

## Partner Bulletin

### Save-A-Lot Dealer Program for ISS45

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Save-A-Lot Stores has chosen ISS45 as the preferred PoS system for all Save-A-Lot Licensee stores as well as all Save-A-Lot corporate stores. This preferred system – currently installed in all corporate stores – will position the Save-A-Lot licensees for taking full advantage of all current and future Save-A-Lot IT opportunities. Since there are over 1,000 Save-A-Lots with an ambitious and continuing expansion plan, this SAL decision opens a significant market for ISS45 Dealers.

Save-A-Lot's IT group has voiced concerns regarding consistency of ISS45 configuration, pricing, installation, maintenance and support across a nationwide group of diverse Dealers. According to Save-A-Lot, such inconsistencies have been very costly and time-consuming in the past, and SAL's management had therefore indicated a preference for purchasing ISS45 systems for all licensed and corporate stores via a single local Dealer, RDS of St. Louis. In order to enable all Dealers to participate, however, StoreNext and RDS St. Louis have created (and now revised) the StoreNext SAL program detailed in this bulletin. SAL has accepted this program with the provision that Dealers who are unable to implement the program as specified will no longer participate.

Under the program, Dealers operate in a modified "drop" mode, where the SAL licensee orders the system from SAL directly, and SAL communicates the order via RDS-St Louis and StoreNext to the Dealer who delivers and takes the revenue and profit. Dealers may be called upon to conduct installation. One of the most important aspects of this agreement is that the selling time and effort for Dealers is entirely eliminated due to the fact that the SAL program is standardized and pre-approved for SAL licensees. To enforce this choice, SAL licensees failing to take this program cannot participate in SAL's Host program. They also could not have access to SAL's key "GM" merchandise – which creates a major business incentive to SAL licensees to install the prescribed SAL-approved systems with you, the local Dealer. Pricing, as you will see, is very low, making competing systems even less attractive.

As you would imagine, Dealer margins on SAL stores are tighter than usual, owing to the fact that Save-A-Lot is essentially a Tier I chain with the buying power of a 1,000-store group. The ease of the sale due to SAL inducements and licensee control should make this new Save-A-Lot program a valuable revenue stream for your Dealership.



To Your Success,

**K.C**  
K.C. Potts

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## GENERAL CONDUCT OF A SALE

- 1) To participate in a SAL licensee retailer sale, the Dealer must have joined the SAL program, including agreement to comply with all SAL Program rules and restrictions.
- 2) The Dealer agrees to refrain from any calling on Save-A-Lot corporate or Save-A-Lot licensees. Upon signing the Save-A-Lot/StoreNext compliance agreement letter and submission to the StoreNext Program Manager, the Dealer should have received a Save-A-Lot District Manager contact list for the purpose of introducing his company and himself and to establish a working relationship with that Save-A-Lot District Manager.
- 3) Any Dealer who did not respond or failed to submit the Save-A-Lot/StoreNext compliance agreement with the appropriate signatures was notified by the StoreNext Program Manager that they are not part of the SAL program and that StoreNext assigned a Program Dealer to participate in the SAL Program in this assigned territory.
- 4) The SAL licensee retailer will contact SAL headquarters directly to schedule purchases, install and training. All schedules are coordinated by SAL only, based upon SAL resources – Dealers should not attempt to sell or schedule these activities or contact SAL to do so.
- 5) The SAL DM or Licensee will identify the Program Dealer to SAL headquarters and this information will be noted on the electronic order.
- 6) SAL completes a Save-A-Lot Electronic Order Form.
- 7) SAL sends the complete electronic order to RDS, including the RDS items and the StoreNext items.
- 8) RDS notifies the StoreNext Program Manager of the required StoreNext equipment, in the form of an electronic order form.
- 9) The StoreNext Program Manager sends the electronic order form to the appropriate StoreNext Dealer.
  - a) The installation date will be included with the order form. It is the Dealer's responsibility to ensure that the Dealer's installation team is available as required to complete the installation
- 10) The Dealer is responsible for ordering the StoreNext products. StoreNext has a set of SAL store package PINs – Dealers order the appropriate lane count package from StoreNext. See Page 4 below for these products.
- 11) All equipment is delivered to the SAL integration facility at RDS St. Louis and staged for installation.
- 12) StoreNext will invoice the Dealer for the orders using StoreNext's standard payment terms and cycles.
- 13) The Dealer invoices the SAL licensee for the StoreNext portion of the order:
  - a) SAL will invoice the SAL licensee directly for the RDS portion of the order.
  - b) SAL will invoice the SAL licensee directly for the SAL portion of the order.
- 14) All equipment is integrated and shipped to the store ready for installation.
- 15) The SAL licensee pays the Dealer as per invoice for StoreNext-supplied products.
- 16) Save-A-Lot will normally use the SAL Program Dealer for the installation and may also use the SAL Program Dealer for training. The installing Dealer must follow installation guidelines as specified by Save-A-Lot. Dealers must be willing to perform installation

and/or training services at the published prices (below) for both SAL licensee and corporate stores in the Dealer's territory. If a Dealer chooses not to perform such services when called upon, the Dealer will be considered to have opted out of the SAL program.

- 17) All hardware maintenance and software support will be provided centrally by RDS under a depot arrangement. The Dealer may not solicit maintenance services without prior express written approval from the StoreNext Program Manager. Failure to adhere to this condition will result in the Dealer being removed from the SAL program.

All StoreNext Dealers are eligible to participate in this program.

- 1) Dealers agreeing to specifically comply with all program rules and restrictions may join the SAL program.
- 2) The Dealer may not modify the products, pricing, terms, conditions or conduct of the SAL program.
- 3) Licensees may elect to use certain existing equipment provided it is approved and compatible with the SAL Hardware and Software Solution Program. Any such variance will be handled by the SAL Project Coordinator only and will be reflected in the order provided to the Dealer.
- 4) SAL headquarters has indicated that SAL will cease to work with Dealers who fail to follow the program. In this occurrence, SAL will direct the StoreNext Program Manager to reassign the SAL territory to another Dealer in the SAL program.
- 5) If special exceptions are necessary due to unusual circumstances, the StoreNext SAL Program Manager will work with SAL and RDS and provide written agreement to the Dealer if the exception is approved. See below for the proper contacts.
- 6) All StoreNext purchases of the SAL products (below) will be credited against the quota of the selling Dealer and fully eligible for Centurion Club. Purchases by the Dealer of RDS or SAL components are not eligible for quota or Centurion Club credit.

## DEALER CONTACTS

- Dealers requiring further information or assistance with order-specific situations must contact the designated contact at RDS St. Louis. The current RDS Program contact is: Tom Gleissner, (314) 647-4444, ([tgleissner@rdspos.com](mailto:tgleissner@rdspos.com)).
- Dealers may also contact the StoreNext SAL Program Manager with issues regarding the program. The current StoreNext SAL Program Manager is K.C. Potts, who can be reached at 847-397-6245 ([kcpotts@StoreNext.com](mailto:kcpotts@StoreNext.com)).
- ***Under no circumstances should the Dealer contact SAL headquarters.***

## PRICE LIST AND DISCOUNT SCHEDULE

### *StoreNext Items*

StoreNext provides a set of standardized approved PINs specifically for SAL stores. These are the *only* StoreNext products approved for sale to SAL licensees, and Dealers may purchase these packages *only* for SAL licensees – they may not be sold to any other customer or purchased under any other circumstances.

The “SAL Price” below is the price paid by the SAL licensee to the Dealer, the “Dealer Price” is the invoice price paid to StoreNext by the Dealer for these items.

PIN	Item	List Price	SAL Price	Dealer Price
	<p><b>Save-A-Lot ISS45 Store System</b> — Each system includes ISS45 Controller Service Software (44555001), Concord Interface Option (45180017) ISS45 Mid-Tower PC (45DTPC) and 15” Flat Panel monitor (90000740).</p> <p><b>Each Lane</b> includes ISS45 PoS Lane Software (45455001), ISS45 LAN Software (45445001), TeamPoS 2000 566/128/20GB Slice with embedded Windows 2000 OEM, TeamPoS 2000 Front Door W/Lock (90000219), 92M Keyboard (53876001M), 92R Kb Cable 5M (50275003), Axiohm 758/MICR printer (PB600554), Axiohm/Epson Cable 5M (PB600509), TP10 Cash Drawer with Lock (54258002), Cash Drawer Cable, Integrated .22M (PB600331), 15” Flat Panel Display (90000740), Weights &amp; Measures Label (PB600558).</p>			
45480/SL3	3-Lane Save-A-Lot ISS45 Package	\$ 21,699	\$ 16,605	\$ 13,019
45480/SL4	4-Lane Save-A-Lot ISS45 Package	27,932	21,375	16,759
45480/SL5	5-Lane Save-A-Lot ISS45 Package	34,852	26,670	20,911
45480/SL6	6-Lane Save-A-Lot ISS45 Package	40,503	31,440	24,302
45480/SL7	7-Lane Save-A-Lot ISS45 Package	46,952	36,210	28,171

### *RDS Items*

These items below are ordered by RDS for the SAL licensee. The "SAL Price" below is the price paid by the SAL licensee to RDS.

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<b>PIN</b>	<b>Item</b>	<b>List Price</b>	<b>SAL Price</b>
	RDS SAL Package, includes 8-Port Hub, Stacking Trays, Extra Tills, Program Setup and Burn-In, Keyboard Pedestal, Monitor Pedestal		
RDS3	3-Lane Save-A-Lot Package, RDS Components	N/A	\$ 3,006
RDS4	4-Lane Save-A-Lot Package, RDS Components	N/A	3,258
RDS5	5-Lane Save-A-Lot Package, RDS Components	N/A	3,510
RDS6	6-Lane Save-A-Lot Package, RDS Components	N/A	3,762
RDS7	7-Lane Save-A-Lot Package, RDS Components	N/A	4,014

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### *Save-A-Lot Items*

These items below are ordered from SAL by the SAL licensee. The "SAL Price" below is the price paid by the SAL licensee to SAL.

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<b>PIN</b>	<b>Item</b>	<b>List Price</b>	<b>SAL Price</b>
	750VA UPS, 500VA UPS, Magellan Scanner/Scale w/1-Year Warranty, Lexmark 312E Printer w/3-Year Warranty, (1) Falcon 330 Ordering Device with Base (1) and miscellaneous (Keyboard Cover, Printer Cable, Mouse, Pocket, Power Strip, Manual, Tel Line Protector, etc.)		
SAL3	3-Lane Save-A- Lot Package, SAL Components	N/A	\$ 8,010
SAL4	4-Lane Save-A- Lot Package, SAL Components	N/A	9,915
SAL5	5-Lane Save-A-Lot Package, SAL Components	N/A	11,820
SAL6	6-Lane Save-A- Lot Package, SAL Components	N/A	13,725
SAL7	7-Lane Save-A- Lot Package, SAL Components	N/A	15,630

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**Save-A-Lot Electronic Payment System (SALEPS)**

The items below are ordered by the licensee to SAL. The "SAL Price" below is the price paid by the licensee to SAL.

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<b>PIN</b>	<b>Item</b>	<b>List Price</b>	<b>SAL Price</b>
	Everest Terminal w/Application and hardware. <b>Each Lane</b> includes Cables and Encryption, Service Desk Everest Terminal w/App, Terminal Initialization Fee, Nova/Systech Controller, Verifone 900R Printer w/Cable, LAN Cable and Connectors, EFT Terminal Stands		
SALEPS3	3-Lane Save-A-Lot Package, SAL Components	N/A	\$ 2,855
SALEPS4	4-Lane Save-A-Lot Package, SAL Components	N/A	3,350
SALEPS5	5-Lane Save-A-Lot Package, SAL Components	N/A	3,835
SALEPS6	6-Lane Save-A-Lot Package, SAL Components	N/A	4,325
SALEPS7	7-Lane Save-A-Lot Package, SAL Components	N/A	4,810

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### *Dealer-Supplied Items*

The Dealer will supply the following items to the SAL licensee at these prescribed prices. Dealers may source these items as desired, and will be paid by the SAL licensee as below.

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<b>PIN</b>	<b>Item</b>	<b>3 Lane</b>	<b>4 Lane</b>	<b>5 Lane</b>	<b>6 Lane</b>	<b>7 Lane</b>
N/A	Category 5 Cable for Lanes	\$ 81	\$ 108	\$ 138	\$ 167	\$ 197
N/A	Connectors	71	95	119	143	166
N/A	Category 5 Cable Termination	255	340	425	510	595

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### *Installation*

The system will be pre-staged, integrated and readied for installation prior to shipping. Dealers will be contracted to perform installation at SAL's sole discretion. Assuming the Dealer is contracted by SAL to perform installation services, the following SAL licensee pricing will apply:

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<b>PIN</b>	<b>Item</b>	<b>3 Lane</b>	<b>4 Lane</b>	<b>5 Lane</b>	<b>6 Lane</b>	<b>7 Lane</b>
N/A	SAL System Installation	\$ 425	\$ 500	\$ 575	\$ 625	\$ 700

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### *Training*

Dealers may be contracted to perform Training at SAL's sole discretion. If the Dealer is contracted by SAL to perform training services, the following SAL licensee pricing will apply:

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<b>PIN</b>	<b>Item</b>	<b>3 Lane</b>	<b>4 Lane</b>	<b>5 Lane</b>	<b>6 Lane</b>	<b>7 Lane</b>
N/A	SAL System Training	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000

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