

## Update Bulletin

### Connected Services Chain Discounts

April 23, 2003

As you likely know, StoreNext Connected Services applications are priced by the store. Value derived from the Connected Services – as with PoS – is proportional to the number of stores installed.

But – also as with PoS – larger store groups are accustomed to receiving discounts. StoreNext will accept the following discount schedule for the chain sizes involved against all StoreNext Connected Services applications and offerings:

| Number of Stores<br>In Chain | Discount from<br>Published Price |
|------------------------------|----------------------------------|
| 1 – 9 Stores:                | No Discount                      |
| 10 – 14 Stores:              | 5% Discount                      |
| 15 – 29 Stores:              | 10% Discount                     |
| 30 – 49 Stores:              | 20% Discount                     |
| 50 Stores and Above:         | 30% Discount                     |

All stores in a “chain” must be under common ownership. If you have questions whether a particular store group will qualify for the Connected Services chain discounts, please contact [Pat](#), [Larry](#), [Jim](#) or [Dror](#) for more information or a commitment.

We invite StoreNext Dealers to use these discounts to remove pricing obstacles in such chains and win further business. The Connected Services Bulletin [1185](#) has been updated with this information.

To Your Success,

***Tony***

*Antony van Beventer*

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