

ANNOUNCEMENT

NCR "POS-16" Solution and Customer Programs

August 25, 2015

NCR leads the independent grocery market with nearly 12,000 stores now relying upon our ACS-IR, ISS45 and ScanMaster solutions. We announced at RSPA's RetailNOW® that NCR will combine these three solutions' best-in-class features into a new solution we're calling POS-16.¹

Planned for introduction in the second half of 2016, NCR POS-16 will leverage the architecture, stability and rich capabilities of NCR's current POS solutions while providing a stylish and state-of-the-art user interface together with an impressive roadmap of future retail applications and functions.

NCR POS-16:

- *Will provide* the widest and deepest set of grocery POS capabilities in the marketplace;
- *Will leverage* NCR's Retail ONE strategy to provide mobile POS and NCR Pulse, Web services, Loyalty, digital receipts and coupons, as well as NCR SSCO/FastLane, kiosks, fuel, Connected Services and Connected Payments;
- *Will plug-and-play* to the key NCR and third-party industry applications and systems, such as Catalina, LaneHawk, ABO and other back-office products;
- *Will bring* a clear and straightforward migration path for all NCR POS users – when they are ready – to move up to NCR POS-16;
- *Will protect* our customers' current (and even future - see below!) investments in NCR retail applications including ScanMaster, ACS/ ACS-IR and ISS45 POS, NCR POS hardware and SSCO/FastLane and other products;
- *Will enable* NCR to focus our software development and lead the market with dramatic new technology and powerful new capabilities – while continuing to support your crucial base of ScanMaster, ACS-IR and ISS45 users, including published roadmaps and clear communications.

NCR POS-16 ADVANCE PURCHASE PROGRAM

All new ISS45, ScanMaster and ACS/ACS-IR store POS system application and option licenses purchased after August 2, 2015 will earn a 100% credit toward the purchase price of a replacement POS-16 license.

- These POS-16 Purchase credits apply to POS-16 licenses for the same site and end-user who purchased the original NCR POS license after August 2.
- The credit must be used for the POS-16 license purchase within 12 months of the POS-16 release to General Availability.
- POS-16 Advance Program credits will be provided only to the NCR Authorized Channel Partner who purchased the qualifying NCR ISS45, ScanMaster or ACS/ ACS-IR license.

¹ The NCR "POS-16" brand name is for initial communication purposes only. NCR's will announce the formal brand name later.

- Only NCR Channel Partners who are Authorized for POS-16 will be able to order POS-16 licenses or products. NCR will announce POS-16 Partner Authorization and technical Certification requirements for the Channel Partner support in 2016.

POS-16 SPECIAL MIGRATION PRICING

ScanMaster, ACS/ACS-IR and ISS45 users who purchased their POS licenses before August 2, 2015 will migrate to POS-16 at special pricing during the first 12 months after POS-16 is released to General Availability.

- POS-16 migrations will be priced at \$2,195 (MSRP) with a flat price Channel Partner net of \$1,200, regardless of accompanying hardware purchases, discount levels etc.
- Other than the special price and timing, these POS-16 migrations will follow the same policies as other migrations (including their availability to the “Incumbent” Channel Partner only).²
- POS-16 migration prices and offers are not available to non-incumbent (“Replacement”)³ Channel Partners. Replacement of an ACS/ ACS-IR, ISS45 or ScanMaster POS license with POS-16 by a Replacement Channel Partner will require a new purchase of all required POS-16 licenses at standard prices and discounts.

GOING FORWARD!

Channel Partners are the “Voice of the Customer” and your knowledge provides our single most valuable input driving our products and strategies for the independent grocery market. Our Partner Councils will continue to help us refine the POS-16 roadmap, and we commit ongoing and timely communication on our solution updates.

As always, we are available to support and assist with your customer meetings as you share these exciting and important announcements with your customers.

² With respect to a specific site, the “Incumbent” Channel Partner either (a) originally sold and has continued to maintain the site hardware and software, (b) has supported and maintained the site for at least two (2) years or (c) took over the site from another reseller that was no longer Authorized for new sales of the solution at that time.

³ A “Replacement” partner either (a) took over the site from another NCR Channel Partner who was Authorized for sales of the installed solution, or (b) did not sell the original system and has maintained the site for less than two (2) years.