

Update Bulletin

Connected Services Package Deals

November 28, 2006

Now with Connected Services — the more packages, the better the package deal!

StoreNext is pleased announce a new packaged Connected Services discount to benefit new Connected Services customers who are subscribing for multiple applications. And with the new Connected Services integration with ScanMaster for CIH and Connected DSD, these users can now get the full benefits of Connected Services.

Especially with this new package deal:

- New Connected Services customers who sign up for two (2) applications will receive a **\$5** discount per week on their total subscription rate.
- New Connected Services customers who sign up for three (3) applications will receive a **\$10** discount per week on their total subscription rate.

Applications included in the bundled discount offering include:

1. C-STAR
2. CIH
3. Connected ShrinkTrax
4. Connected DSD

QUESTIONS AND ANSWERS

When does this start? — This new promotion starts today.

Is this just for ISS45 or can ScanMaster customers use it too? — This offer applies equally to ScanMaster and ISS45 users. All these applications now operate with ScanMaster too, including CIH and Connected DSD.

Why are you doing this? — To encourage new Connected Services users to subscribe to more applications by lowering the cost of the additional applications

You said “new” users. What about existing Connected Services subscribers? — The new package discounts are available only to new subscribers.

What if it’s an existing subscriber who then wants to add a new application? — This would be an existing subscriber — it’s the new subscribers who can get the special discount.

If a new subscriber signs up for two Connected Services applications, does it mean they get the \$5 discount one time or two times? — These customers will get one \$5 discount. They can get two \$5 discounts for a total of \$10 if they sign up for three applications from the list.

What if the customer gets one application that’s on the list – like C-STAR – and then another application that’s not on the list, like Connected Category Analyzer: do they get the \$5 discount? — All applications need to be from the list above to receive the discount.

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How long will the subscriber get the discount? — The special package discount will apply for the initial term of the agreement.

What if they re-subscribe? Can they get it then too? — The initial term will receive the special package discount – but not subsequent terms.

What happens if the customer discontinues one of the bundled services? I'm guessing that maybe they won't keep the discount, right? — Yes, that's correct. The discount earned by previously having that additional application would be discontinued and eligibility for the bundled discount will be re-calculated.

Does this deal apply if I'm a referral dealer? — Yes, whether you're a selling dealer or a referral dealer, your customers can get this package deal either way.

How will you manage the paperwork? — The bundled discounts will be recoded as a separate line item in the Connected Services Agreement, and will not impact the list price of any of the applications.

We hope that this bundled discount will help you to get new Connected Services customers – and ScanMaster users - signed up for multiple subscription services. As always, please feel free to contact us if we can help you with any Connected Services opportunities in your territory.

To Your Success, and Good Luck Selling!!!


Tom Saari

