



ISS45 at Save-A-Lot

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FUJITSU-ICL, DATA SYSTEMS INC. COMPLETE 250-STORE POS IMPLEMENTATION FOR SAVE-A-LOT SUPERMARKET CHAIN

FUJITSU'S ISS45 AND TEAMPOS DELIVER FLEXIBILITY FOR SAVE-A-LOT

NEW ORLEANS – Feb. 20, 2001 — Fujitsu-ICL Systems Inc. and Data Systems Inc. (DSI), a leading supermarket dealer based in Omaha, Neb., announced today they are completing the first phase of a 250-store point-of-sale implementation for Save-A-Lot Food Stores, a national, 800-store supermarket chain.

Save-A-Lot, which is owned by Supervalu Inc., now has 250 stores online, using Fujitsu's TeamPoS® point-of-sale systems and ISS45 software. ISS45 is an open, standards-based software offering superior supermarket functionality and flexibility. This initial implementation includes 200 corporately owned stores and 50 franchisee-owned outlets. The implementation could expand to its entire chain.

"Fujitsu's ISS45 has the flexibility to be easily tailored to our specific needs," said Tim Neustadt, manager of retail systems, at Save-A-Lot, a chain of limited assortment stores. "We were able to tailor the ISS45 to meet our needs, rather than having to tailor our operations to meet the needs of the technology."

Prior to using the ISS45 and Fujitsu TeamPoS systems, Save-A-Lot had been using proprietary electronic cash registers, said Tom Gleissner, general manager for DSI. "We recommended

Fujitsu's ISS45 and TeamPoS family of terminals and systems because Save-A-Lot needed a PC-based, open-architecture platform that was also easy to implement and use."

The solution allows Save-A-Lot to customize screens and menus, streamlining training and making support much more efficient, says Neustadt. "The key to the entire Save-A-Lot operation is simplicity, which made this a perfect fit."

The 250-store implementation involved a close relationship among Fujitsu, DSI and Save-A-Lot. As each store was scheduled for installation, Fujitsu shipped customized ISS45 and TeamPoS units for Save-A-Lot to DSI's St. Louis office. Then, DSI customized the units with in-store applications, and tested the units to ensure optimum performance. The units were then shipped to Save-A-Lot stores where they were installed by Fujitsu managed services personnel.

"The plug-and-play capabilities of the ISS45 makes it easy to install the units remotely," said DSI's Gleissner. "This is an incredibly robust solution that has given Save-A-Lot data access and reporting capabilities they never had with their previous system."

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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

ABOUT DATA SYSTEMS INC.

Data Systems Inc., based in Omaha, Neb., is the largest independent provider of electronic retail systems with more than 20 offices and 300 employees. For more than 50 years, DSI has provided supermarket, convenience store, restaurant/fast food, and general retail and specialty market retailers with state-of-the-art hardware and software solutions tailored to their individual needs.

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