30		\$3,986.30	\$3,986.30		STL
	8/31/2010	09/02/2010	09/02/2010	498	84	\$1,101.14		\$1,101.14	\$1,101.14		STL

WIC Sale Transactions



Cygnus Retail System



Home > Configure > Review > Transactions > Admin > Logoff

___CYGNUS ADMIN (E00005114)

Configure/WIC/Claim Details > WIC Claim Details > WIC Sale Transactions

WIC Sale Transactions

Add New Search

Store: HOU-HOU-9001

Register: All

Status: All

Employee: --ALL--

From: 9/13/2010 00:00:00

Receipt ID:

Amount Between: And:

To: 9/13/2010 23:59:59

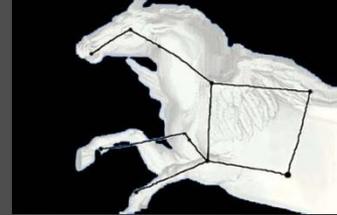
POS Rcpt #	Status	Date	Start Time	End Time	Reg	Employee	Discount Amount	Pre-Tax Amount	Tax	Final Sale Amount	Paid WICEBT
9561	Paid	9/13/2010	18:34:11	18:35:15	4	INGRID REYES (E00005423)		\$8.16		\$8.16	\$8.16
31663	Paid	9/13/2010	18:27:31	18:31:15	1	MIRTA ALDANA (E00005443)		\$5.30		\$5.30	\$5.30
9558	Paid	9/13/2010	18:27:13	18:29:49	4	INGRID REYES (E00005423)		\$26.98		\$26.98	\$26.98
9545	Paid	9/13/2010	18:14:50	18:16:56	4	INGRID REYES (E00005423)		\$26.38		\$26.38	\$26.38
31651	Paid	9/13/2010	18:04:56	18:05:24	1	MIRTA ALDANA (E00005443)		\$0.75		\$0.75	\$0.75
31650	Paid	9/13/2010	18:03:02	18:04:52	1	MIRTA ALDANA (E00005443)		\$6.73		\$6.73	\$6.73
25124	Paid	9/13/2010	18:00:23	18:02:52	3	JOSEFINA GONZALEZ (E00005344)		\$80.94		\$80.94	\$80.94
7121	Paid	9/13/2010	17:35:05	17:39:03	2	RAQUEL LARA (E00005440)		\$92.18		\$92.18	\$92.18
7116	Paid	9/13/2010	17:26:03	17:26:34	2	RAQUEL LARA (E00005440)		\$2.65		\$2.65	\$2.65
9502	Paid	9/13/2010	17:01:26	17:01:46	4	INGRID REYES (E00005423)		\$2.65		\$2.65	\$2.65
7107	Paid	9/13/2010	16:57:43	16:58:28	2	RAQUEL LARA (E00005440)		\$9.65		\$9.65	\$9.65
31624	Paid	9/13/2010	16:32:02	16:32:50	1	MIRTA ALDANA (E00005443)		\$8.97		\$8.97	\$8.97
7080	Paid	9/13/2010	16:17:27	16:20:20	2	RAQUEL LARA (E00005440)		\$94.45		\$94.45	\$94.45
25081	Paid	9/13/2010	16:11:38	16:12:41	3	JOSEFINA GONZALEZ (E00005344)		\$10.44		\$10.44	\$10.44
7069	Paid	9/13/2010	15:56:12	15:57:25	2	RAQUEL LARA (E00005440)		\$18.87		\$18.87	\$18.87
7063	Paid	9/13/2010	15:46:07	15:47:07	2	RAQUEL LARA (E00005440)		\$4.25		\$4.25	\$4.25
7060	Paid	9/13/2010	15:43:17	15:43:46	2	RAQUEL LARA (E00005440)		\$5.30		\$5.30	\$5.30
7051	Paid	9/13/2010	15:24:43	15:26:19	2	RAQUEL LARA (E00005440)		\$8.58		\$8.58	\$8.58
31578	Paid	9/13/2010	14:56:50	14:58:21	1	MIRTA ALDANA (E00005443)		\$2.99		\$2.99	\$2.99

1 [2] 3 4 (69 items satisfy this criteria)

Prev Next



Transaction Details



Sale Transaction Detail

Posting Date: 09/13/2010 **Time:** 16:17:27 To 16:20:20 **Pay Now Time:** 16:20:08
Status: Paid **Store:** **WIC:** Yes
Discount: \$0.00 **Cash Register:** 2
SubTotal Sale: \$94.45 **Cashier:** RAQUEL LARA (E00005440)
Tax: \$0.00 **Day Of Week:** Monday
Total Sale Amount: \$94.45 **POS Receipt #:** 7080
ID: 135500000001403958

Transaction Details

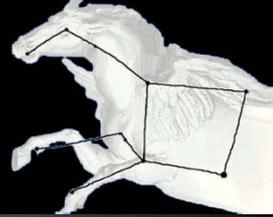
Payment Information

Transaction Details

Refresh

Seq.	Time	Product	UPC	Type	Unit Cost	Unit Price	Quantity	Final Sale Price	WIC
1	16:17:43	TEXAS BLUEBONNET 2% 1/2 GAL	015834002533	Sale	\$2.15	\$1.89	1	\$1.89	Y
2	16:17:50	TEXAS BLUEBONNET 2% 1 GAL	015834001505	Sale	\$3.60	\$2.65	1	\$2.65	Y
3	16:17:58	M-O-M OAT BLNDR BX	042400072058	Sale	\$2.14	\$2.69	1	\$2.69	Y
4	16:18:00	GM DORA EXPLORER WIC	016000176348	Sale	\$2.94	\$3.19	1	\$3.19	Y
5	16:18:18	M-O-M BLNDR ALMD BX	042400022961	Sale	\$2.25	\$2.69	1	\$2.69	Y
6	16:18:23	PAR MOZZARELLA CHK	050700048130	Sale	\$2.36	\$3.19	1	\$3.19	Y
7	16:18:25	PAR MOZZARELLA CHK	050700048130	Sale	\$2.36	\$3.19	1	\$3.19	Y
8	16:18:43	PARADE PINK GRAPEFRUIT JUICE	050700554907	Price Check	\$1.45	\$1.69	1	\$1.69	
9	16:18:45	PARADE PINK GRAPEFRUIT JUICE	050700554907	Sale	\$1.45	\$1.69	1	\$1.69	Y
10	16:18:46	PARADE PINK GRAPEFRUIT JUICE	050700554907	Sale	\$1.45	\$1.69	1	\$1.69	Y
11	16:18:51	PARADE ORANGE JUICE	050700554808	Sale	\$1.80	\$1.99	1	\$1.99	Y
12	16:18:52	PARADE ORANGE JUICE	050700554808	Sale	\$1.80	\$1.99	1	\$1.99	Y

WIC Settlement



Cygnus Retail System



Home | Configure | Review | Transactions | Admin | Logoff

CYGNUS ADMIN (E00005114)

Configure/WIC/Settlement

WIC Settlement

Search

Store:

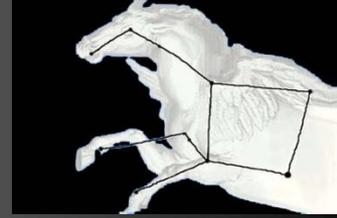
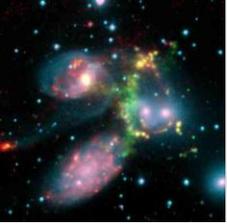
Settlement Date: Days of History:

Store	Settlement Date	Transaction Date	Claim File Export Date	Claim Number	Settlement Amount
HOU-HOU-9001	09/20/2010	09/18/2010	09/20/2010	0059500	\$210.79
	09/20/2010	09/17/2010	09/19/2010	0057840	\$255.14
	09/20/2010	09/16/2010	09/18/2010	0056097	\$585.18
	09/17/2010	09/15/2010	09/17/2010	0054003	\$464.08
	09/16/2010	09/14/2010	09/16/2010	0051741	\$416.33
	09/15/2010	09/13/2010	09/15/2010	0049591	\$1,141.52
	09/14/2010	09/12/2010	09/14/2010	0047473	\$737.96
	09/13/2010	09/11/2010	09/13/2010	0045400	\$407.00
	09/13/2010	09/10/2010	09/12/2010	0043728	\$432.49
	09/13/2010	09/09/2010	09/11/2010	0042091	\$274.54
	09/10/2010	09/08/2010	09/10/2010	0040011	\$898.79
	09/09/2010	09/07/2010	09/09/2010	0037843	\$1,060.83
	09/08/2010	09/06/2010	09/08/2010	0035600	\$1,681.24
	09/07/2010	09/05/2010	09/07/2010	0033523	\$779.78
	09/07/2010	09/03/2010	09/05/2010	0029808	\$851.76
	09/07/2010	09/02/2010	09/04/2010	0028127	\$1,971.24
	09/03/2010	09/01/2010	09/03/2010	0025985	\$3,986.30
	09/02/2010	08/31/2010	09/02/2010	0023725	\$1,101.14
	09/01/2010	08/30/2010	09/01/2010	0021524	\$750.29
	08/31/2010	08/29/2010	08/31/2010	0080920	\$385.79

[1] 2 (23 items satisfy this criteria)

Next

WIC Enquiry KIOSK

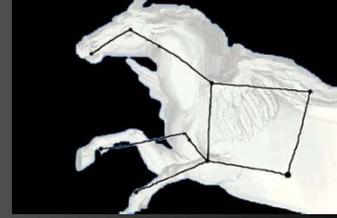


Designed to help the participants at the store:

- To lookup WIC Benefit balances
- To know eligible products based on their balance
- To locate eligible products



RETAIL WIC KIOSK

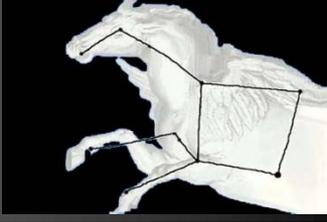


Some Important Features & Benefits:

- Multilingual
- Simple and user friendly
- Sense of anonymity and personalized service
- Avoid trial and error in product selection or double line up at the cashier station



RETAIL WIC KIOSK

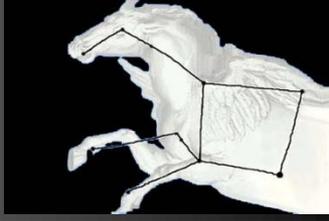


Some Important statistics:

- 15% - 20% OF WIC participants use the Kiosk
- WIC Sales to participants using Kiosk up by 20%
- Non WIC purchases by WIC participants are 50% of the their WIC purchases
- WIC participants using Kiosk spend 20% less time at cashier checkout

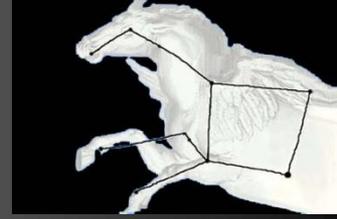
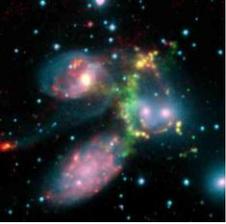


FTS & WIC EBT in the Future



- We will be a WIC EBT Vendor in your state for both offline and online systems
- We can be your “outsourced offline processor” including hosting for you:
 - Using Pegasus for developing web based solutions faster and cheaper and quickly making post development changes
 - Using what we already do for WIC claim processing for the retailers

FTS & WIC EBT in the future



- We will be there with you in 2020, when:
 - both WIC and SNAP will be OFFLINE
 - will be INTEGRATED
 - and Smart Cards will be loaded remotely



FTS *Solutions*

Thank you
for your time

FTS *Solutions, Inc*

Technology Solutions for the Evolving Business