

PRODUCT

ABO Configuration and Pricing

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Note: This Issue 3 updates the RBO → ABO provisions, with this offer expiring at the end of 2018, along with other miscellaneous updates and clarifications. Changes of significance are highlighted in **RED**.

The following pages provide configuration and pricing information for the NCR Advanced Back Office (ABO) system platforms.

Integrated with ISS45 V7/V8, ScanMaster V2, ACS-IR and ACS 7, ABO provides an outstanding new-generation back office platform including a centralized option for chain-wide pricing and support.



For training and becoming an NCR Authorized ABO Solution Provider, call your CAM or NCR's ABO product specialist.

Additional configuration information is provided with the items and introduction discussions in the pages below.

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Configuration and Pricing

NCR ABO System Licenses

Use the PINs below to order the NCR Advanced Back Office (ABO) software application licenses. There are no special order forms or configuration sheets required for ABO orders.

ABO orders should be placed with NCR Plano Order Entry to avoid confusion and ensure proper handling. This is because many orders require special treatment, relief from SMS, other required items etc. - such as for Companion or Migration items. These items are outside the distributors' scope, so rather than guess, it's best to put all ABO orders through NCR Plano.

NCR ABO System Licenses: New Store-Level Licenses

PIN	Description	List Price	Install Price	SMS Price
G370-3624-0000	— NCR ABO Advanced Back Office Store Level Application, Small Store (1-5 POS Lanes), New License	\$3,295		\$468
SM STORE 1-5 POS	<p>This product valid for small stores with 1-5 POS lanes only. For sites with 6+ POS lanes, order instead PIN NCR-G370-3623-0000. To add ABO as a companion order to a new ACS, ISS45 or ScanMaster POS system license, order instead NCR-G370-3624-CMPN. ¶-The ABO system is currently available for ISS45 V7/V8, ScanMaster, ACS-IR and ACS 7.0. The ISS45 V8 Advanced Promotions interface for ABO was completed in Q1 2015 and is currently available under Controlled Deployment for either store-level or ABO Central. ¶-The SMS price quoted is the annual rate that will be invoiced to the Channel Partner by NCR for Level 3 and Level 4 support. Level 1 and Level 2 support must be provided by the Channel Partner to the end user: direct end-user support from NCR is not available for the ABO system. To estimate an MSRP for full Level 1 - Level 4 support to quote to end users, Channel Partners may consider multiplying the Level 3 - Level 4 SMS from NCR by 1.67 to roll in the Channel Partner's own Level 1 - Level 2 services to arrive at a list price for end-to-end software maintenance and support.</p>			See Configuration Note for additional release information.
NCR-G370-3623-0000	— NCR ABO Advanced Back Office Store Level Application, Large Store (6+ POS Lanes), New License	\$4,495		\$468
LG STORE 6+ POS	<p>This product valid for all store sizes, but for sites with 1-5 lanes, consider instead PIN NCR-G370-3624-0000. To add ABO as a companion order to a new ACS, ISS45 or ScanMaster POS system license, order instead NCR-G370-3623-CMPN.</p> <p>▲ ▲ See Configuration Note for the first item in this section for additional configuration information.▲ ▲</p>			See Configuration Note for additional release information.



NCR ABO System Licenses

NCR ABO System Licenses: Companion Licenses

PIN	Description	List Price	Install Price	SMS Price
G370-3624-CMPN	— NCR ABO Advanced Back Office Store Level Application, Small Store (1-5 POS Lanes), New Companion License	\$3,295		\$468
SM STORE COMPANION	<p>This LPIN can be used only to add ABO to POS system license orders for new ACS, ScanMaster or ISS45. Use this LPIN for companion ABO orders for sites with 1-5 lanes, and use instead PIN NCR-G370-3623-CMPN for 6+ lane stores. For stand-alone orders (without new POS license purchases) use instead NCR-G370-3624-0000, which provides the identical functions and capabilities. ¶-The ABO system is currently available for ISS45 V7/V8, ScanMaster, ACS-IR and ACS 7.0. The ISS45 V8 Advanced Promotions interface for ABO was completed in Q1 2015 and is currently available under Controlled Deployment for either store-level or ABO Central. ¶-Can be used with new POS licenses, including small store licenses ISS45 or ScanMaster Express, and system migrations among ACS, ISS45 and ScanMaster. Not valid for existing sites, license transfers, reactivations or relicenses, or in any site other than the one in which the companion POS software is installed. Not valid for special promotions or exception pricing unless expressly authorized in the promotion or exception document. ¶-The software maintenance (SWM) price quoted is the annual rate that will be invoiced to the Channel Partner by NCR for Level 3 and Level 4 support. Level 1 and Level 2 support must be provided by the Channel Partner to the end user: direct end-user support from NCR is not available for the ABO system. Channel Partners may consider multiplying the Level 3 - Level 4 SWM from NCR by 1.67 to account for the Channel Partner's own Level 1 - Level 2 services to thereby develop prices for end-to-end software maintenance and support.</p>			
	<p>Pricing and Release Notes ▶ Partner Net Price: \$995. See Configuration Note for additional release information. ◀</p>			
G370-3623-CMPN	— NCR ABO Advanced Back Office Store Level Application, Large Store (6+ POS Lanes), New Companion License	\$4,495		\$468
LG STORE COMPANION	<p>This LPIN can be used only to add ABO to POS system license orders for new ACS, ScanMaster or ISS45. Use this LPIN for companion ABO orders for sites with 6+ lanes, and use instead PIN NCR-G370-3624-CMPN for 1-5 lane stores. For stand-alone order that do not qualify for this special companion pricing (without new POS license purchases) use instead NCR-G370-3623-0000, which provides the identical functions and capabilities. ▶ Partner Net Price: \$995. See Configuration Note for additional release information. ▲▲ See Configuration Note for the first item in this section for additional configuration information.▲▲</p>			



NCR ABO System Licenses

NCR ABO System Licenses: RBO → ABO Migrations (1-5 Lanes)

PIN	Description	List Price	Install Price	SMS Price
G370-3624-MGTD	NCR ABO Advanced Back Office Store Level Application, Small Store (1-5 POS Lanes), Migration License, RBO w/DSD	\$3,295		\$468
SM STORE MIG w/DSD	<p>Use this PIN when migrating a current RBO store license with DSD to ABO when the store has 1-5 POS lanes. For RBO sites without DSD, use instead NCR-G370-3624-MGTD. For sites with six (6) or more POS lanes, use instead PIN NCR-G370-3623-MGTD. The license provided under this PIN is identical to that provided using NCR-G370-3624-0000. ¶-This is a specially priced offer that will expire at the end of 2018. See the Migration Announcement for details, available from the Announcements and Updates Page of the Support Website. The existing RBO system must be installed and currently operating in the store in which the newly licensed/migrated ABO application will be used. Migrations will not be accepted from incumbent software that was loaded and/or purchased via used equipment or from de-installed or closed stores. ¶-RBO End-of-Support (EOS): Software maintenance and support was withdrawn for RBO as of December 31, 2017. The former requirement that the RBO system be currently on SMS has therefore been modified: Customers must have been on RBO Software Maintenance and Support through December 2017 to qualify for the low-cost migration. ¶-SMS/SWM is required for all ABO installations and billed directly to the NCR Channel Partner. The SMS price quoted for ABO is the annual rate that NCR will invoice the Channel Partner for Level 3 and Level 4 support. Level 1 and Level 2 support must be provided by the Channel Partner to the end user: direct end-user support from NCR is not available for the ABO system. To estimate an MSRP for full Level 1 - Level 4 support to quote to end users, Channel Partners may consider multiplying the Level 3 - Level 4 SMS from NCR by 1.67 to roll in the Channel Partner's own Level 1 - Level 2 services to arrive at a list price for end-to-end software maintenance and support.</p> <p>Pricing Note ▶ ▶ Partner Net Price: \$995. Must order by 07-Dec-18. Must ship by 28-Dec-18. ◀</p>			

G370-3624-MGTD	NCR ABO Advanced Back Office Store Level Application, Small Store (1-5 POS Lanes), Migration License, RBO w/o DSD	\$3,295		\$468
SM STORE MIG w/o DSD	<p>Use this PIN when migrating a current RBO store license without DSD to ABO when the store has has 1-5 POS lanes. For RBO sites with DSD, use instead NCR-G370-3624-MGTD. For sites with six (6) or more POS lanes, use instead PIN NCR-G370-3623-MGTD. All ABO licenses include the DSD feature. The license provided under this PIN is identical to that provided using NCR-G370-3624-0000. ¶-RBO End-of-Support (EOS): Software maintenance and support was withdrawn for RBO as of December 31, 2017. The former requirement that the RBO system be currently on SMS has therefore been modified: Customers must have been on RBO Software Maintenance and Support through December 2017 to qualify for the low-cost migration.</p> <p>▲▲ See Configuration Note for the first item in this section for additional configuration information.▲▲</p> <p>Partner Net Price: \$995. Must order by 07-Dec-18. Must ship by 28-Dec-18.</p>			

NCR ABO System Licenses: RBO → ABO Migrations (6+ Lanes)

PIN	Description	List Price	Install Price	SMS Price
G370-3623-MGTD	NCR ABO Advanced Back Office Store Level Application, Large Store (6+ POS Lanes), Migration License, RBO w/DSD	\$4,495		\$468
LG STORE MIG w/DSD	<p>Use this PIN when migrating a current RBO store license with DSD to ABO when the store has 6+ POS lanes. For RBO sites without DSD, use instead NCR-G370-3623-MGTD. For sites with five (5) or fewer POS lanes, use instead PIN NCR-G370-3624-MGTD. The license provided under this PIN is identical to that provided using NCR-G370-3623-0000. ¶-RBO End-of-Support (EOS): Software maintenance and support was withdrawn for RBO as of December 31, 2017. The former requirement that the RBO system be currently on SMS has therefore been modified: Customers must have been on RBO Software Maintenance and Support through December 2017 to qualify for the low-cost migration.</p> <p>▲▲ See Configuration Note for the first item in this section for additional configuration information.▲▲</p> <p>Partner Net Price: \$995. Must order by 07-Dec-18. Must ship by 28-Dec-18.</p>			
G370-3623-MGTD	NCR ABO Advanced Back Office Store Level Application, Large Store (6+ POS Lanes), Migration License, RBO w/o DSD	\$4,495		\$468
LG STORE MIG w/o DSD	<p>Use this PIN when migrating a current RBO store license without DSD to ABO when the store has 6+ POS lanes. For RBO sites with DSD, use instead NCR-G370-3623-MGTD. For sites with five (5) or fewer POS lanes, use instead PIN NCR-G370-3624-MGTD. All ABO licenses include the DSD feature. The license provided under this PIN is identical to that provided using NCR-G370-3623-0000. ¶-RBO End-of-Support (EOS): Software maintenance and support was withdrawn for RBO as of December 31, 2017. The former requirement that the RBO system be currently on SMS has therefore been modified: Customers must have been on RBO Software Maintenance and Support through December 2017 to qualify for the low-cost migration.</p> <p>▲▲ See Configuration Note for the first item in this section for additional configuration information.▲▲</p> <p>Partner Net Price: \$995. Must order by 07-Dec-18. Must ship by 28-Dec-18.</p>			



NCR ABO Central and Host Licenses

NCR ABO Central and Host Licenses: Hosting Applications

PIN	Description	List Price	Install Price	SMS Price
NCR-G370-3626-0000	NCR ABO Advanced Back Office Central Base Host, Host Level Application, Per Host, New License	\$9,995		\$1,349

CENTRAL HOST

Central Base Host extends the Advanced Back Office Store into a multi group and multi zone pricing model. This can provide consolidated pricing, ordering, and reporting from the central host location. Order one per chain/host. ¶-Requires ABO Store-Level application (NCR-G370-3624-0000 or NCR-G370-3623-0000). Requires ABO Host Store-Level Application NCR-G370-3675-0000 per store. ¶-Requires implementation project of four (4) weeks carried out by NCR professional services personnel. The price for this service is \$20,000. Your CAM will work with you and NCR to set this up. ¶-The SMS price quoted is the annual rate that will be invoiced to the Channel Partner by NCR for Level 3 and Level 4 support. Level 1 and Level 2 support must be provided by the Channel Partner to the end user: direct end-user support from NCR is not available for the ABO system. To estimate an MSRP for full Level 1 - Level 4 support to quote to end users, Channel Partners may consider multiplying the Level 3 - Level 4 SMS from NCR by 1.67 to roll in the Channel Partner's own Level 1 - Level 2 services to arrive at a list price for end-to-end software maintenance and support. ¶-The ABO system is currently available for ISS45 V7/V8, ScanMaster, ACS-IR and ACS 7.0. The ISS45 V8 Advanced Promotions interface for ABO was completed in Q1 2015 and is currently available under Controlled Deployment for either store-level or ABO Central.

Release Note ▶ ▶ See Configuration Note for additional release information. ◀

NCR-G370-3675-0000	NCR ABO Advanced Back Office Central Base Host, Store Level Application, Per Store, New License	\$995		\$150
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CENTRAL STORE

One license required for each store connected to the Central Base Host (NCR-G370-3626-0000) in addition to the Store Level ABO software. Requires Central Host (NCR-G370-3626-0000) for operation. ¶-This store level module works with with the Central Base Host to enable the Host to extend the ABO store into a multi-group and multi-zone pricing model, providing consolidate pricing, ordering, and reporting from the central host location. ¶-The SMS price quoted is the annual rate that will be invoiced to the Channel Partner by NCR for Level 3 and Level 4 support. Level 1 and Level 2 support must be provided by the Channel Partner to the end user: direct end-user support from NCR is not available for the ABO system. To estimate an MSRP for full Level 1 - Level 4 support to quote to end users, Channel Partners may consider multiplying the Level 3 - Level 4 SMS from NCR by 1.67 to roll in the Channel Partner's own Level 1 - Level 2 services to arrive at a list price for end-to-end software maintenance and support.

NCR ABO Central and Host Licenses: Site-to-Site Communications

PIN	Description	List Price	Install Price	SMS Price
NCR-G370-3907-0000	NCR ABO Advanced Back Office Site-to-Site Communications and Batch Management, Per Store, New License	\$995		\$150

SITE-2-SITE

Provides batch import/export capability and management from one store to another. This feature is limited to new items and price changes (does not support zone pricing as does the Central Host Base product). ¶-Normally used only by small chains or groups. Order one per store. Requires ABO Store-Level application NCR-G370-3624-0000 or NCR-G370-3623-0000. ¶-The SMS price quoted is the annual rate that will be invoiced to the Channel Partner by NCR for Level 3 and Level 4 support. Level 1 and Level 2 support must be provided by the Channel Partner to the end user: direct end-user support from NCR is not available for the ABO system. To estimate an MSRP for full Level 1 - Level 4 support to quote to end users, Channel Partners may consider multiplying the Level 3 - Level 4 SMS from NCR by 1.67 to roll in the Channel Partner's own Level 1 - Level 2 services to arrive at a list price for end-to-end software maintenance and support.



NCR ABO Option Licenses

NCR ABO Option Licenses		List Price	Install Price	SMS Price
PIN	Description			
NCR-G370-3625-0000	NCR ABO Advanced Back Office Price Verifier Module, New License	\$595		\$89
VERIFIER	Provides a kiosk-based application that enabling the shopper to scan an item in the aisle to determine the price. Compatible with ACS-IR 6.1. Support may be provided in the future for ISS45 and ScanMaster applications. ¶-Currently supports Motorola Micro kiosk MK 500 and Motorola MK 3000 and 4000 kiosks. Support is planned for the NCR Model RealPOS 25 terminal (used as a kiosk with integrated scanner). ¶-The SMS price quoted is the annual rate that will be invoiced to the Channel Partner by NCR for Level 3 and Level 4 support. Level 1 and Level 2 support must be provided by the Channel Partner to the end user: direct end-user support from NCR is not available for the ABO system. To estimate an MSRP for full Level 1 - Level 4 support to quote to end users, Channel Partners may consider multiplying the Level 3 - Level 4 SMS from NCR by 1.67 to roll in the Channel Partner's own Level 1 - Level 2 services to arrive at a list price for end-to-end software maintenance and support.			
NCR-G370-3135-0000	NCR ABO Advanced Back Office Print Service Module, New License	\$495		
PRINTING	Provides label printing capability for a belt printer from a hand held-device. This service supports multiple printers with multiple label software packages for example Bartender, RTI, etc. ¶-Requires ABO Store-Level application, NCR-G370-3624-0000 or NCR-G370-3623-0000. ¶-The product requires the Microsoft CE 5.0 or 6.0 operating system on the hand-held device. Wireless Infrastructure (Router, Access points) is required. Hand-held devices supported include: • Motorola MC3090 Cradle Kit and USB Cable • Motorola MC3190 Cradle Kit and USB Cable • Motorola MC9090 Cradle Kit and USB Cable • Motorola MC9190 Cradle Kit and USB Cable			
NCR-G370-3660-0000	NCR ABO Advanced Back Office Timekeeper Module, New License	\$995		\$150
TIMEKEEPER	The Timekeeper product is early in its development process. The plan is to provide a simple kiosk-based time entry facility integrated with ABO. Product has not been released and is not available at this writing, and documentation is not available. If interested, please contact the NCR ABO Solution Specialist. ¶-The SMS price quoted is the annual rate that will be invoiced to the Channel Partner by NCR for Level 3 and Level 4 support. Level 1 and Level 2 support must be provided by the Channel Partner to the end user: direct end-user support from NCR is not available for the ABO system. To estimate an MSRP for full Level 1 - Level 4 support to quote to end users, Channel Partners may consider multiplying the Level 3 - Level 4 SMS from NCR by 1.67 to roll in the Channel Partner's own Level 1 - Level 2 services to arrive at a list price for end-to-end software maintenance and support.		Pricing preliminary, subject to change as of product release. Controlled Deployment — arrange all plans in advance with NCR CAM or Solution Specialist.	
NCR-G370-3661-0000	NCR ABO Advanced Back Office Finance Manager Module, New License	\$595		\$89
FINANCE MANAGER	The Finance Manager product provides the infrastructure and database to support communication and consolidation of T-Log data into a centralized database. This product is not in general release, and documentation may not be available. If interested, please contact the NCR ABO Solution Specialist. ¶-The SMS price quoted is the annual rate that will be invoiced to the Channel Partner by NCR for Level 3 and Level 4 support. Level 1 and Level 2 support must be provided by the Channel Partner to the end user: direct end-user support from NCR is not available for the ABO system. To estimate an MSRP for full Level 1 - Level 4 support to quote to end users, Channel Partners may consider multiplying the Level 3 - Level 4 SMS from NCR by 1.67 to roll in the Channel Partner's own Level 1 - Level 2 services to arrive at a list price for end-to-end software maintenance and support.		Pricing preliminary, subject to change as of product release. Controlled Deployment — arrange all plans in advance with NCR CAM or Solution Specialist.	

Standard Solution Provider discounts for NCR software apply to all items above that are not marked as Dealer Net or otherwise. See your NCR Interact Engagement Letter and Program Addendum, or the Channel Partner Discount Policy (CO-06) in the (legacy) Policies and Procedures Guide for discount information.

The SMS price quoted is the annual rate that will be invoiced to the Solution Provider by NCR for Level 3 and Level 4 support under SWM. End-user support is not available from NCR for the ABO system: Level 1 and Level 2 MUST be provided to end users by the Channel Partner in all cases.

To estimate an MSRP for full Level 1 - Level 4 support to quote to end users, Solution Providers may consider multiplying the Level 3 - Level 4 SMS from NCR by 1.67 to roll in the Solution Provider's own Level 1 - Level 2 services to arrive at a list price for end-to-end software maintenance and support.



NCR Demonstration and Lab Licenses

To enable effective sales campaigns and technical capability, Solution Providers can purchase NCR POS products for at special prices for showroom and lab use. The on-boarding process for new Channel Partners must be completed or in process.

NCR POS hardware or software products for demonstration or lab use are specially priced at 80% off MRP/list price. Order hardware items from one of the NCR distributors, or order the software from the distributor or directly from NCR, pricing the items with the 80% discount and including the Demo item below as a \$0 item on your purchase order.

Software demo/lab licenses items may not ever be resold – they are for the partner's internal use only.

Demo hardware and software must remain with the Solution Provider and cannot be used for customer labs, customer trial sites etc. When Channel Partners need NCR products for Customer Evaluations and trials, CAMs should be contacted to set up an NCR Customer Evaluation for that product.

NCR Demonstration and Lab Licenses		List Price	Install Price	Maint Price
PIN	Description			
NCR-DEMO-ORDER	— NCR Demonstration/Lab Order Designator PIN	\$0		
DEMO PIN	To receive the special lab/demo discount for NCR demo/lab products, add this no-charge PIN to designate your P.O. as an NCR demo/lab order. ¶-All items on the order MUST be demo or lab items - do not mix standard customer orders or Customer Evaluation orders with demo/lab items or orders. ¶-This PIN is no-charge, but all other items on the order are chargeable at the Demo/Lab discount rate. See Policy CO-11 for full details.	No Charge to Partner.		



NCR Customer Evaluation Licenses

To assist NCR Solution Providers to secure major opportunities with NCR hardware and software products, NCR may offer POS hardware and software licenses with special terms for Customer Evaluation situations:

- The Channel Partner contacts the NCR Channel Account Representative (CAM) to evaluate the specifics of the opportunity. Upon agreement, the CAM will then seek approval from NCR management.
- If the Customer Evaluation approved, an Exception will be provided to fit the specific opportunity.
- In most circumstances, the Channel Partner will be required to either purchase or return the evaluation product at standard prices and discounts.
- Customer Evaluation projects are for NCR products to be used and evaluated in end-user sites or labs only. Evaluation products cannot be installed in Channel Partner facilities: for Channel Partner demo/lab items, see the NCR Channel Partner Demonstration and Lab program instead.

In some circumstances, NCR will provide special pricing for ongoing customer labs, training centers etc. Please contact NCR Product Management, which will provide a suitable exception. The item below is added to your purchase order at \$0 to tag the order as a Customer Evaluation.

NCR Customer Evaluation Licenses PIN	Description	List Price	Install Price	Maint Price
NCR-EVAL-ORDER— NCR Customer Evaluation Order Designator PIN EVAL PIN	This PIN for use only with Customer Evaluation orders for NCR POS equipment. This PIN must appear on any Customer Evaluation order. ¶-Customer Evaluations must be approved in advance: please discuss with your NCR CAM, who will review and seek management approval. Customer Evaluation orders will not be accepted by NCR Order Entry without management approval. ¶-NCR POS Customer Evaluation orders may include NCR POS items only, and all items on the order will be considered part of the Customer Evaluation. Customer Evaluation orders may not exceed \$20,000 at total list price. ¶-This PIN is no-charge, but payment is required for the products themselves. See Policy CO-12 (Customer Evaluations of NCR POS Hardware) for the policy details and requirements.	\$0		No Charge to Partner.

