

Announcement

ENCOR Pricing Quick Reference

June 1, 2017
Issue 2a

Use this Quick Reference table to figure and quote the pricing and migration strategy for new ENCOR systems and migrations. The complete pricing information for all ENCOR items, migration eligibility requirements is provided in detail the [ENCOR Pricing and Configuration](#) bulletin.



[Excel sheets with ENCOR Sample Orders](#), including specific Veteran and Recent Systems migrations from ISS45, ScanMaster and ACS/ACS-IR are also just a click away. The easiest way, however, is to just use the [ENCOR SKIE](#), which automates the pricing and discounting of you entire order including ENCOR Pre-Buys and Migrations.

Unless marked as "Net," all prices in the tables below are MRPs and discountable to Channel Partners by their NCR Channel Partner POS Application Software discounts.

ENCOR New System Licenses

ENCOR Express Licenses	MRP	Order Item	Notes
1-Lane ENCOR Express:	\$3,320	G330-0980-0001	<ul style="list-style-type: none"> Includes ENCOR Base Controller/MFS, ABO functions and POS Lane software. The MFS usable as Workstation, but order additional Workstations if store needs more. ENCOR Express may upgrade to "Standard" in the future if the site grows beyond the maximum 5-lane count for Express.
2-Lane ENCOR Express:	\$4,100	G330-0980-0002	
3-Lane ENCOR Express:	\$5,280	G330-0980-0003	
4-Lane ENCOR Express:	\$6,680	G330-0980-0004	
5-Lane ENCOR Express:	\$8,560	G330-0980-0005	
ENCOR Standard Licenses	MRP	Order Item	Notes
ENCOR Controller:	\$4,680	G330-0999-0000	All ENCOR licenses are single controller. No dual controller support.
ENCOR Terminal (1-12):	\$1,060	G330-0998-0000	First 12 lanes and later add-on lanes. No separate LAN charge.
ENCOR Terminal (13+):	\$720	G330-0997-0000	13th+ lanes, sold with new stores only. No separate LAN charge.
ENCOR Workstation:	\$600	G330-0996-0000	The MFS can double as a Workstation, but order additional Workstations if needed.
Payments Options and Interfaces:	\$0	See ENCOR P&C	No Charge for these items with Connected Payments.
Other POS Options and I/F:	(Same as ISS45)	See ENCOR P&C	Offerings and prices similar to ISS45.
ABO Store Base Application	[Included]		ABO Central Host/Store components and options available separately.
ABO Central and ABO Options:	Same as ABO	See ABO P&C	ABO options and pricing are the same as for stand-alone ABO.
SWM/SMS per Site:	\$556		Fee includes ENCOR POS (all store sizes) and ABO Base. SSCO, Fuel, Loyalty, ABO Central, ABO options etc. may have separate fees. Fee applies for the 2017 top-tier (lowest per-site price) fee for 100+ stores, when combined with other ISS45, ScanMaster and ACS site counts.

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ENCOR Migration Offers

ENCOR Migration Offers	Price or Percentage	Credit Item to Order	Notes:
<p>Recent System Migrations:</p> <p><i>(Percent credit is based on the purchase year of the ENCOR migration)</i></p>	2017: 100% 2018: 100% 2019: 50% Pcnt. of original incumbent POS application software invoice credited to new ENCOR purchase	G330-0940-00 45 G330-0940-00 SM G330-0940-00 AC “-0045” – for ISS45, “-00SM” – ScanMaster, “-00AC” – ACS/ACS-IR See ENCOR P&C Guide for details	<ul style="list-style-type: none"> • For NCR POS systems initially shipped or migrated in 2012 and later. The listed credit percentage applies against the Channel Partner's initial invoice net price for the site's ISS45, ACS or ScanMaster POS application software (later add-ons are not included). • The end user must own a valid/verified ACS, ISS45 or ScanMaster license at the site's address. SWM/SMS must be current, with the site live on Connected Payments on January 1, 2017. • Additional credits may be available for ABO, RBO or Retailix Store/HQ, or if NCR SSCO/FastLane is in the store (see below).
<p>Veteran System Migrations:</p> <p><i>(Flat net price for ENCOR migrations from pre-2012 licenses, and for Express-type licenses including "\$0-base" small-store systems)</i></p>	\$4000 net for up to 9 Lanes \$5000 net for 10+ Lanes \$600/Lane net for Express	G330-0999-M xxx “Mxxx” varies according to the incumbent POS system and size. See ENCOR P&C Guide for “Like-for-Like” details.	<ul style="list-style-type: none"> • Provides “Like-for-Like” ENCOR license for customers that purchased ISS45, ScanMaster or ACS/ACS-IR before 2012. • The end user must own a valid/verified ACS, ISS45 or ScanMaster license at the site's address. SWM/SMS must be current, with the site live on Connected Payments on January 1, 2017. • Express or small-store (\$0-base) incumbent POS systems may migrate to ENCOR Express only.
<p>ABO / RBO / Retailix Store/HQ Migration Credit:</p>	2017: \$1000 2018: \$1000 2019: \$500 (all credits are net)	G330-0941-00 AB G330-0941-00 RB G330-0941-00 RS “00AB” for ABO, “00RB” for RBO, “00RS” for Retailix Store	<ul style="list-style-type: none"> • Migration credit for existing ABO, RBO or Retailix Store/HQ (any configuration). • Credit amounts are net to Channel Partner. • Store location must be current on software maintenance for both the POS and the back office software.
<p>Self-Checkout Credit:</p>	through 2019, 100% discount on Veteran Migrations	G330-0942-00 SC	<ul style="list-style-type: none"> • Stores installed with NCR SSCO or FastLane (or simultaneously purchasing SSCO) will receive an ENCOR Veteran (like-for-like) migration discounted at 100%. • An ENCOR-certified SSCO version must be installed (or the required upgrade ordered) when the ENCOR Migration is ordered. Unsupported, uncertified or de-installed SSCO sites do not earn this credit. • To use this credit, order a Veteran migration for the site (regardless of its original license date). The Veteran Migration item is discounted 100%.