

Product Bulletin

StoreNext U-Scan Self-Checkout — Product Information Package

MB-SC-1201 Issue 3
May 30, 2006

Note: this Issue 3 provides then new (much lower) Software Maintenance and Support pricing, plus clarifications of service, support and installation questions. POS software requirements are listed, as is a new section describing specifically how to configure U-Scan with ISS45 or ScanMaster Express and Espresso. The compatibility section has been updated as well as parts required for the new \$10 bill, plus of course the usual minor modifications. Changes of significance are in **red**.

StoreNext Retail Technologies is very pleased to offer U-Scan Self-Checkout for independent grocers. Through StoreNext Dealers, Independent grocers now have the finest self-checkout system ever developed with great pricing and integration to both ISS45 and ScanMaster.

StoreNext has instituted low-cost Start-Up Kits to get Dealers the necessary demonstration systems at minimum cost. See the Configuration and Pricing section beginning on Page 19 below. See also the [U-Scan All-In-One Page](#) on the StoreNext Dealer Web site for the latest complete and current information.

Here is a quick summary of the main selling messages for your accounts:

- *The industry's leading self-checkout system* — U-Scan has been the #1 system in the grocery industry for many years and has the industry's best track record of grocer and shopper acceptance and success.
- *Shopper service focus for the independent* — although self-checkout will certainly bring the independent grocer and regional chain opportunities for cost reductions, probably the most important factor will be the increases in shopper satisfaction brought on by the better and faster service.
- *Labor Savings* — One cashier can do the work of two, three or four, and with the shoppers feeling they were better served.
- *Labor Repositioning* — For independents, it may be more important to use those saved labor hours to further increase their shopper service. There are dozens of shopper-oriented activities that stores can offer their shoppers, and if you ask a shopper, none of them have anything to do with running the cash register.
- *ROI that's been proved* — after years of testing, rollouts and analysis, the typical payback period of 12-14 months has been validated and accepted by the industry.
- *The Shoppers' Choice* — U-Scan's software has proved itself easier to learn and use. Try a unit at a competing store, then try U-Scan: no wonder shopper take-up of U-Scan is so high in stores that implement it.
- *Shoppers already know how* — because U-Scan is so well established, it's likely that an independent's shoppers have already seen U-Scan and learned how to use it elsewhere. That's good news for the independent, since shoppers have already accepted the system and will increase the speed of transaction usage in the store.



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- *Faster and better shopper service* – unlike other units on the market, with U-Scan the attendant doesn't have to walk over to the shopper's station to assist a shopper or intervene in a transaction. This can all be done from any version of U-Scan's attendant station — including an attendant station that's based on the Fujitsu iPad.
- *Modular and changeable* – Only U-Scan can be upgraded without changing the main module where the vast majority of the cost resides. The same module can be changed from a right-hand bag to a left-hand-bag, from a 1-bagger to a 3-bagger to a 5-bagger without changing the main unit.
- *Shoppers wait less* – with a U-Scan pod, there's only one line for shoppers, making sure that a shopper won't get in a "bad" line behind a slow self-checker. Other systems require the shopper to get in a line and hope for the best in that one lane — obviously a shopper-satisfaction risk.
- *A safe supplier* – Fujitsu's heavy commitment to self-checkout and continued building of the U-Scan division after its purchase ensures a steady source of supply to StoreNext Dealers.
- *The best security in the business* – with the item/weight database security in U-Scan, plus the digital security camera, experience has demonstrated that self-checkout orders are at least as accurate — and often more so — than standard staffed lanes. In fact, part of the ROI is the immediate increase in produce revenue that typically results from shoppers using the right PLUs for higher-priced produce varieties (whereas checkers often take the "standard delicious apple" for example).
- *Attack the C-stores* – if shoppers know they can get in and get out fast, they'll shop their "home" grocery store instead of the convenience outlet. And U-Scan gets them out the door with that milk carton in a hurry.
- *More PocketOffice integration* — you already know that iPad that works with PocketOffice, with RBO and with the coming Connected DSD. But now that same piece of hardware can go to work as a U-Scan Mobile Attendant to help shoppers with their orders when necessary.
- *ISS45 and ScanMaster integration* — most of your key installed base will work directly with U-Scan. Interfaces to ISS45 V8 and V7 are fully released with ScanMaster V2 close to completion at this writing.
- *The future* – U-Scan has made its reputation on having the best, most stable and shopper-friendly software and reliable hardware. The focus up to now has been on maximizing the number of transactions, but the coming U-Scan "MAX" again raises the bar (actually moves it side-to-side) on the industry by bringing out a full-weeks-worth-of-groceries unit with automatic dual belts that let the next shopper start while the last one finishes up bagging with no possible confusion. Fantastic.
- *Pricing* – add it all up: when you're done, you'll find that you can make more money while offering the best deal on the street.

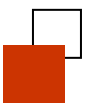
It's no exaggeration that U-Scan has the potential to double your business. And maybe just as important, it keeps your grocery store base competitive — so they'll stay as your customers in the years to come.

To Your Success,

Larry

Larry Schmitz

Business Development — Self-Checkout



U-Scan and History of Self-Checkout

The first truly workable self-checkout system was designed by CheckRobot, a division of Sensormatic. Early installations included Kroger, which remains one of the most committed self-checkout chains (now heavily rolled out with U-Scan). There were no substantial rollouts of CheckRobot, however, and eventually Sensormatic spun off the CheckRobot operation which was subsequently purchased and renamed PSI.

The first really significant supermarket self-checkout rollout was Kroger. Starting in 1999, approximately 1,000 Krogers have been installed with U-Scan. PSI's greatest success was with 450 Winn-Dixie stores, while NCR's largest rollout was Kmart, comprising approximately 500 stores.¹



Early U-Scan

In 2003, Fujitsu entered partnership negotiations with Optimal Robotics, which eventually resulted in Fujitsu purchasing Optimal Robotics in early 2004. The U-Scan division of Fujitsu now employs over 300 people, most of whom are located in U-Scan's 46,000 square foot headquarters in Montreal, Canada and the similarly-sized main assembly facility in Plattsburgh, New York.

The evidence is overwhelming that shoppers have adopted self-checkout in all installed environments, just as self-serve gas and ATMs have come to dominate their respective markets. Besides grocery stores, retailers in the drug, convenience, club store, big box, DIY and specialty store environments are currently testing the self-checkout model.

The number of self-checkout transactions has grown steadily since the 12 million in 1998. Over 700 million transactions were processed with self-checkout in 2003 alone — a 40% growth from 2002. And 2004 is predictably shaping up to be even bigger. By itself, U-Scan now has over 15,000 terminals installed in North America, located in most of the marquee names of the supermarket business.

The overall U.S. Market for self-checkout estimated at \$6.7 billion, with over 70% of grocery chains with 150 stores or more already trying or having rolled out self-checkout systems. The Tier II and Tier III grocery business is largely untapped, however. That's where the StoreNext Dealers come in!



¹ All these Kmart stores were subsequently de-installed.

Overview of the U-Scan System

U-SCAN IN A NUTSHELL

Here's what happens in a typical U-Scan environment:

- When shoppers are ready to check out, they quickly check the staffed lanes but see an open U-Scan lane and decide to check themselves out to save time. If they have children with them, so much the better, since kids are encouraged to participate, bagging groceries or even scanning the items.
- Shoppers are guided through the system by a touch screen monitor and prompted by automated voice instructions in the language of their choice.
- The U-Scan's 9950 scanner/scale scans each item before bagging. The scale is used for weighing PLU or non-bar coded items.
- A bagging station with an integrated weighing platform is located beside the scanner-scale for shopper ease and convenience. The bagging platform also serves as a security device to detect un-scanned or substituted items.
- Shoppers select a method of payment — cash, check, credit, debit, coupons, food stamps, coupons, gift certificates and so forth. U-Scan can handle split tenders the same as the underlying PoS and a number of electronic payments terminals and PIN pads are supported.
- Shoppers receive a printed receipt too, of course.
- At any point in the transaction, a nearby attendant or shopper service clerk can assist the shopper from the attendant station — including the new Mobile Attendant based on the Fujitsu iPad.



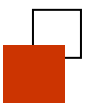
U-Scan 6 / Carousel

THE NEW U-SCAN GENERATION

StoreNext and StoreNext Dealers will be marketing the newest generation of U-Scan products. This “next-gen” system provides the latest technology and includes everything that U-Scan has learned about what makes a self-checkout system successful for both grocers and shoppers.

Compared to older and competing products, this new family of U-Scans offers a significantly smaller footprint. This new “ATM-ish” design is sleeker and looks great in the store. With the ability to easily see over the U-Scans, the front end keeps its open look instead of being weighted down by boxcar-like heavy machinery. But there are other key benefits too. The smaller space means more cashier stations in the space of the traditional checkout lanes, and with the reduced amount of metal and materials, U-Scan is now both the most respected and the most competitively priced system in self-checkout.

In addition, significant improvements have been made inside the cabinet as well. More powerful processors have been brought to bear on the process, enabling faster transactions, more powerful graphics and ease of use, and pods of six cashier stations instead of four. Digital cameras are now used instead of the older analog-to-tape models, reducing cost and maintenance.



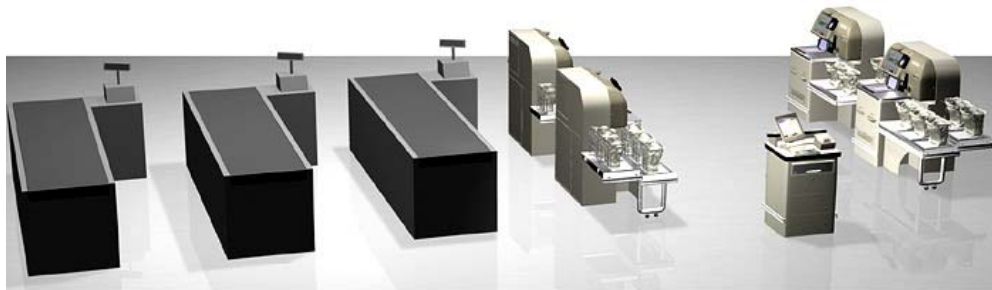
A U-SCAN LANE

The standard U-Scan lane contains a full checkout station, configured especially for shoppers instead of cashiers. The most significant differences between a standard cashier lane and a self-checkout lane are

- The increased set of devices required by self-checkout, including the cash acceptance and dispensing machines and security camera.
- The shopper-oriented touch screen, replacing the typical clerk screen
- The weighing system which enhances security by preventing items scanned from being substituted at bagging time
- The special software and drivers that operate over the standard PoS software to translate all these differences into a transaction that will be perfectly normal for the PoS. It's just as if U-Scan becomes a mechanical cashier for the standard PoS lane.



U-Scan systems in a store are almost always in multiple lane configurations. Since it is standard practice for an attendant to be nearby to assist shoppers, the most efficient configuration is to replace standard PoS lanes with a larger number of self-checkout terminals. In standard large-chain stores, for example, a typical U-Scan configuration would replace three standard lanes with four U-Scan lanes as in the diagram below.



This type of layout integrates easily into existing supermarket front-ends, and has significant advantages, for example, enabling one cashier to do job of four while significantly increasing throughput during peak hours. In fact, a configuration like this with four U-Scan stations will handle 120-140 shoppers per hour.

U-SCAN'S INTERACTION WITH THE POS SYSTEM

U-Scan is set apart from its competitors by its software as well as U-Scan's hardware. This software has gained a deserved reputation for being the best in the business for three reasons:

- *Stability* – U-Scan has been in the business a long time and has ironed out the wrinkles in this software system.
- *Man-Machine Interface* – to convince yourself that the logic of a U-Scan transaction is superior for shoppers, all you have to do is try U-Scan for the first time at any store. The graphics are great, the transaction is straightforward and everything just works the way shoppers expect. To make it this easy is hard work, and other self-checkout makers are still playing catch-up – just try self-checkout at Home Depot and you'll see why.
- *Interfaces* – U-Scan works flawlessly with the underlying PoS system to deliver the complete set of PoS capabilities while protecting the shopper from its complexity.

In the case of ISS45 for example, the U-Scan software interface has been carefully developed to wrap around ISS45's existing PoS software. You need to know that:

- The entire ISS45 terminal software continues to operate under the U-Scan lane, performing all its services as normal. The U-Scan actually behaves to ISS45 like a standard cashier, feeding it information from U-Scan's special hardware drivers and handlers and receiving the results.
- For example, when a shopper scans an item on U-Scan, it's the ISS45 terminal that looks up the price, checks the promotions, adds up the ticket and provides the results back to U-Scan, which formats these for U-Scan's special shopper display.
- And ISS45's superb transaction processing benefits a U-Scan lane just like any other lane. Make a price change? The U-Scan lanes have it with no special processes. With all of ISS45's existing benefits, this makes operating a U-Scan self-checkout store much easier.
- This integration is so complete that the ISS45 office doesn't even know there is a U-Scan attached. As far as ISS45 is concerned, U-Scan lanes are no different than standard lanes, and all reporting, balancing etc. is available normally.
- The U-Scan "interface software" actually consists of a constellation of drivers and handlers, screen generation files and touch-screen process managers that provide prompts to the shopper and a bidirectional information flow with the PoS software. Obviously, both the ISS45 terminal software and the U-Scan interface software are both equally required for a U-Scan lane to operate. This is why licenses and maintenance is required for both.

THE U-SCAN LINEUP

U-Scan is available in several modular configurations. In all these cases, the U-Scan can be revised to other U-Scan versions without changing the main module. All U-Scan units are available in a right- or left-hand bagging configuration.

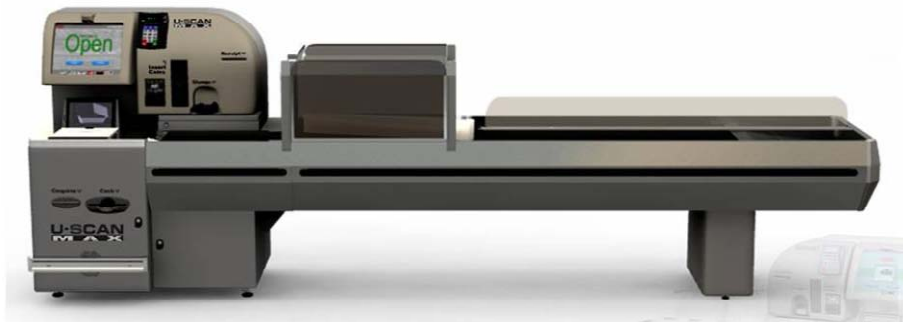
- *U-Scan 1* – is a compact, single-bag self-checkout solution ideal for small-footprint grocers. It can also be integrated within



departments of larger stores for added convenience for shoppers. (See picture on Page 1 above.)

- **U-Scan 3** – is designed for express checkout and medium-sized orders. It is identical to U-Scan 1 except for the slightly larger bagging station and a dual bill-dispenser. (See picture at right.)
- **U-Scan 5** – is similar to the three-bag system, suited to medium and larger orders. (See picture on Page 5 above.)
- **U-Scan 6/Carousel** – features a six-bag carousel-style bagging station, making larger orders easy to manage for the shopper. (See picture on Page 4 above.)
- **U-Scan MAX!** — now in test, U-Scan MAX is the answer for the largest orders, but with a great deal more sophistication than the typical large-order big-belt system.

With U-Scan MAX, all initial steps of the transaction are identical to traditional U-Scan self-checkout products (media, scanning, payment processing and so forth.) However, the “Scan-Bag-Pay” concept is replaced with a “Scan-Pay-Bag” sequence for large orders. The MAX’s first-released implementation will be a single-belted take-away in 2006. The large belt makes it possible for the entire order to be scanned and paid prior to bagging.



U-Scan MAX:

- Gives greater throughput than competing belted solutions
- Provides the highest level security for belted self-checkout solutions
- Is a natural for shoppers already familiar with U-Scan Express
- Offers quick and easy convertibility to manned lane when necessary
- If desired, the supermarket can even provide a bagger to turbo-charge the throughput.
- **U-Scan Kiosk** – the kiosk version of U-Scan (photo of concept at right) would be specifically designed for debit and credit card transactions and it dispenses cash as an added convenience. The U-Scan Kiosk will be most valuable in peripheral departments and remote locations such as delis or food courts, or as an alternative to a standard ATM. Its compact size makes it ideal for any footprint-challenged location. Please contact StoreNext for delivery status.
- **Standard Cashier Attendant Station** — this option adds a special station and cabinetry for a cashier/attendant. One of U-Scan’s major advantages over other self-checkout systems is that an attendant can handle shopper issues *without* having to physically move over to the shopper’s lane. This station (picture at left below) includes a specially-configured PC and a flat-panel monitor, PoS printer and a



hand-scanner. From this station, attendants are able to intervene in any U-Scan lane at any time, approve transactions and checks, enter drivers' license numbers and so forth.

- *Compact Cashier* – this is a compact version of the Standard station, with more compact hardware and smaller cabinetry to match. The PC and flat screen are supplied in unit (see picture below). The station accomplishes the same functions as the Standard Cashier/Attendant station above.
- *Mobile Attendant* – this new option puts all the attendant capabilities and functions on the Fujitsu iPad. The same capabilities are present as with the stationary attendant stations above.



U-SCAN SECURITY

The U-Scan system has several levels of security that deter theft and shopper error.

- An overhead digital camera discourages non-scanning or substitution of products.
- The bagging station contains a special scale that detects non-scanned or substituted items. U-Scan provides an internal item/weight database, plus it automatically adds new items to this database.
- An integrated payment mechanism limits opportunities for cashier fraud or error.
- The nearby U-Scan attendant also deters shrink.

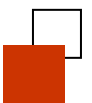
In addition to the special security aspects above, experience has demonstrated that the risk of shrink from shoppers is ironically likely to be *less* than that from sweet-hearting or unmotivated checkers. As our recent experience with Connected ShrinkTrax has demonstrated, many stores have a much more serious problem with checker fraud than with shoppers, and the more volume they switch to self-checkout, the lower the losses from fraud.

Another factor is checkers' often sloppy use of PLUs. For example, a checker will not bother identifying or looking up an exotic apple variety, choosing instead to just give the shopper the price for the standard red delicious apple. Shoppers, however, are likely to be more honest and put in the PLU for the organically-grown Gravenstein, at an extra \$1.20 per pound. This is why there is almost always an instant surge in produce revenues and profits when a store implements self-checkout.

HOW TO IMPLEMENT U-SCAN

For a grocer to get the full return out of their investment in a self-checkout system, they need to get the shoppers using it. And to do that, they need to implement self-checkout in the right way.

The good news is that the U-Scan team are absolute masters at implementation, with over a thousand installed stores. So they've got the "horizontal" experience. Even better, they have many multi-store rollouts, so they've been able to test what works, and refine it the next stores.



So when it comes to the implementation part of the U-Scan course work, make sure you pay attention and capture all that information. But a few key bullets will suffice here:

- *Target the express-sized orders* — about 15-20 items or less. This makes it easy for the shopper to handle, speeds turnover at every U-Scan lane and optimizes overall performance (since especially on long orders, clerks are faster than shoppers). Furthermore, the store will maximize the number of transactions that go through U-Scan: saving tender time in the staffed lanes is key, just as important as the number of items. Maximize transactions and you'll maximize ROI.
- *Put four U-Scan lanes in the store if you can* — four-to-six will maximize the use of an attendant. Obviously some independents will not have room for this many U-Scan lanes, but a small grocer can cover a pretty heavy rush with U-Scan plus just one lane and come out with great shopper service.
- *Flow the traffic toward the front end* — this feels more natural for the shoppers, and helps the security aspects. A side-to-side layout may look good on paper, but shoppers can get confused in the store and it doesn't work as well as you'd hope.
- *Expand the selling space* — Grocers with U-Scan have room to add product displays in the center of the U-Scan corral, and these selling spaces can be much more flexible than the typical candy-and-tabloid checkout rack. Experiments from some grocers with, for example, rotisserie chickens have dramatically increased the results from such point-of-purchase displays.
- *Watch the opening sequence* — to maximize usage and shopper service, open a staffed lane first (choose the lane closest to U-Scan) but the second cashier should become a U-Scan attendant. This way you actually jump from one lane to five lanes (in a four-lane setup) and can handle a huge amount of traffic with great service levels. Here is where the small service-oriented store can generate a lot of the ROI, since it's in slow periods that you still have to staff up for good service to man the rushes. With U-Scan, the grocer doesn't have to have so many cashiers available.
- *Lots of help at first* — use those extra clerks to help shoppers through U-Scan for the first two or three weeks. The time is very well-spent and shoppers will appreciate the effort and help. This turns out to be one of the biggest factors of whether self-checkout is accepted in the store, so don't let the grocer scrimp here. The U-Scan guys have seen too many times where the store decided to declare victory after a week, and suffered a much longer take-up ramp with shoppers as a result.
- *Opinions* — give shoppers the chance to ask questions and voice opinions. Do surveys. Make the shoppers — after all they're the ones getting the better service — a part of the conversion. If the shoppers feel like a part of the store, the ROI from that loyalty can't be duplicated any other way.
- *Signage is really important* — make sure the U-Scan signs are easy to see at the front of the U-Scan "corral." Floor stickers/arrows can help too, but make nice ones — the U-Scan team will show you how. Make sure your signage is different than other

Shoppers and U-Scan

Data from a survey of shoppers in U-Scan stores:

- Nine out of ten respondents (89%) have used the U-Scan Express Checkout System.
- 75% of the shoppers believed the U-Scan was a good addition to the store's checkout service.
- Over half (52%) chooses U-Scan for nearly every small order and an additional 20% state they use U-Scan at least once a week.

Why do Shoppers Like Most about U-Scan?

More data from a survey of shoppers in U-Scan stores:

- About one-third (32%) said the best part about U-Scan is "I don't have to wait in line."
- 12% said "Easy to use" is what they liked most.
- 3% most enjoyed "More control over the process."
- 43% said it was a combination of all three of the above.

signs at the front end, so the eye of shoppers can easily jump to the U-Scan instructions. Use extra signs at first.

- *More signage: light posts* – make sure they implement lighted open/closed signs on top of the U-Scan corral. Customers are *already* trained to look for open lights on lanes, so make it work for the grocer. Why's this a big deal? Well, in slower periods, shoppers may not see a lot of obvious activity at the U-Scan corral and wrongly assume it's closed. But it's probably hardly ever closed. Make sure a lighted sign brings them in.
- *Pods with a single queue* – this is subtle, but critical. Shoppers hate to wait in a slow-moving line. So don't set up U-Scan so there's a line for each U-Scan lane. Other self-checkout systems pretty much require that a shopper take their chances by choosing which self-checkout lane to wait in, much like a standard staffed lane.
 - What's the problem with that? The problem is that if a shopper gets stuck behind a slow shopper or a first-timer with self-checkout, they'll feel that the service was poor.
 - But if you have just one line, then the shopper can go to *any* U-Scan lane. If a slow shopper clogs one lane, there are still three others to go to.
 - This is particularly critical in the start-up phase: this is when the shoppers will have the *least* experience (most risk of being slow) but will be making up their minds whether this self-checkout is a good thing or not. This gives U-Scan a big advantage for shopper success than pick-and-hope lane configurations.



The StoreNext U-Scan Self-Checkout Program

Options for StoreNext Self-Checkout Dealers

There are three sales and support options for StoreNext Dealers marketing U-Scan self-checkout. The purpose of the different plans is to allow the Dealer optimum flexibility with respect to their support commitment and associated ongoing support revenues. Dealers who wish to provide minimum support can choose to be a Selling-Only Dealer. A Sales and Service Dealer option can be selected by Dealers desiring to optimize support revenues as well as sales revenues. Finally, Full-Service Dealers will also be trained to complete full U-Scan self-checkout installations including all configuration and setup.

The Selling-Only Dealer option (described fully below) enables software support directly from Fujitsu's U-Scan Help Desk and Software Support operation to the end user if desired. This eliminates many Dealer obstacles of taking on a new product, including training, personnel etc. This makes immediate U-Scan self-checkout sales easy for the Dealer and lowers the initial investment.

As described on Page 16 below, the Fujitsu U-Scan support group provides two standard Service Level Agreements for U-Scan self-checkout users. Where Dealers are providing these services, StoreNext recommends that Dealers offer consistent plans and pricing where possible.

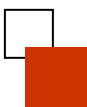
FULL-SERVICE DEALER

A Full-Service Dealer option is available for Dealers who wish to gain installation and service revenues from their U-Scan installations as well as profits from sales. To qualify as a Full-Service Dealer:

- Dealer personnel must attend and successfully complete the Sales and Cashier Training courses.
- Dealer personnel must attend and successfully complete the U-Scan Service Training course.
- Dealer personnel must attend and successfully complete the U-Scan Installation Training course.
- The Dealer must purchase the U-Scan self-checkout Start-Up Kit from StoreNext and sign the self-checkout addendum to the StoreNext Dealer contract.
- The Dealer will provide cashier training.
- The Dealer can provide installation of the U-Scan system.
 - If the Dealer decides not to perform installation, they may contract Fujitsu to install the U-Scan system for a flat fee of \$5,000 (see note 2) in standard service areas.³
- The Dealer will provide ongoing application support of the product. Users will call the Dealer for all first- and second-level support issues.
- The Dealer will contact the StoreNext 800 support number for Level 3/Level 4 support and be connected with the Fujitsu U-Scan technical support group.

² The Dealer will be billed by StoreNext or Fujitsu, and will be provided a 5% "Partnership Fee" for invoicing and collections.

³ Different install prices apply for larger or smaller implementations. Additional charges may apply in remote service areas as determined by Fujitsu.



- With Full-Service Dealers, billing for all support is done between the Dealer and the user. Fujitsu or StoreNext will bill the dealer less any amounts due the dealer.

SALES AND SERVICE DEALER

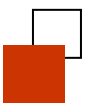
A Sales and Service Dealer Option is available for Dealers who wish to gain the service revenues from their U-Scan installations as well as profits from U-Scan sales, but choose not to qualify for installation services.

- Dealer personnel must attend and successfully complete the Sales and Cashier Training courses.
- Dealer personnel must attend and successfully complete the U-Scan Service Training course.
- The Dealer must purchase the U-Scan self-checkout Start-Up Kit from StoreNext and sign the self-checkout addendum to the StoreNext Dealer contract.
- The Dealer will provide cashier training.
- **The Dealer will schedule installation services with Fujitsu to install the U-Scan system for a set fee depending upon the location. See the Installation section on Page 17 below.**
- The Dealer will provide ongoing application support of the product. Users will call the Dealer for all support issues (first and second-level support).
- The Dealer will contact the StoreNext 800 support number for Level 3/Level 4 support.
- With Sales and Service Dealers, billing for all support is done between the Dealer and the user. Fujitsu or StoreNext will bill the dealer less the 5% dealer participation fee.

SELLING-ONLY DEALER

A Selling-Only Option is available for Dealers who do not wish to maintain a Help Desk or the customer has requested to have Fujitsu Support provide on-going support of the product. This support method is offered as follows:

- Dealer personnel must attend and successfully complete the Sales and Cashier Training courses.
- The Dealer must purchase the U-Scan self-checkout Start-Up Kit from StoreNext and sign the self-checkout addendum to the StoreNext Dealer contract.
- The Dealer will provide cashier training
- **The Dealer will schedule installation services with Fujitsu to install the U-Scan system for a set fee depending upon the location. See the Installation section on Page 17 below.**
- Fujitsu Support will provide ongoing application support of the product. Users will call Fujitsu Support for all support issues. If Fujitsu Support determines it to be a problem not related to self-checkout, then Fujitsu Support will notify the Dealer and may require the Dealer's assistance.
- With Selling-Only Dealers, Fujitsu Support will bill the Dealer for Fujitsu's then-standard hardware and software support and service charges. The Dealer will receive a 5% partnership fee on support and services provided by Fujitsu Support.



StoreNext Dealer Support

Training

TRAINING FOR SELLING DEALER (REQUIRED FOR ALL DEALERS)

The education plan for StoreNext Dealers consists of material and effort that will enable the partners to successfully present, propose and sell the StoreNext U-Scan self-checkout solution. All Dealers qualifying for self-checkout sales must be certified by passing both the Sales and Checker Training courses (see below). For all current training details, please see the [Education Page](#) of the StoreNext Dealer Web site.

Basic training includes:

Dealer sales overview course – a two-day special course has been designed for Dealer sales management and the sales team to ensure that the sales and management team understands the opportunity, market, solution, benefits, ROI, competitive strategies and the StoreNext resources available to aid them in achieving their self-checkout sales objectives.

StoreNext will typically present this course in Schaumburg/Chicago, Dallas or Montreal locations, and is also available to provide this material at the Dealer's own offices by special arrangement if a self-checkout demonstration system is available. The course outline includes an industry overview and requirements, target market profile, U-Scan self-checkout overview, terms and conditions overview, marketing and selling strategy, competitive strategy, administration (configurations, pricing, proposals and ordering) and an overview of services and support. The course is typically scheduled for two days and is included in the \$1,000 basic training charge.

Cashier Training (train-the-trainer course) – This two-day course is designed to provide your U-Scan self-checkout System Trainers with the knowledge skills, training materials and dynamics to assist them to deliver effective training. By the end of the course, session, trainees will have the knowledge they need to train cashiers, and they will also be provided with a full facilitator package containing course agendas and training tools used by Fujitsu U-Scan trainers. This will ensure that all relevant aspects of self-checkout operation are delivered in a consistent and effective way.

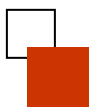
StoreNext will typically present this course in Schaumburg/Chicago, Dallas or Montreal locations, and is also available to provide this material at the Dealer's own offices by special arrangement if a self-checkout demonstration system is available. The course outline includes an introduction to StoreNext/U-Scan self-checkout, an information session, coverage of modules 1 to 9 from the Cashier Training Agenda, review and presentation of Facilitator kit, and simulated training, feedback, reinforcement of information and use of the facilitator tools. The course is typically scheduled for two days and is included in the \$1,000 basic training charge.

TRAINING FOR THE SALES AND SERVICE DEALER

The Sales and Service Dealer needs to be certified on the same capabilities as the Selling-Only Dealer (above) but will also need to be certified from both Help Desk and Hardware courses.

There are two courses required to add the service component.

Help Desk course – covers the software operations. This course takes two days and is typically offered in Montreal.



Hardware Service and Upgrade – covers the break/fix of hardware and software upgrading of in-store U-Scan systems. This course takes three days and is typically offered in Montreal.

The price for the two courses combined is \$5,000. It is likely that a Dealer may have different people attend the two sections, since help desk personnel are often different than those providing in-store hardware service.

TRAINING FOR THE FULL-SERVICE DEALER

Full-Service Dealers need only add the Installation course and certification to the courses described for the Sales and Service certifications above.

The Installation course covers the store and facilities preparation, configuration, wiring and ultimate complete installation of the U-Scan self-checkout system. This course is offered in Montreal, and is typically scheduled directly following the hardware service course described above to enable a Dealer's service person to attend both courses in a single trip. The price for the installation course is \$2,000 and normally takes two days.

TRAINING SUMMARY MATRIX

	Days	Selling	Servicing	Installing	Where
Sales	2	Required	Required	Required	Montreal, Dallas, On-Site
Cashier	2	Required	Required	Required	Montreal, Dallas, On-Site
Help Desk	2	Purchase Service	Required	Required	Montreal
Service, Upgrade	3	Purchase Service	Required	Required	Montreal
Install	2	Purchase Service	Purchase Service	Required	Montreal
Heads		1	1	1	



Documentation

DEALER SALES AND MARKETING MATERIALS

StoreNext Dealers are provided with all sales reference materials to aid in presenting and proposing the system to potential customers. These materials are available on the StoreNext Dealer Web site on the [U-Scan All-In-One Page](#). In addition, a self-checkout Sales Reference Guide will be provided to all Dealers attending U-Scan Education and Training, containing the following. (See also Sales Aids and Collateral on Page 15 below.)

- Product overview and target market for self-checkout
- U-Scan Customer presentation (PowerPoint)
- U-Scan Elevator Speech (PowerPoint)
- U-Scan Feature Function Benefit Matrix (PowerPoint)
- Product literature
- ROI information
- U-Scan Shopper Training Video
- Sample reports (customer usage, etc.)
- Configuration guide: hardware requirements, pricing, sample proposals, sample orders, support plan, and upgrade policy

SALES AIDS AND COLLATERAL

The following sales aids and collateral will be available. Starter packs of the brochures will be provided to all Dealers in good standing. Additional copies are available as priced at [The StoreNext Store](#) Web site. Electronic/Sample versions of brochures are also be available from the StoreNext Dealer Support Web site on the [Brochures Page](#) or the [U-Scan All-In-One Page](#).

Title	QTY	PIN	Part Number	Price
U-Scan self-checkout Brochure (8 Pages)	25	N/A	TBD	See StoreNext Store for Pricing
U-Scan 1 Data Sheet	25	N/A	UScan1-DS	
U-Scan 3 Data Sheet	25	N/A	UScan3-DS	
U-Scan 5 Data Sheet	25	N/A	UScan5-DS	
U-Scan 5 Data Sheet	25	N/A	UScan5-DS	
U-Scan 6/Carousel Data Sheet	25	N/A	UScan6-DS	
U-Scan MAX Data Sheet	25	N/A	UscanMax-DS	
U-Scan Self-checkout Demonstration Instructions	N/A	N/A	N/A	Electronic Only
U-Scan ROI Calculation Sheet (Excel)	N/A	N/A	N/A	Electronic
U-Scan ROI White Paper	N/A	N/A	N/A	Electronic

All Sales Aids and Collateral are Dealer Net. Discounts are not available.



SYSTEM DOCUMENTATION

Purchase of the U-Scan self-checkout system includes a set of hard-copy user-level manuals, including the Store Operators Guide (for cashiers and supervisors) and the U-Scan ISS45 System Description. Hard copies of the Technical manuals and User manuals are provided at the training courses, and electronic copies of all these documents are available at no charge from the StoreNext Dealer Support Web site.

Document Title	Date	PIN/Part	Price
U-Scan Site Preparation Guide	July 2004	N/A	Electronic
U-Scan Best Practices	July 2005	N/A	Electronic
Store Operators Guide	February 2005	N/A	Electronic
U-Scan ISS45 System Description	February 2005	N/A	Electronic
Site Preparation and Installation Guide	July 2004	N/A	Electronic
U-Scan Hardware Technical Manual	July 2004	N/A	Electronic
U-Scan Software Technical Manual (Image and Install)	February 2005	N/A	Electronic
U-Scan Trouble-Shooting Manual	July 2005	N/A	Electronic
U-Scan Reports	November 2004	N/A	Electronic

Support and Service Plans for Self-Checkout Users

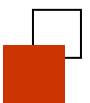
Users will need both Help Desk/Software support as well as on-site hardware service. This service can be provided by either the Dealer or Fujitsu. The following describes the Fujitsu offerings in cases where Fujitsu is providing this support, and these are also the recommended models for certified StoreNext U-Scan dealers.

STANDARD SOFTWARE SUPPORT

The Standard Software Support contract for the U-Scan software offered by Fujitsu provides software help desk support 24 hours, 7 days, 365 days per year. Time-and-materials pricing is not available for software support services.

- Dealers who are providing first- and second-level support to the store set their own software maintenance charges and will be billed \$75 per month per store or \$225 per quarterly billing. End users will pay the Dealer, who will then pay StoreNext for this service.
- In cases where Fujitsu is providing all software support, including first- and second-level support, the Dealer will be invoiced quarterly less a 5% partnership fee by StoreNext or Fujitsu. Fujitsu software maintenance charges for Level 1 – Level 4 support are typically \$750 per quarter.

Software Maintenance and Support (SMS) charges of \$184 per year per store (\$46 per quarter) will apply for each U-Scan store for third- and fourth-level software support of the POS/U-Scan interface regardless of dealer qualifications for U-Scan support. This SMS charge for the interface software and maintenance is separate from and in addition to the standard software support for the U-Scan software described above.



STANDARD HARDWARE SERVICE

Hardware Service is available for U-Scan directly from Fujitsu with the following plan and pricing:

- *Standard Service Contract* — provides 7:00 a.m.—11:00 p.m. service, store-local time, 7 days per week, 365 days per year. Response times are typically 4 hours, (with 6 hour response for non-critical issues at remote sites).⁴ **Initial pricing for this service was \$400 per store per month (assuming four checkout lanes and one cashier station) although increases are anticipated.** ⁵ The end user will pay the Dealer, and the Dealer will be invoiced quarterly less a 5% partnership fee by Fujitsu.
- *Time-and-materials* — hardware service pricing is available but not recommended. Current pricing is \$130 per hour from Fujitsu during standard business hours of 7:00 a.m.—11:00 p.m. (off-hours charges are \$195/hour). No discounts are available for T&M services, and Dealers will be invoiced immediately for the full amount due. **Time-and-materials is not available for software support or maintenance.**

A complete description of the available Fujitsu support services and the associated contracts is provided on the [U-Scan All-in-One Page](#) of the StoreNext Dealer Web site.

INSTALLATION

Installation can be provided by Fujitsu or install-certified Dealers (see Page 13 above). List pricing per store from Fujitsu to provide installation is listed below. This pricing assumes the store is within 250 miles of a Fujitsu service office.⁶ The Dealer will be billed by StoreNext or Fujitsu, and will be provided a 5% Partnership Fee for invoicing and collections.

This service includes initial system setup, software installation and one day of on-site testing.⁷ All site preparation, including AC and LAN wiring to specification, available space etc. in accordance with the Site Preparation Guide (see documentation list on Page 13 above) is the responsibility of the user.

Current standard installation prices:

- One U-Scan unit with attendant station: \$1,000
- Two U-Scan units with attendant station: \$1,500
- Three U-Scan units with attendant station: \$2,000
- Four U-Scan units with attendant station: \$2,500
- Five U-Scan units with attendant station: \$2,750
- Six U-Scan units with attendant station: \$3,000

⁴ See Fujitsu Service Contract for SLA details.

⁵ Pricing assumes that Fujitsu has a service office within 250 miles of the store site. Fujitsu maintains service offices covering most US locations. Additional service costs will apply if remote service must be provided.

⁶ Additional charges will apply for longer distances.

⁷ Earlier pricing was higher and included two days of additional on-site “baby-sitting” support after the go-live date.

STORE TRAINING

Cashier, Supervisor, Bookkeeper Training is to be provided by the Dealer (all Dealers must be certified to provide this service) or by Fujitsu upon Dealer request. Training is conducted for one day and two additional days of on-site support are provided. Pricing for this training from Fujitsu is \$5,000 per store, and the Dealer will be invoiced for this amount less a 5% partnership fee. Additional days can be contracted at \$600 per day.⁸

⁸ If the days are consecutive with the first three days of training. If not, additional travel time and expenses will be charged.



Pricing and Configuration

U-SCAN SELF-CHECKOUT SOURCE AND SUPPLY

All the products in this bulletin including U-Scan licenses, hardware etc. should be ordered as normal from StoreNext. Use the current version of this bulletin for pricing information. Note that all or most of the order will ship directly from the U-Scan division of Fujitsu. You will also normally want the self-checkout systems to be drop-shipped directly to the store.

Servicing Dealers can order spare parts from Fujitsu SupplyPoint. Spares may be handled and shipped by a specialist U-Scan group, however.

Pricing for full self-checkout systems includes the bag rack (see options below) at no additional charge. No electronic payments components are included — these must be provided by the Dealer or user. U-Scan 1 units include a single-bin bill dispenser while the larger units provide dual-bin units.

Regarding the choice of scanner/scales in the U-Scan units:

- Fujitsu SmartScan9950 scanner/scale is included in the pricing. Dealers wishing to order U-Scan with no scanner/scale will be provided a price that is \$1,000 lower at dealer net than the packages below.
- Dealers wishing to market U-Scan with the PSC 8500 — highly recommended since shoppers will have an easier time scanning with this top-of-the-line device — should use the \$1,000-off option above and order 8500s on a separate line item. Dealers will be charged \$1,250 net for the 8500s if they appear on the same purchase order as U-Scan.
- Dealers may also order PSC Magellan 8200s using the same method. In this case, dealers will be charged \$995 for the 8200 Magellan, making the result the same net price as the U-Scan sold with a SmartScan9950.

PRICING — SELF-CHECKOUT HARDWARE PACKAGES

Self-checkout is priced in specific packaged modules. Order:

PIN	Item	Price	Inst	Maint
US1SNL	StoreNext U-Scan 1 package — right-hand bag (left-hand source)	\$ 27,995	See Support Plans For Self-Checkout Users on Page 17 above	See Support Plans For Self-Checkout Users on Page 16 above
US1SNR	StoreNext U-Scan 1 package — left-hand bag (right-hand source)	27,995		
US3SNL	StoreNext U-Scan 3 package — right-hand bag (left-hand source)	28,995		
US3SNR	StoreNext U-Scan 3 package — left-hand bag (right-hand source)	28,995		
US5SNL	StoreNext U-Scan 5 package — right-hand bag (left-hand source)	29,995		
US5SNR	StoreNext U-Scan 5 package — left-hand bag (right-hand source)	29,995		
US6SNL	StoreNext U-Scan 6 package — right-hand bag (left-hand source)	31,995		
US6SNR	StoreNext U-Scan 6 package — left-hand bag (right-hand source)	31,995		
USKSNL	StoreNext U-Scan Kiosk package — right-hand bag (left-hand source)	TBD		
USMSNL	StoreNext U-Scan MAX package — right-hand bag (left-hand source)	TBD		
USMSNR	StoreNext U-Scan MAX package — left-hand bag (right-hand source)	TBD		



PIN	Item	Price	Inst	Maint
USSASN	StoreNext U-Scan standard attendant station	13,995		
USCASN	StoreNext U-Scan compact attendant station	10,695		
USMASN	StoreNext U-Scan mobile attendant station	4,295		
CAS-95001	24" Attendant Station - Furniture only	3,295		
U-Scan Interface Software				
US45IF	StoreNext U-Scan ISS45 POS Terminal interface — one required per U-Scan lane as well as POS terminal software (see below) ⁹	1,150		
USSMIF	StoreNext U-Scan ScanMaster POS Terminal interface — one required per U-Scan lane (see below) ⁹	1,150		

Dealer discounts for U-Scan items follow the U-Scan discount policy.

POS SOFTWARE

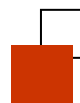
POS software for U-Scan lanes is required for ISS45 and ScanMaster POS terminals. Each U-Scan customer station must have the POS software and LAN licensed as well as the per-lane U-Scan POS interface. Order:

PIN	Item	Price	Inst	Maint
ISS45 POS Software				
45445/001	ISS45 LAN Software, V7 or Windows POS. Includes networking operations. License only, one required per POS or U-Scan terminal.	\$ 295	N/A	N/A
45455/001	ISS45 POS Software, V7 or Windows POS. 1-12 terminals. Includes Terminal POS functions. License only, one required per POS terminal up through 12 th terminal. Also used to order additional licenses (for store expansion) after initial purchase regardless of lane count - see note 10. For terminals attaching to V8 systems, use 45455/001S below if you wish to use the Embedded SQL option. ¹¹	595	60	75

⁹ This is discounted as per the U-Scan discount policy, not the POS software discount policy.

¹⁰ For example, if you had a store with 16 terminals, you would order quantity 12 of 45455/001 and quantity 4 of 45455/013. If the user adds two terminals of U-Scan a few months later, you would order quantity 2 of 45455/001 to augment the lane count. The LAN software has a single price across all lane counts of \$295, and must be ordered one per lane regardless of quantity.

¹¹ The Embedded SQL option provides all SQL software for the system at a list price of \$150 per lane. No other SQL licenses for the store need to be purchased if this option is selected. Note that this option offers considerable price advantages in small stores, but is more expensive in large stores.



PIN	Item	Price	Inst	Maint
45455/013	ISS45 POS Software, V7 or Windows POS, 13+ terminals. Includes Terminal POS functions. License only, one required per POS terminal for all above 12th terminal. (Note: StoreNext will not accept an order for this PIN unless quantity 12 @ 45455/001 appears on the same sales order - see note 10.) For terminals attaching to V8 systems, use 45455/013S below if you wish to use the Embedded SQL option. ¹¹	295	60	75
45455/001S	ISS45 POS Software, with "embedded" SQL store License. 1-12 terminals. Same as 45455/001 above except for inclusion of embedded SQL license for terminals being attached to V8 systems. ¹¹	745	60	75
45455/013S	ISS45 POS Software, with "embedded" SQL store License. 13+ terminals. Same as 45455/013 above except for inclusion of embedded SQL License for terminals being attached to V8 systems. ¹¹	445	60	75

ScanMaster POS Software

SM45455/001	ScanMaster POS Software, 1-12 terminals. Includes terminal POS functions for V1 (DOS) or V2 (Windows) POS. ¹² License only, one required per POS terminal up through 12th terminal. This PIN also used for ordering additional licenses (e.g. for store expansion) after initial purchase regardless of lane count. ¹³	\$ 890	60	75
SM45455/013	ScanMaster POS Software, 13+ terminals. Includes terminal POS functions for V1 (DOS) or V2 (Windows) POS. ¹² License only, one required per POS terminal for all terminals above 12th terminal. (NOTE: StoreNext will not accept an order for this PIN unless quantity 12 of SM45455/001 or SM45455/001D appears on the same sales order. ¹³	590	60	75

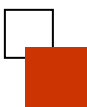
U-Scan Interface Software

US45IF	StoreNext U-Scan ISS45 POS Terminal interface — one required per U-Scan lane as well as POS terminal software (see above) ⁹	\$ 1,150		
USSMIF	StoreNext U-Scan ScanMaster POS Terminal interface — one required per U-Scan lane (see above) ⁹	1,150		

POS software is discounted to dealers as per the software discount policy.

¹² Note that only ScanMaster V2 is interfaced to U-Scan. There are no plans to interface ScanMaster V1 to U-Scan.

¹³ For example, if you had a store with 16 terminals, you would order quantity 12 of SM45455/001 and quantity 4 of SM45455/013. If the user adds two terminals of U-Scan a few months later, you would order quantity 2 of SM45455/001 to augment the lane count.



HANDLING THE NEW USA \$10 BILL

There is a new version of the \$10 that requires updated firmware in the U-Scan. For convenience, these are available directly from StoreNext. Order:

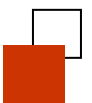
PIN	Item	Price	Inst	Maint
CSH-1146	U-Scan EPROM Firmware for new \$10 Bill Configuration Note: This is for the newer models shipped after June 2006 - this is actually a small memory stick that is replaced in the cash acceptor	\$ 15 Dealer Net	N/A	N/A
CSH-1147	U-Scan memory stick Firmware for new \$10 Bill Configuration Note: This is for the older models shipped prior to June 2005 - this is an EPROM	75 Dealer Net	N/A	N/A

Prices for these upgrade kits are dealer net with no available discounts.

CONFIGURING U-SCAN WITH EXPRESS OR ESPRESSO

Dealers are welcome to sell U-Scan with ISS45 and ScanMaster Express and Espresso systems. Note that each U-Scan checkout station (though not the Attendant Station) count as a POS lane.

- Order the standard POS and/or LAN POS terminal licenses (and U-Scan interface licenses) as specified above to add the required software to either Espresso or Express systems.
- The 5-lane limits for Express and Espresso remain in force when U-Scan is to be added to these systems.
- Dealers wishing to configure Express systems may need to order the Express Upgrade to Standard ISS45 option in order to add sufficient lanes to accommodate the U-Scan checkout terminals.
 - ◆ For example, a four-lane Express system adding two lanes of U-Scan would need to order (besides the two U-Scan POS interfaces) licenses for two lanes of POS/LAN. Since this takes the system over 5 lanes, an upgrade from Express to Standard would need to be ordered too.
- Espresso systems cannot be upgraded to standard ISS45 or ScanMaster, so Espresso systems can never exceed the five-lane Espresso limit. Grocers contemplating self-checkout in the future would be well-advised to purchase either Express or standard ISS45/ScanMaster to ensure protection of their POS software investment.
 - ◆ For example, a three-lane Espresso system can add two U-Scan lanes and remain within the 5-terminal Espresso limit. This grocer would order the two lanes of U-Scan POS interfaces plus licenses for two lanes of POS/LAN.
 - ◆ A four-lane Espresso system would not be able to add two lanes of U-Scan. No upgrade to Standard ScanMaster or ISS45 is available for Espresso, and the additional two lanes would take the system over the 5-lane Espresso limit. Special arrangements would have to be made.



WARRANTY

The warranty on all U-Scan products installed in user sites is 90 days from Fujitsu. *It is critical that dealers inspect the hardware immediately upon arrival.*

Due to likelihood of excessive transport and assembly, there is no warranty provided on dealer lab or demo hardware. Time-and-materials service only is provided items used in dealer lab/demo situations. The standard 90-day warranty applies to stationary customer lab systems.

All warranties commence upon ship date. *If the grocer has a hardware service contract with Fujitsu, then the warranty will be honored on-site with parts and labor. If there is no on-site hardware agreement with Fujitsu, the warranty is parts-only and will be honored on a depot basis.*

SPECIAL STORENEXT DEALER U-SCAN DEMONSTRATION/LAB PACKAGE

All authorized StoreNext Dealers are eligible to receive one demonstration/lab setup of U-Scan self-checkout per bona-fide Dealer office. The start up kit includes:

- U-Scan 1 and PC, with left-hand or right-hand bagging stand
- Shopper flat touch-panel
- Coin acceptor, bill acceptor, coin dispenser, bill dispenser
- SmartScan9950 or PSC 8200 scanner/scale. *A PSC 8500 is recommended for maximum demonstration performance by adding \$250 to the demo package net dealer price.*
- Coupon acceptor
- Digital security camera
- Axiohm 758 thermal receipt printer¹⁴
- Compact attendant station, with attendant station printer, attendant station PC/monitor, attendant station cash drawer, attendant hand scanner, attendant station software and attendant station cables
- Set of hard copy manuals as available at shipping date
- Set of brochures (as of availability)
- Other collateral as described in “Dealer sales and marketing materials” on Page 15 above.

Dealers are responsible for the ISS45 and/or ScanMaster system platforms to attach to this demonstration setup.

Dealers will need to use the Dealer's set of demo software keys that supports 99 terminals if another PoS terminal will be used on the same controller as the U-Scan lane.

¹⁴ Will be migrated to the A776 when integration is complete.

Order:

PIN	Item	Price	Inst	Maint
US1SNLK	StoreNext U-Scan Dealer Start-Up Kit, right-hand bag (left-hand source)	\$15,000	N/A	N/A
US1SNRK	StoreNext U-Scan Dealer Start-Up Kit, left-hand bag (right-hand source)	15,000	N/A	N/A

All U-Scan start-up kits are net price with no available discounts.

COMPATIBILITY

ISS45:

- U-Scan was originally generally released against ISS45 8081-050 and 7091-050. U-Scan continues to be certified against all new V7 and V8 major releases.

ScanMaster:

- U-Scan was originally generally released against ScanMaster 2.03.00 software. U-Scan will continue to be certified against all new ScanMaster V2 major releases.
- There are no plans at this time to interface U-Scan with ScanMaster V1. Special upgrade packages are available for ScanMaster V1 users to upgrade to ScanMaster V2 with special pricing.

Other POS systems:

- StoreNext will consider support of additional POS systems based upon volume and business quality. Note that the commitment to continue support indefinitely for a third-party POS/self-checkout combination is both difficult and expensive. The case for such proposals will need to reach significant volumes and credibility.

CENTURION CLUB

All U-Scan hardware and software products are eligible for Centurion Club points if ordered as specified from StoreNext. Support charges are not included.

MARKETING CO-OP

All U-Scan hardware and software products are eligible for the Marketing Co-op fund if ordered as specified from StoreNext under standard pricing. Support charges are not included.

AVAILABILITY AND LEAD TIMES

U-Scan hardware and software is in General Release. Hardware lead times are typically 60 days. See the [Lead Times Page](#) of the StoreNext Dealer Support Web site for current lead times for self-checkout and other StoreNext offerings.

