


## ISS45 Nash Finch Conversion Program

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Fujitsu Transaction Solutions and Nash Finch are pleased to announce a Nash Finch Conversion Program to be implemented by Nash Finch, Fujitsu and the Fujitsu ISS45 Dealer Network. This plan is to benefit retailers who need to convert to Nash Finch as their primary wholesaler and need their retail technology upgraded.

 Nash Finch is extremely motivated, and will do everything possible to help Dealers make this program a success. Expect to work closely with Nash Finch to get these deals on the table for many stores.

The following outline describes the program.

### FOR THE DEALER...

- The Nash Finch retail grocer will receive a 20% discount on software and a 25% discount on hardware.
- The Dealer will receive a 52% discount on terminal and scanner<sup>1</sup> hardware from Fujitsu. This discount will apply whether full or partial terminal hardware is required and sold. Standard 40% discounts will apply for platform hardware, software, and ISS45 Application Software.
- Dealers will be exempt from any rebates or payments to Nash Finch at both the headquarters and regional levels.
- Dealers will work closely with Nash Finch technical personnel to determine the amount and type of software and hardware required to support the ISS45 software. In all cases, Dealers will submit/confirm pricing proposals with Nash Finch prior to offering the proposal to the retailer.
- Dealers will submit base installation and training cost guidelines that will be used by Nash Finch as a reference when meeting with retailers.

### FUJITSU ...

- Fujitsu will pay a special rebate to Nash Finch on behalf of the Dealers on all hardware sales that are identified with this program. There will be no payments on software sales. Dealers will pay **no** regional or headquarters rebates.
- Fujitsu will provide the dealer with a 52% discount on terminal and scanner<sup>1</sup> hardware from Fujitsu. This discount will apply whether full or partial terminal hardware is required and sold. Standard 40% discounts will apply for platform

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<sup>1</sup> The Dealer may also choose the then-current "Dealer Net Price" option for the 9900 Scanner/Scale if that price is lower.

hardware, software, and ISS45 Application Software. Note that the 40% on ISS45 will apply in this program regardless of the fact that "full hardware" may not be required or purchased by the end user.

- Fujitsu will offer a special \$100 per store rebate to the retailer (passed through via the Dealer) for the purchase of Axiohm Refurbed 756 printers for all lanes of a store. This will further lower the cost of the upgrade for the Dealer and the grocer.
- Fujitsu will provide sales and marketing materials for Nash Finch personnel and stage kick-off meetings where appropriate for the program.
- Fujitsu will provide a Nash Finch Conversion Pricing Configuration to its dealers and an edited version to Nash Finch to facilitate order processing with Fujitsu.

#### NASH FINCH...

- Nash Finch will provide Fujitsu dealers with updated lists of any prospects they are considering for the conversion program. This will include all available site information. At this time there are 42 store sites targeted for this program.
- Both Corporate and Regional Nash Finch staff will support and endorse this program to the target sites and will work closely with Dealers to make the program successful.
- Nash Finch will provide marketing support to Dealers linking Nash Finch and ISS45.
- Nash Finch has committed aggressive turnaround times for all pricing proposals submitted by the Fujitsu Dealer.
- Nash Finch will allow Fujitsu to market, promote advertise and announce this program to the Supermarket Industry, as Fujitsu deems appropriate in order to leverage the programs success against its costs to Fujitsu.

#### EFFECTIVE DATES AND LIMITATIONS

- This program is effective and available immediately. Orders must be in-house at Fujitsu by August 30, 2002 and shipments must be complete by September 27, 2002 to qualify.
- The special pricing and discounts in this program cannot be used for any other sales campaign or proposals, inside or outside of Nash Finch. All stores for which this program is used must be targeted by Nash Finch and approved by Fujitsu.
- Since this program requires the above-stated involvement of Nash Finch, no orders currently in house will be revised to accommodate this program.

Nash Finch is determined to work closely with the ISS45 Dealers to drive ISS45 into these stores and roll them over to new technology. Different stores will require different levels of hardware to operate successfully, but the end result will increase Dealers' business and the installed base for additional long-term revenues.

To Your Success,



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*K.C. Potts*  
Senior Sales Director