

# Announcement

## Price Changes for NCR Retail Software Applications

February 18, 2016

Prices for NCR retail software applications will change April 1, 2016.

Many of NCR's software prices have not been updated for years — for example, ISS45 pricing has been left untouched since 2006. Meanwhile, software capabilities have dramatically advanced and escalating application complexity has increased the cost of engineering and Q/A — but inflation has eroded prices in real dollars. The company has therefore made a global corporate decision to increase all retail industry software prices to better reflect current value.

### CHANNEL PRICE CHANGES FOR RETAIL SOFTWARE

NCR is announcing these changes for Food & Drug applications resold by Channel Partners, effective April 1, 2016. An important price *decrease* is also announced.

- **What goes up...** MRPs (list prices) for all the ISS45, ScanMaster, ACS/ ACS-IR, ABO and RBO primary system licenses will increase by approximately 14%-16%.
  - “Primary system licenses” include POS controller/server, POS and workstation application software licenses; and base system licenses for back-office software.
  - Price increases are *not* planned for most option and interface items.
- **...must come down:** the more expensive “without-hardware” price tier for ISS45 and ScanMaster will be eliminated as of April 1. Instead, the lower “with-hardware” pricing will be used regardless of simultaneous POS hardware purchases.
  - In software-only situations, this reduces prices *below* today's levels, plus eliminating cross-order paperwork and proof-of-purchase requirements.

### NOT CHANGING:

- **Not changing:** ABO back-office “Companion” licenses when purchased with a new ISS45, ScanMaster or ACS/ ACS-IR store license (additional RBO Companion licenses will also remain available as required at the same prices).
- **Not changing:** Database platforms (such as SQL or PSQL) will remain at the same prices.
- **Not changing:** Third-party software items (such as Solidcore or RTI) are not affected by the price changes.
- **Not changing:** Migrations, replacement licenses and license reactivations will remain at current prices.
- **Not changing:** No Connected Payments, Connected Services, Connected Loyalty or other SaaS application subscription prices are being announced.
- **Exceptions:** NCR will honor all existing special price offers through the expiration dates on applicable Exceptions. Special pricing provided in new Exceptions or extensions will be based upon the new MRPs for these application software items.

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## PRICE CHANGE DATES

- The current MRPs will apply to:
  - All orders shipping before April 1, 2016
  - All orders already accepted and in process prior to February 15 regardless of ship date.
- The new MRPs will apply to:
  - All new orders received on or after April 1, 2016.
  - New orders received as of February 16 with delivery dates scheduled on or after April 1.
- The elimination of “without-hardware” prices will take effect simultaneously with the above changes in MRPs.
- Pricing and configuration documents for ISS45, ScanMaster, ACS, ABO and RBO will be updated with the new prices within two weeks of this announcement. Affected items will be increased by approximately 14%-16%.

## SOFTWARE MAINTENANCE CHANGES

Changes in Software Maintenance and Support prices for 2016 are provided in a separate Announcement.