

Update Bulletin

New 850 MHz and 566 MHz TeamPoS 2000 TeamKey, Other Prices Reduced

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TeamPoS 2000 has always provided lower total cost of ownership, plus the best performance and performance/price ratio in the business. And now TeamPoS 2000 is now faster and more powerful than ever.

- A new 566 MHz CPU replaces the 433 MHz configurations for the Standard Chassis.¹ All orders in-house for the 433 MHz have automatically been changed to the 566 MHz CPU and shipments have begun.
- Even better, Fujitsu is repricing these packages. Prices for the 566 ISS45 packages are slightly lower than for the 433. These reductions are now in force.
- At the top of the line, there's a new 850 MHz TeamPoS 2000. Since these will most likely be used for WinPoS configurations, RAM has been increased to 256MB on the 850 units. But take a look at the pricing – you'll see that the cost delta from the 600 MHz to the 850 is small, and with the 40%+ performance difference from the clock speed compared to the 600, taking customers to the 850 is a no-brainer in most cases. Remember, the 850 Pentium III has about 85% higher performance than the 566 Celeron. The 850 MHz units are currently in short supply, so be sure to talk to Fujitsu Customer Service for lead times and availability.
- Besides the brightness, touch-screen capability and retail-ruggedness, the TeamKey is a big reason to sell the Fujitsu flat panel displays, and now the proposition just got better – we've reduced the price of the ISS45 TeamKey option package to \$495, so Dealers will have to pay only around \$250 in many cases for this great keypad/MSR combination.

As you might have predicted, this is not only cause for celebration, but cause for a brand new release of Marketing Bulletin 1157 – Issue 8. You'll find this TeamPoS 2000 Configuration and Pricing information on the ISS45 Dealer Web Site at <http://www.iclretail.com/support/iss45/> along with all the news.

To Your Success

Tony

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¹ TeamPoS 2000 Compact Chassis units will continue to ship with the 433 until further notice.