

The February News

February 3, 2000

Yeah, I know I promised “the Wine Story” but where does the time go? Here’s the news, short and sweet.

MARKETECHNICS

The annual FMI MarkeTechnics show will take place in San Francisco on February 20-22. **ISS45** will be displayed in some stunning new configurations, including new **V8** add-ons such as Fuel, wall-to-wall hosting, in-store produce weighing and interlinked eBusiness. ICL will also unveil a new version of Windows PoS that allows shoppers on their own touch screen to check their frequent shopper accounts — or catch this — even browse the internet — while being checked out. Dynamite stuff.

UPGRADED PC

ICL’s replaced the previous **ISS45** Desktop PC (45DTPC) with a real rocket. Use this (c’mon, please!) for standard **ISS45** V7 and for Workstations:

- It’s a Pentium III 600MHz (nothing less than the new “Coppermine” version) with integrated cache memory. This is about twice as fast as the previous Celeron model.
- It features a 133MHz “Front Side Bus” (that’s twice as fast as previous machines)
- It has 64MB of “PC133” RAM — you know what that is, right — and the hard disk drive is 8.4GB, but it’s one of the new UDMA-66 versions with (that’s right) about double the performance.
- The CD-ROM is a 40x CD-ROM (about 40 times faster than a 1x version you haven’t been able to purchase since 1973).
- There’s now a **separate video card** you can actually control, the ATI Xpert 98 AGP 2x video card with 8MB Video RAM.
 - The network interface connection is provided by a 3Com Ethernet 10-Base-T / 100-Base-T card.
- The desktop chassis provides five bays and three PCI slots¹ and features a quick-release cover requiring no tools.
- Microsoft NT is included. The PC has been NT certified by Microsoft.

See the latest issue of Marketing Bulletin 1047 for new specifications for the upgraded Mid-Tower model also and lower prices on Servers.

¹ Two free after the network card is included. The video card does not take up a PCI slot.

SO LONG OPC

Well, it finally happened. ICL has run out of the external OPC units that formed the basis for TeamPoS Select. This impacts the “No-CPU” configurations for **ISS45 Express** — see below.

ISS45 EXPRESS UPGRADED

To take advantage of production opportunities and respond to changes, ICL has upgraded and reconfigured the **ISS45 Express** packages. See Issue 7 of Marketing Bulletin 1100, for complete details, but be aware of the following:

- The AT93 printer is gone. In its place is the full-functioned Axiohm ADT 40 (w/o MICR). To keep prices to a minimum (the whole point of Express, remember) we are using the “Previously Utilized” ADT 40 printers (See Marketing Bulletin 1149). If you want new ADT 40 printers — or even the AT93 — just order the printers separately and use one of the “no-printer” Express packages.²
- ICL has upgraded the TeamPoS 5000 terminals to 32MB with 4GB disk drives. A 166MHz Intel Pentium is used.
- *Express* will ship with the new (see above) upgraded 45DTPC, so your users will get the top-of-the-line 600MHz Pentium III.
- Windows NT is now included at no additional charge for the Office PC — (makes sense since it’s part of the PC package above).
- ICL is finally out of the external OPC units, forever, we’re told. We must therefore withdraw the **ISS45 Express** packages with the OPC — all Express packages therefore now use the TeamPoS 5000 terminal. We hope to release a replacement configuration to provide the same style configuration (dealer-provided PC) in the future.
- These new upgraded configurations should be easier to sell in the marketplace — and ICL will retain the current pricing for the **ISS45 Express** packages.

A new version of Issue 7 of Marketing Bulletin 1100 is now available, fully describing the **ISS45 Express** system. Please forgive Bernard’s original excesses of the first page introduction — remaining there by popular demand — since he would claim to have mellowed considerably since the initial release. But I’m not so sure.

UPDATED ISS45 ROADMAP

ICL has spent the last four months in an intensive program to improve the scheduling and reliability of all **ISS45** releases. Further, we’ve RoadMapped the feature/function content of all the **ISS45** releases 12 months out. The benefits will be:

- A return to reliable release dates
- A return to field trials and much better validated software
- A return to predictable content so you know what you’ll be able to sell and when.

The good news on this is that for the last 60 days, we’ve made all our customer commitments, which is a great start. Still, I don’t expect you to believe anything for about six months and we’ve proven ourselves. But if your curiosity just maybe gets the better

² Don’t forget that ICL still warrants the Refurbished ADT 40s for a full year.

of you, sneak a look at the upcoming new Issue of the **ISS45** Development Plans — that's Marketing Bulletin 1139. You'll be excited by all the new stuff that's coming.

JAZZ FROM ... SIL?

Many of you know Tim Berens, the guru of the Standard Interchange Language (SIL). But many people **don't** know that Tim supports his SIL habit with a full-fledged professional music career as a jazz and classical guitarist. And take my word for it — he's a first-rate talent with a heavy schedule of club dates as well as tours with major symphony orchestras.

The good news is that Tim and his band has just released a new CD album of great music, "**Another Rhumba for Armando.**" Besides being righteous listening, this is one of the best albums of Saturday-night-music³ I've heard in a long time, so give Tim a call at 937-862-9195 and get yourself a copy. Probably the best \$10 you can spend.

(I was hoping the next record might be named "Another Tango for Bernard" but Mr. Berens informs me this is on the far side of unlikely. To explain, Armando is jazzman "Chick" Corea's real name, and the title cut is a new piece written by Tim that has its roots in an earlier Corea composition.)

To Your Success,

Tony

Tony van Seventer
Director: Supermarket Systems

³ That is, "date music" or "the kids are in bed" — or maybe both depending on your situation.