



Partner

TeamPoS 5000 Terminals for S18

MB-PL-1080
June 5, 1996

No.

You're not dreaming, you read it right. ICL is pleased to announce the **TeamPoS 5000 / 2001 emulation system**, allowing S18 to run on the industry-standard TeamPoS 5000 PC PoS platform. This is an amazing plug-&-play: unplug the 2001 and plug in the TeamPoS. You're up and running. So what can this do for you?

Well, if you manage a base of S18 systems, you already know the issues. These terminals are getting old, reliability isn't up to current standards, the cost of ownership is higher, there's no other systems that can use this hardware.

So why are they still installed? Because, feature for feature, S18 remains one of the all-time best PoS systems ever designed, and with its history of 20 years worth of features, it's tough to find anything on the market that gets even close to S18 in a parameter-for-parameter face-off.

But the store owners are getting restless, and you don't want to lose the base. With TeamPoS for S18, everyone comes out a winner:

- The owners take the next step toward future PC-PoS systems, but they don't have to give up the S18 features they use every day.
- Their S18 investment is protected: most scanners and scales can be used or upgraded — even the in-store wiring doesn't change.
- Their investment in training is protected. The system works just like it used to, except clerks now get a full CRT display with scrolling receipt.
- You sell a lot of hardware today, and keep control of your customer base.
- Reduced maintenance and power costs.
- You position yourself for an **ISS45** migration when your grocers are ready to move.

The TeamPoS 5000 2001 Emulation Terminal provides a can't miss migration route and allows your customers to take advantage of new technology — quickly and cost effectively. The TeamPoS 5000 2001 Emulation Terminals are available for ordering now, and shipments will start in Quarter 3 1996.

To your success,

Tony

Tony van Severter
Director: Supermarket Systems

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MAJOR SALES MESSAGES:

- S18 customers now have a clear migration strategy to open systems. You can now upgrade POS systems to the industry-standard TeamPoS platform without changing the S18 software platform in any way.
- The upgrade to new POS terminals will reduce operating and maintenance costs. TeamPoS 5000 is **Energy Star** compliant, and so significant energy savings are achieved while improving reliability.
- The open hardware platform means customers do not need to delay the installation of new terminals; they can purchase an industry-standard terminal platform now, knowing it will support any future decision on their software platform.
- Since there is no disruption of current operations (training, reporting, procedures, etc.), the move to standard platforms is painless for front-end operations.
- Industry standard PC components provide investment protection. Upgrading is much easier than with proprietary hardware.
- TeamPoS is a global Fujitsu and ICL product used in all ICL systems worldwide. This enormous installed base and broad usage provides additional investment protection, not to mention the confidence that comes from the combined the development and retailing experience of Fujitsu and ICL companies.
- The TeamPoS 5000 Control Unit provides industry-standard PC components in a “retail” package. It is styled in an ergonomic package that remains consistent through processor changes.
- Only industry-standard interfaces, such as PC-AT, RS232 and ISA bus are used. Customers are not locked into any single vendor for peripherals as with other “standard” platform terminals.
- The TeamPoS Series will continue to be ICL Retail Systems’ PoS hardware platform for the future. The architecture design accommodates current and future PC technology advances and therefore ensures a long life.

A powerful sales tool is to present a lease (for example, with **ORIX**, ICL’s Indirect Channel Leasing partner). The maintenance and power savings can then be balanced to partially offset the lease payments.

Power savings are typically about \$120 per terminal per year with the plus/minus depending upon the local kilowatt-hour rate. Maintenance charges vary widely depending upon the Reseller’s maintenance sales strategy, but there may be savings available here as well. While savings in these areas aren’t sufficient to justify an entire retrofit program, they may provide the decisive final justification for a grocer already interested in moving toward new technology.

PRICING AND CONFIGURATION

Order the required TeamPoS 5000 configuration using standard pricing and terms. Please note the following environmental requirements

- All current TeamPoS 5000 processor types and speeds are supported.
- Color or monochrome monitors are supported, but not required
- The Keyboard 2 x 20 displays is supported.
- The shopper or clerk 2 x 20 display is supported (one of the two only).
- The remote weight display (a scanner/scale option) is not required. Weight is displayed on the 2 x 20 displays and on the CRT.
- 4 MB RAM is required in the terminal.
- A disk drive is required.
- The ADT40 and Fujitsu Dot Matrix printers are currently supported.
- Scanner/Scale upgrades may be required. See section below.

Order:

PIN	Item	Price	Inst	Maint
40304/002	TeamPoS 5000 2001 Emulation Terminal Star-LAN Card, with Cable and software. One card required for each TeamPoS 5000 Terminal. Installation included when ordered with TeamPoS 5000.	\$ 495	¹ N/A	TBA

¹ Installation included when ordered and installed with TeamPoS 5000 terminal.

Standard non-system (VAR) TeamPoS discounts apply to both the TeamPoS 5000 and this board. These discounts are set at 38%, with an additional 3% for providing 60 days lead time for a total of 41%. The larger TeamPoS discounts available in association with **ISS45** sales are **not** available under this program. An **ISS45** RETAILpartner agreement or TeamPoS VAR agreement must be in place to enjoy these discounts.

SCANNER AND SCALE UPGRADES

At this time the TeamPoS 5000 / 2001 Emulation Terminal does not support MDL. If MDL scanners and scales are installed, those units must be upgraded to RS232. The ICL upgrades are listed below. RS-232 upgrades are available for some other scanners from their respective manufacturers.

For the Series9000, order:

PIN	Item	Price	Inst	Maint
55900/001	Series9000 RS-232 Scan Interface	\$ 90	\$ 50	INCL
59841/001	Series9000 RS-232 Scale Interface	70	INCL	INCL
52413/001	Series9000 RS-232 Scanner Cable, 5M	60	INCL	INCL
51765/001	Series9000 RS-232 Scale Cable, 5M	60	INCL	INCL

For Orion, order:

PIN	Item	Price	Inst	Maint
51042/001	UIF2 Board	\$ 195	\$ 50	INCL
11845/001	Scanner Cable, 3M	90	INCL	INCL
11845/002	Scanner Cable, 5M	90	INCL	INCL
16704/001	Scale Cable, 3M	90	INCL	INCL
16704/002	Scale Cable, 5M	90	INCL	INCL

Checkstands that do not have an Orion Scanner Power Supply (or other MDL power supply) already installed must order one of the following:

PIN	Item	Price	Inst	Maint
18127/001	Orion Scanner Only PSU	\$ 150	INCL	INCL
10488/001	Orion Scanner/Scale PSU	150	INCL	INCL

Reseller discounts on all the above scanner and scale upgrades is 40% to authorized Orion or Series9000 RETAILpartners. Resellers who are not RETAILpartners for the Orion or Series9000 do not enjoy discounts, but may purchase the scanner upgrade items at list price.