



Fujitsu TeamPoS 2000 Liberator — Press Release

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FUJITSU LIBERATOR GIVES SUPERMARKET RETAILERS OPEN-SYSTEMS OPTIONS FOR IBM 4690 POS SYSTEMS

NEW LINUX-BASED SYSTEM REDUCES RETAILERS' RISK, ADDS POWER AND PRODUCTIVITY

NEW ORLEANS, Feb. 20, 2001 — Fujitsu-ICL Systems Inc. announced today the Liberator, a new Linux-based point-of-sale software solution that supports and enhances existing IBM 4690 point-of-sale (POS) supermarket applications. The combination of Liberator and the Fujitsu TeamPoS® 2000 POS terminal gives supermarket retailers using IBM 4690 systems a low-risk POS hardware alternative that reduces costs, adds power and graphics, and provides an open systems environment. Liberator, available in March, is the first Linux offering from Fujitsu-ICL.

“The Liberator frees retailers from being locked into a single vendor’s proprietary POS hardware or operating system,” said Don Paschal, director of Fujitsu retail marketing. “Liberator uses Linux, adds a graphical user interface, JPOS drivers and remote program-load capabilities. This helps supermarket retailers reduce their total cost of ownership, improve staff productivity and migrate to an open platform. It also gives them an alternative for their POS hardware provider. Liberator does all of this minus the risks and costs of changing existing host interfaces and/or 4690 POS applications.”

Liberator is ideally suited for stores using the IBM 4690 POS system that want an open platform and Fujitsu POS hardware option. The March release of Liberator will support both “fat” and “thin” POS clients.

“With Liberator, 4690 users can move to open systems in two ways,” said Paschal. “They can migrate just the POS, or they can migrate both the POS and backroom.”

This Linux-based offering is a first for Fujitsu-ICL, said Ron Omohundro, executive vice president and general manager of the company’s transaction systems division. “Retailers, large and small, like what they see in Linux – a powerful, reliable, low-cost operating system that helps them break out of the 4690 silo of hardware and software. Linux is the up-and-coming operating system — that’s why we’re making this commitment.”

According to IHL Consulting Group and other industry analysts, Linux is making great strides. About 15 of the nation’s 20 largest retailers are considering Linux. Additionally, the market is ripe for a switch because retailers want more POS functionality as they face growing limitations of DOS and the 4690 operating system.

“Retailers want an integrated bricks-and-clicks strategy that ties all their systems together,” said Omohundro. “Fujitsu provides the retail and open-systems expertise in hardware, software and services. We see an overall market – including grocery – of one million POS terminals that need to be replaced within the next few years.”

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Complementing the Liberator is the Fujitsu TeamPoS 2000, a versatile, in-store point-of-sale system that offers unrivaled adaptability for POS, customer kiosks, multimedia displays or management terminals. It also offers full industry-standard remote management capability, to reduce overall helpdesk and support costs; a single platform across the store, which eliminates unnecessary system replacements and overlapping hardware purchases that can leave retailers with incompatibilities and increased maintenance costs; an open architecture that supports off-the-shelf components and industry standards; easy-to-maintain hardware, designed so that major component replacements can be completed in minutes by in-store personnel; and a system designed for efficient migration from other systems and peripherals.

Pricing of Liberator varies by implementation.

ABOUT FUJITSU-ICL SYSTEMS INC.

Fujitsu-ICL Systems Inc. is a subsidiary of Fujitsu Limited (TSE: 6702), a \$50 billion provider of Internet-based information technology solutions for the global marketplace. The company supplies bricks-and-clicks solutions that build on its established market leadership in retail and financial systems with innovative, Internet-based customer relationship management technologies.

Its Transaction Systems division has almost 30 years experience in providing hardware/software solutions and services for retail point-of-sale (POS), specialized mobile computing and automated-teller-machine (ATM) applications. Its Transaction Applications division provides retail POS software applications and Internet-enabled customer relationship management (CRM) solutions that enable its clients to build high-value, personalized relationships with their customers.

Web sites: www.fjicl.com, www.fujitsu.com