

Partner Bulletin

STONE II

Special ISS45 *Express* Packages for 2002 Only

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At this juncture, I really should be telling a story about Bernard – about how just when I thought I could do a little work on my own at StoreNext, I find that *Bernard* has been once again contracted to tell us all products to create and how to launch them. I'd be telling you about how he appeared out of nowhere, his latest ultra-tech device procured from which venture capitalist, what kind of bizarre clothes (organic chain mail?) he's wearing today, the enigmatic advice, his trademark sudden vanishing, the screech of his vintage DeLorian as he heads back to the chic headquarters of Chartreuse.com (which, if you follow the financial markets, split 2:1 and then 3:1 in the last nine months).¹

But there's no time for all that. There are only five or six weeks left in this year, and we've got some *selling to do*.

And if you want to sell something fast, *sell this*. But do get moving – quantities are limited and January 1 is just a stone's throw away.

ISS45 EXPRESS — **STONE II**

To quote Mr. B. from last year, "Dude, this *rocks*."

Stone is rock-solid hardware with rock-solid software in a set of new **ISS45 Express** packages. Plus, they're igneous, sedimentary and metamorphic all at the same time if you get my continental drift.

Pull a sword out of this:

- The terminals are 433MHz TeamPoS 2000 "Compact" terminals with 128MB RAM, 15GB HDD. The "Compact" TeamPoS 2000 terminal provides the same features as the standard TeamPoS 2000, but in a slightly smaller chassis. See the dimensioned drawings in the TeamPoS installation technical documentation.²
- The printer is the DT-50/Epson 6000 printer (Fujitsu color and chassis) with MICR (90000057) and 3M cable. No third print head on this unit.
- The standard Fujitsu TeamPoS 92M Keyboard and 3M cable are supplied in all packages.
- The cash drawer is the Fujitsu "North American Food" drawer. This is the same excellent drawer used by most major Fujitsu accounts in North America (Albertsons etc.) with the dimensions designed for even "between the belts" installation. A 4M cable is included. See the dimensioned drawings in the TeamPoS installation technical documentation.²

¹ According to Wolf Blitzer, green Chartreuse VEP is the primary component of cruise missile fuel. And believe me, Wolf knows about these things.

² www.StoreNext.com/Dealer/manuals/TP2KInstall.pdf

- 14" CRTs are provided for each lane and the office PC.
- The office PC is the Acer 5100 with minimum 733MHz, 128MB RAM, 15GB HDD and Windows 2000.
- The 3Com 8-port 3C16701 hub is included.
- Oneac Power Filters (what else) are included for the office and each PoS lane.
- Scanner/Scales are *not* included, but 9900 Scanner/Scales are easy to add at \$1,195 Dealer Net.
- Order the operating system for the PoS terminals – either DOS or Windows2000 – separately. These have *not* been included so Dealers can choose whether to install DOS PoS or WinPoS.
- Given the significantly upgraded slices and printers and the inclusion of all components including hubs, PCs and monitors (and Oneacs) Stone II probably represents a better value than Stone from last year.

PIN	Item	Price	Inst	Maint
	ISS45 Express Stone Configurations ³			
	All ISS45 Express Stone Packages immediately below include ISS45 Express Controller Service Software License (44555/003), 3Com Hub (3C16701) Acer 5100 PC with minimum PIII733MHz, 128MB RAM, 15GB HDD, Win2000, Mouse etc, Oneac Power Filter for office PC (FS11015A-S4SB)			
	Each lane includes TeamPoS 2000 433MHz 128MB/20GB PoS Terminal Pkg., 14" SVGA Monitor, DT-50/Epson6000 Printer (w/MICR) and 5M printer cable (PB600562), 92M Keyboard w/o MSR (53876/001M) and 3M keyboard Cable (50275/002), NAF Cash Drawer with lock (45142/001) and 4M Cable (PB501006), Oneac Power Filter for Terminal (FS11015A-S4SB).			
	ISS45 Terminal Software License (45455/001), ISS45 LAN Software License (45445/001).			
	No Terminal Operating System Licenses, No Scanner/Scales.			
45480/S13	ISS45 Express Stone II 1-Lane Package	\$ 7,995	\$ 650	\$ 1,693
45480/S23	ISS45 Express Stone II 2-Lane Package	11,595	650	2,152
45480/S33	ISS45 Express Stone II 3-Lane Package	15,595	750	2,611
45480/S43	ISS45 Express Stone II 4-Lane Package	20,595	950	3,070

Dealer discount on the above packages is **40%**. No additional discounts whatsoever will be considered.

³ StoreNext reserves the right to substitute equal or better components within these packages as required by material availability.

LIMITATIONS

- Packages are available only from 1-4 lanes. Five lane and larger packages are not available.
- StoreNext reserves the right to substitute equal or better components within **ISS45 Express Stone II** packages as required by material availability.
- No other rebates, discounts or other considerations apply to **ISS45 Express Stone II** product configurations.
- Dealer discount is 40%.

AVAILABILITY

- **ISS45 Express Stone II** packages can be ordered immediately, but are unlikely to ship until early December.
- **ISS45 Express Stone II** packages must be scheduled with Requested Delivery Dates within two weeks of StoreNext's receipt of the order.
- All **ISS45 Express Stone II** packages must be specified for shipment by December 31, 2002. This program is not planned to continue into 2003.
- **ISS45 Express Stone II** quantities are limited. Orders will be accepted based upon availability.
- StoreNext considers **ISS45 Express Stone II** to be a special new program, and due to the especially aggressive pricing and terms, StoreNext's typical standards for notification of terms and pricing, including price increases, cannot and will not apply.
 - Dealers choosing to participate by marketing **Stone II** must understand that these packages have limited availability in both duration of the program and quantity, and that its current content or pricing may change.
 - StoreNext will notify Dealers of any pricing, content or program changes or discontinuance with as much notice as possible. Notices may have immediate effect.
 - Naturally, StoreNext will not change the price of any **Stone II** system once the order has been accepted.

GO!

To Your Success,

Tony

Antony van Soenter