

Partner Bulletin

Lynk Systems Electronic Payments for ISS45

MB-ISS45-1178
February 25, 2002

Fujitsu Transaction Solutions Inc. is pleased to announce that Lynk Systems Inc., a national provider of electronic payment services, has partnered with Fujitsu to bring a new complete payments solution to the U.S. grocery market for the processing of Credit, Debit, EBT, Gift Card and other electronic transactions.

Lynk now provides the front end of a fully system-integrated PoS solution for V7 WinPoS, **V8** WinPoS and DOS, including dial-up, ISDN, VSAT and frame relay communication alternatives. Lynk's integrated solution includes:



- Lynk Integra payments software, which can be run on the ISS45 server or a separate PC
- "System-Integrated" design – no separate LANs. The payments data rides the same LAN as PoS
- Shopper activation – shoppers can swipe their cards any time during the checkout process
- Allows a single PoS EFT key on the keyboard – Lynk application on the PIN Pad tells the PoS what kind of transaction the shopper has initiated so the checker doesn't have to ask the shopper
- DUKPT fully supported on DUKPT-qualified payments terminals
- Receipts are printed on the ISS45 PoS printer
- Designed for ease of use, plus easy installation and support for a Dealer
- "LynkAssist" system provides on-line reporting for the grocer at no cost

Just as important, Lynk has built a Dealer program for resale and support that is sure to look very good to ISS45 Dealers. Lynk offers hardware alternatives at an attractive value/price point, and the software pricing for the Dealer is extremely aggressive.

Lynk's strategy for the Tier II and Tier III markets is to work with Dealers to provide complete payment solutions to your customers. Recognizing the value of the ongoing relationship Dealers have built with your customers, Lynk also considers the Dealer as an essential long-term partner – to back this up, Lynk has announced a special Dealer compensation schedule that provides the Dealer with a perpetual stream of monthly residuals from Lynk installations.

As a further incentive to kick-start this program, Lynk is offering ISS45 Dealers an opportunity for a limited-time: Dealers who sign a Dealer Agreement with Lynk by March 15, 2002 will receive a **100% Dealer discount** on the Lynk Integra Payments Software. This special discount

¹ According to both Fujitsu's CFO and Head Corporate Counsel, this statement can apparently be interpreted as "the software is free ..."

will apply for any sale where the retailer signs a transaction processing agreement with Lynk by May 1, 2002. Sites must be installed and operational by July 1, 2002.

An ISS45 interface to the Lynk Integra system is required from Fujitsu. Order:

PIN	Item	Price	Inst	Maint
45180/072	ISS45 Lynk Systems Payments Interface	\$ 695	\$ 100	\$ 100

Standard 40% Dealer discounts apply.

Please join me in welcoming Lynk – they offer an important new option for the U.S. grocery market and the Dealers that serve it. Lynk is on the web at www.lynksystems.com, and feel free to contact Ron or Roy at Lynk for further information or to answer any questions you may have:

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To Your Success,

Tony

Antony van Beverter
Director: Supermarket Systems