

Native vs Connector

Which is better for your business?



Single Data Source

POWERED BY

ORACLE
NetSuite

May 2026

Future proof your retail business

Technology is growing rapidly to meet the ever-evolving needs of organisations. There are a few developers creating native, integrated systems, rather than focusing on connectors. These connectors are specific to one of the many business functions, such as Point of Sale (POS). POS systems can be seamless, plug in or run separately to your business operations system. While it is highly profitable for tech companies to produce connectors, what serves the retail businesses needs better?



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We talked to Richard Marshall CPA co-owner and co-creator of TCS POS for NetSuite, about native vs connectors.

What is native?

Native is an all-inclusive integrated systems environment that does not rely on 3rd party connections or plug ins to run the entire business function.

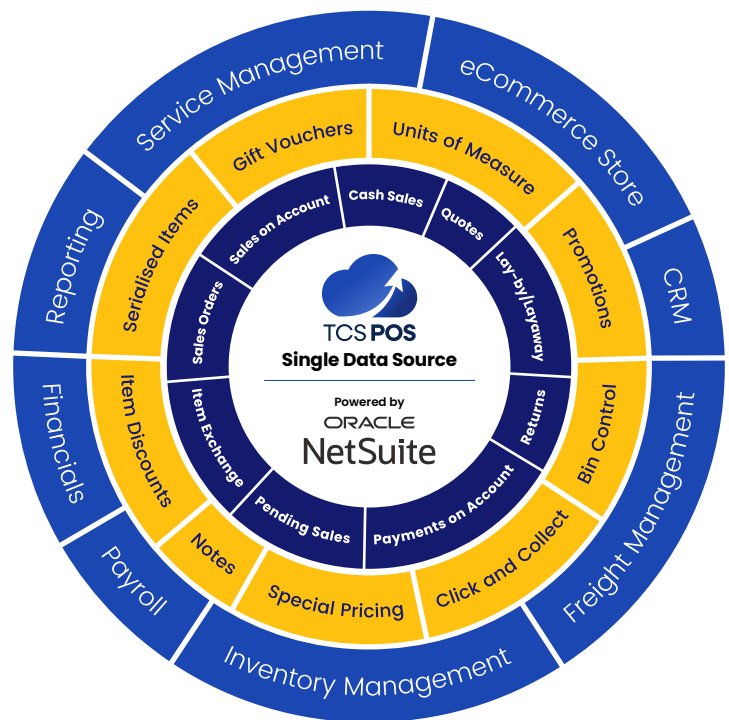
There is no syncing of data or multiple silos of data.

What are connectors?

With connectors you need to maintain the Third Party add-on application, connector and ERP system and databases. Hours can be spent reconciling data and missing transactions and master files, resulting in more chance of failure as there are separate silos of data running in parallel to one another. Data needs to be synced, so depending upon sync times information across the different software platforms can be delayed so that the user cannot be fully confident of accuracy of the data. Connectors are a higher cost for businesses as they require multiple software licencing, maintenance and reconciling of data.

You have a lifetime of experience with business technology software, what is the main benefit of native vs connector?

Native POS allows businesses to obtain accurate, real-time information across every operational part of the business including customers, inventory and financials, which allows managers and owners to make quicker a better decisions.



Why is TCS POS native to NetSuite?

True Cloud Solutions Point of Sale (TCS POS), powered by the Oracle NetSuite SaaS platform, allows retailers to operate a dynamic business while also providing customers with a seamless in store and online experience.

It's a smart and easy to use retail POS solution

TCS POS is a customisable system that gives you real time information from retail sales, CRM, Stock Management right through to financials, with one source of data to manage your entire business.

Driving business growth and profitability comes from choosing the right technology that will meet your current and future business needs.

Why is TCS POS different to other Point of Sale systems?

TCS POS is fully customisable to meet the specific needs of customers and of a business's dynamic operational processes. It can be modified at any time to grow in line with the retail operations and customer functions.



Save time.

Doesn't spend hours fixing and reconciling data.

With TCS POS, all the processing happens real-time in NetSuite. We do not sync data. No more missing transactions, items or customers. Running updates and waiting for key data to be updated is now a thing of the past.



Make quicker and better decisions.

Realtime NetSuite dashboard provides 360 degrees visibility across the business.

As TCS POS does not have to sync data, automation throughout your business becomes a seamless process.



There are no multiple silos of data to manage.

TCS POS holds all the data in NetSuite.

Connectors not only require maintenance, but you also need to maintain at least two different databases. With TCS POS, there is only one source of true data, meaning you no longer have two sets of customers, items and transaction sales



Scalable and easy to deploy.

TCS POS runs on the NetSuite platform and is browser based.

Being native to NetSuite provides all the benefits of 99.5% guaranteed uptime and fast deployment of new stores and registers.



Reduce your business risk significantly.

TCS POS can be modified to meet your unique business processes.

We do not have to modify at least three sources as you do with a connector. This allows us to efficiently develop, release and maintain modifications seamlessly.



Save money.

TCS POS is one system, one database and more cost efficient for businesses.

An integrated system is easier to manage, saving the cost of resources and reducing the cost of multiple ownership of separate connectors.

What our TCS POS clients say about Native based POS



“We’ve been working with TCS POS for quite some time now. We run multiple stores with multiple POS with our larger store having up to eight Point Of Sale. TCS POS have been able to deploy a cloud solution that fits our business model and works well. The support from TCS POS has been responsive and they have worked directly with us on customisations to fit our business needs. I highly recommend them as a POS cloud solution for their applications and support.”

Michael Carlisle

PUSHYS BIKES CIO – HEAD OF IT & SYSTEMS



“Migrating to NetSuite SuiteCommerce integrated with TCS POS transformed our customer experience across every touchpoint. We delivered a true omnichannel offering, enabling click-and-collect and local delivery direct from our distribution centre. This seamless, customer-first approach drove higher conversion rates and increased average order value, resulting in 144% growth in e-commerce sales and 38% growth across retail stores over the past five years.”

Emily Dykes

CEO THE ROYAL STANDARD



“Here at Buster and Punch, we have been using TCS POS within NetSuite for a while now, and it’s been fantastic. The integration is smooth and reliable, everything syncs perfectly with our NetSuite data, which saves a huge amount of time and eliminates manual work. The interface is intuitive, staff find it easy to use, and transactions process quickly. Reporting is clear, and it’s great to have everything in one system without needing third-party connectors or extra logins.

Support from the TCS team has also been excellent, responsive, knowledgeable, and genuinely interested in helping us get the best out of the system.

If you’re looking for a POS that’s built for NetSuite rather than just connected to it, TCS is a great choice.”

Tom Palmer

BUSTER AND PUNCH



“I used to spend 4 hours a day syncing data, now done seamlessly.”

Bob Bell

PALMETTO (USA)



“99 Bikes is a leading supplier of bikes and biking accessories in Australia. Currently with 76 stores Australia wide.

99 Bikes uses TCS POS to process more than one million transactions each year via these retail outlets. 99 Bikes went live with TCS POS with 2 test sites in November 2019. We then rolled out TCS POS to all other stores in January 2020. The implementation was relatively easy and the team at TCS POS was very helpful. Their knowledge of NetSuite processes made it easy to customise TCS POS to meet the needs of 99 Bikes. TCS POS works directly with NetSuite so there no integration, which is brilliant. There is no

reconciliation or integration issues. NetSuite data is immediately updated so stock levels, pricing, customer data and item details are available in real time. With over 500 employees we need a system that is easy to use and easy for staff to learn. 99 Bikes is excited with to develop more custom business process using TCS POS in the future. 99 Bikes recommends TCS POS as a point of sale system for NetSuite.”

Owen McLeod

DIGITAL LEADER 99 BIKES





Single Data Source

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NetSuite

Everything you need and want in one view.

TCS POS gives retailers True Enterprise Performance with speed, scale, visibility, uptime and enterprise grade security.

Our mission is to provide multi-point retailers with the most customisable live operations system at the best price to optimise customer satisfaction and business profits.

Talk to us

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Email us

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Visit us

truecloudsolutions.com.au



What are your future predictions on technology for retail businesses that people should be aware of?

The global pandemic has provided the catalyst for the adoption and fast transition to digital. Driven by ecommerce, customer's behaviour is evolving and their buying experience expectations are increasing. Customers want a simple, enjoyable and seamless experience, whilst getting exceptional value. Retailers will require technology solutions that can be easily customised and rapidly scaled to meet with these customer needs.

by Richard Marshall

Co-Founder & Technology Advisor

Richard is a CPA and has partnered with a range of global businesses for over 27 years to solve complex technology problems and delivered solutions to increase efficiencies and profit.

✓ 20M+ Transactions processed annually

✓ 10+ Countries

✓ Over 750 stores worldwide

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