

## Update Bulletin

### Special Centurion Multiplier for Connected Services

August 13, 2004

Centurion Club will be in Hawaii next spring, and we've got a great vacation lined up for you. We're locking in a lot of rooms with hopes that everyone will qualify and make it to The Islands. For example, that's why StoreNext announced at RSPA that a higher proportion of software will actually reduce your Centurion qualification numbers.

But we want *all* StoreNext product lines to help get you there ... including Connected Services. And although maybe \$25 or \$50 per week per store can buy you a pretty nice boat over the years, it needs turbo-charging if it's going to get you to the beach in the next few months.



So StoreNext is announcing the *Connected Services Contract Multiplier*. For purposes of Centurion Club 2005, instead of just the subscription payments, you'll receive *full credit for the entire Connected Services contract* toward your Centurion Software number (new stores only and the balance of cancelled contracts won't count). For example, just a single store with a two-year C-STAR contract gets you  $\$25 \times 52 \times 2$ , or \$2,600 toward your Centurion software dollars.

But we're not stopping there. StoreNext will actually *double* your Connected Services number for qualification, so the one store example above would get you **\$5,200** toward your Centurion Software quota. Instead of being small change for Centurion, Connected Services just became your fastest ticket. Get a few stores and add ShrinkTrax or other Connected Services applications, and you'll be soakin' up the sun in no time.

And don't forget the other Centurion breaks - to get you there:

- The individual sales quota is dropped by \$50k with over \$150k of software and Connected Services.
- The Dealer with the most Connected Services stores July-December 2004 (but at least 50 stores) gets a free pass to Hawaii.
- The Dealer with the most PocketOffice sales (over \$125k) July-December 2004 gets a free pass to Hawaii.
- The Dealer with the most U-Scan self-checkout sales (over \$250k) July-December gets a free pass to Hawaii.
- And now, with the Connected Services Contract Multiplier, the entire sum of your new Connected Services contracts will be doubled and apply immediately up front.

This gives every Dealer a great opportunity to get there. But don't worry about crowding: I'm told our beach is over a mile long so there's plenty of room for everyone.

To Your Success,

**Bruce**  
Bruce Minale

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