



Update

ISS45 Development Plans

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ActiveStore? SQL-based PoS? Self-Scanning? Gas Pump Interfaces? Scan-free tendering? Important new merchandising, promotional and frequent shopper systems? Powerful new Electronic Payments applications? They're all in the **ISS45** development plans, and many of these will be completed in the very short term.

ISS45 was designed with a "20-year" architecture, designed to adapt to the new types of features, processors, terminals, peripherals, databases, LANs and operating systems the market will adapt and demand for a long future. For success in the PoS business it is essential to meet unusual customer requirements, customizing the system quickly and at the lowest possible cost.

Though recently released, **ISS45** has already demonstrated its flexibility with hundreds of new features and fast response on bug fixes. Its "3-tier" architecture with separate Presentation, Logic and System layers, has also proven its value — remember the trouble-free release of **ISS45**'s NT version last year, where only the system layer was changed, insulating the Logic and Presentation functions from the long and frustrating debugging process that normally accompanies major software changes.

By any measure — user satisfaction, sales, stability or worldwide use — **ISS45** has been a standout success and ICL is committed to its long-term development and enhancement. Below, you will find a listing of ICL's development plan for **ISS45** over the current planning horizon.

ISS45 PRODUCT ROAD MAP

ICL is implementing the following scheduled plans for **ISS45**, in rough chronological order. As always, before making critical customer commitments, it is important to check with ICL to confirm the current schedule. The following plans are obviously subject to change, and any dates reflect our best forecast only at this point in time.

- **Version 7.6** This feature releases on the Version 7 platform — including new documentation and a new Electronic Library — are planned for completion in Q199. See Marketing Bulletin 1141 for content and details.
- **General Release of ISS45 V8.** The Version 8 product provides a full GUI back office running on Microsoft NT and using Microsoft SQL as the master system database. Either Microsoft NT Server or NT Workstation can be used, and the product is compatible with both SQL Server and SQL workstation. This general release to all users is pending completion of its very successful field trials.
- **General Release of Windows PoS.** This is a new PoS service for **ISS45** to enable users to use Microsoft NT as the platform for PoS terminals. This general release to all users is pending completion of its very successful field trials.

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- **Windows PoS on Windows98.** This product enables users to chose Windows 98 as the operating system for the PoS terminal instead of Windows NT. The primary reason for this development effort is to support dual-screen VGA on Windows PoS, a feature not available in the NT class operating systems until Windows2000. Release of this version will be completed in tandem with the General Release of Windows PoS.
- **BCOM.** Similar in features to BHCS, this TCP/IP communications utility uses the new **ISS45** Active-X business objects for **V8** to implement movement and file maintenance commands from host. This product is currently in field trial, many users will request customization to match specific host requirements.
- **Plourde system interface.** A system payments interface for **ISS45** using a single-LAN implementation with Plourde's NT PaymentMaster software is in the development process. This interface will operate with Windows PoS only. Certification is planned for Q299.
- **MicroTrax system interface.** This system payments interface for **ISS45** will use a single-LAN implementation with the MicroTrax electronic payments software. This interface will operate with Windows PoS only. Certification is planned for Q299.
- **Dual graphics display.** This option will allow dual screens with different content for shoppers and clerks. This feature will be available on WinPoS only, and delivery will be with the initial General Release of this product.
- **ActiveStore.** **ISS45** will implement ActiveStore in a series of releases over the coming years as additional specifications are generated by the ActiveStore industry group. **ISS45** was demonstrated with the ActiveStore user interface at both PoS (Windows PoS) and Office (**V8**) at the 1999 MarkeTechnics show in February. This user interface will be a standard feature of **ISS45** in new releases of WinPoS and **V8** in Q2 or Q3.
- **Shopper-specific promotions — in-store.** The **ISS45** Frequent Shopper Express system is being enhanced to use both the "scheme" and "segment" data available in the **ISS45** Advanced Promotions Member Card file. This will enable users to create and execute shopper-specific promotions, using the complete scope of promotion-creation tools in the Advanced Promotions option. **ISS45** RoundHouse — the host consolidation and distribution system for Frequent Shopper Express — will be enhanced in parallel to support these new capabilities. This release is planned for Q299.
- **Shopper-specific promotions — on-line.** The **ISS45** Corema interface is complete and released, but will continue to be enhanced to meet new merchandising requirements. **ISS45** will interface with "Corema Lite" when available — scheduled for late 1999.
- **Portable Personal Shopper.** This product from Symbol Technologies has proven very exciting to the market, enabling shoppers to scan groceries themselves as they place them into the shopping cart. At tender time, a clerk simply calls up the entire pre-scanned transaction and shoppers are on their way. **ISS45** is currently interfaced with the Symbol system with a specific type of implementation, but a new interface permitting different types of in-store operation will be provided by ICL as early as Q299 or Q399. This implementation would open a transaction for each use of a customer device, therefore offering complete promotional capability in real time in the lanes.
- **SCOT.** This self-scanning product has developed considerable customer interest with one **ISS45** user, and ICL is undertaking the interface project. This project is scheduled for completion in Q3 1999.
- **Global45.** This is the current name of a product to be developed in the future. The current commitments regarding **Global45** are limited to (1) the product will be heavily ActiveStore Compliant, (2) the product will be a mixture of ICL RAFT/GS4 technology and **ISS45** features and engineering and (3) the product will most likely be released in 2001.

- **Version x.7.** These parallel feature releases on the Version 7 and Version 8 platforms — including new documentation and a new Electronic Library — are planned for completion in Q3/Q499. Feature content of x.7 is not available at this time.
- **NT PIP.** This project will allow a “PIP” (Processor in PoS) configuration so that a single terminal can act as both a terminal and an **ISS45** Controller Service. Currently, this option is available using a DOS terminal configuration only. Delivery of this option can be completed in 1999 and the precise schedule will depend upon customer requirement.
- **Fuel Interface.** **ISS45** currently provides a fuel interface option, but a new interface involving an entirely new “terminal personality” is planned for release in 1999. Pay-at-pump capability will be included. Precise release dates will depend upon customer schedule and additional specifications.
- **Windows CE.** This Microsoft platform may become available at a significantly lower cost than full-blown Windows NT and use fewer resources — enabling lower hardware cost. ICL plans to implement Windows CE at PoS when a loadable version is available from Microsoft — at this point, CE is ROM-based, and TeamPoS and other PoS terminals, for example, cannot run the product.
- **Hardware platforms.** **ISS45** development to include new platforms from ICL and other manufacturers is a continuous process. At this writing, several new CPU, display and printer options are in development.
- **Full Hosting.** **ISS45** is considering the addition of a complete hosting package that will manage the complete **ISS45** system, including code, setup and parameters in addition to the standard file maintenance. There are no release dates available, although a demonstration version is available. This would involve a major chainwide MIS decision, and support methods as well as general product development are among the significant decision points. This product could be the replacement for the narrower Remote Software Manager product discussed below.
- **Remote Software Manager.** This product is designed to simplify maintenance of a large group of stores by automatically programming software upgrades and enhancements into all **ISS45** equipment in a group of stores. The upgrading will be done automatically from a dial-up or TCP/IP host at preset times, and the system will return success/exception reports to evaluate completion and take any additional required actions. There are a great many possible solution directions, and ICL is soliciting customer input regarding the best architecture for this product.
- **U-Scan.** This self-scanning product has performed well in early tests, and ICL began an implementation for a specific customer. This development was shelved, however, when the customer decided not to implement this solution. There is no firm schedule at this time, although ICL would be very happy to restart development given specific customer interest.
- **Software platforms.** **ISS45** will be supported on Windows98 (PoS only) and the soon-to-be-released new version of Windows NT (PoS and Controller). Operating system development is continuous, and ICL’s intention is for **ISS45** to operate on all suitable new operating systems from Microsoft.

Depending upon market and customer demand, ICL may revise the order of these releases, and will almost certainly add new projects to this list or substitute for projects listed above.

The roadmap above does not extend beyond 18 months. Although interested parties often request “5-year plans,” our — and probably their own — experience has shown that feature and architectural designs beyond 1½ years can justifiably be labeled as “vaporware” and seldom come to pass in any form remotely resembling the original claim. Be certain, however, that ICL will continue to:

- Increase **ISS45**s lead in features
- Take advantage of new platform and standards technology
- Incorporate the most important and exciting retail technology products.

To your success,

Tony

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