

Update Bulletin

U-Scan + ScanMaster V2 — Special Upgrade Rebates

January 30, 2006

StoreNext is delighted to announce the new U-Scan/ScanMaster V2 interface. This enables ScanMaster users to enjoy all the benefits of the industry's best and most popular self-checkout system while keeping their ScanMaster investment intact.

The new ScanMaster version 2.3.0 supports U-Scan. This is not a "demo" or "Phase-I" product – it's a complete, certified and generally-released interface that fully integrates the combined capabilities of U-Scan and ScanMaster V2.

Because of the DOS basis of ScanMaster V1, and the comparably limited feature set that would result, StoreNext has no current plans to support U-Scan with a ScanMaster V1 interface.

But that doesn't mean that grocers with ScanMaster V1 are out in the cold! In fact, independents and regional chains going to self-checkout are *exactly* the same kind of users who will wonder how they ever ran their stores without the advantages and many extra capabilities of ScanMaster V2.

So here's what StoreNext is doing for ScanMaster V1 users going to ScanMaster V2 and U-Scan. A store upgrading 8 lanes can save more than \$8,100 – and that's *dealer net!* – using the following offers:

- **ScanMaster Software** – StoreNext will provide a ScanMaster V1→V2 upgrade free of charge when the store is upgrading to U-Scan. That'll save the user \$2,195.
- **POS Hardware, Mayday!Exchange** – dealers can apply StoreNext's "Mayday!" program to the upgraded CPU, saving up to \$550 per lane against the e-box cost at net dealer cost. This means you can price that hardware about \$1,000 less per lane to the grocer leaving your percentage margins unchanged. See the current [Mayday!Exchange bulletin](#) for details.
- **POS Hardware, Keep Your Stuff** – ScanMaster V2 has been tested and certified on Fujitsu electronic boxes with a wide variety of "mix-and-match" legacy NCR peripherals (for all the specifics see Denny and Bart's great [Technical Bulletin](#) from September). This enables grocers to keep most or all of their peripheral set while upgrading to just the new high-performance Fujitsu TeamPoS e-box or "slice."
- **POS Hardware, new printers and displays** – okay, you *could* keep your stuff, but man, printer and display technology has sure advanced in the past few years – and some of these V1 users have stained and dim CRTs and maybe even dot-matrix printers (for those of you who weren't born yet at the time, printers used to be noisy, unreliable and took 20 minutes to print a short receipt. Oh - and *some* printers shook so much that they needed to be mounted in trays so the vibrations wouldn't make them walk off the cash drawer.) Upgrading to full-touch and a good new printer is such a good idea that StoreNext will give another \$100 instant rebate per lane when the grocer upgrades both to a new touch-screen display and multi-station printer from StoreNext.
- **POS Hardware, new Scanner/Scales** – it's the perfect time to get those ancient NCR scanners out of the store and replace them with new PSC 8500s or 8200s. Think about it

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– after putting in U-Scan, the self-checkout shoppers are going to get better scanners than the checkers? This offer eradicates that problem since StoreNext is giving the dealer a \$200 instant rebate off any published StoreNext PSC 8500 scanner/scale package, and a \$100 instant rebate off each PSC 8200.

THE FINE PRINT

- Shipments must be completed for all components by June 30, 2006. Shipments scheduled after that date will have any rebate PINs removed from the order.
- These offers can be applied to new U-Scan systems with at least two shopper stations.
- Users who already have ScanMaster V2 can use the other rebates if purchasing U-Scan.
- The “instant rebates” will deduct the amounts below from the dealer’s invoice. This rebate is *not* automatic: dealers must order the rebate PINs below and meet all relevant conditions in order to receive the rebate.
- Dealers are encouraged to combine all these offers to maximize the “instant rebate”. Also make sure you take advantage of the current Mayday!Exchange program to minimize the TeamPoS hardware cost.
- The relevant products and the PINs below *must be ordered* to receive the instant rebates and take advantage of our U-Scan ScanMaster interface euphoria.

PIN	Item	Price	Inst	Maint
MDU-V1V2	U-Scan/ScanMaster V1→V2 Software Upgrade instant rebate. This PIN applicable only when a ScanMaster V1→V2 software upgrade and a U-Scan system are ordered simultaneously or on the same sales order. Limit one per U-Scan order. Credit amount will be less discount.	(\$2,195) list price less dlr. discount	N/A	N/A
MDU-PD	U-Scan/ScanMaster V1→V2 Printer/Display Upgrade instant rebate. This PIN applicable only when a new multi-station printer and touch-screen display are both ordered simultaneously with a U-Scan system on the same sales order. Limit one rebate per TeamPoS terminal on the same sales order. Note: the rebate is \$100 for the combined touch-screen and printer order, not \$100 for each printer and touch-screen.	(100) dealer net	N/A	N/A
MDU-PSC85	U-Scan/ScanMaster V1→V2 PSC 8500 Upgrade instant rebate. This PIN applicable only when a new StoreNext PSC 8500-family scanner/scale package is ordered simultaneously with a U-Scan system on the same sales order. Limit one rebate per TeamPoS terminal on the same sales order.	(200) dealer net	N/A	N/A
MDU-PSC82	U-Scan/ScanMaster V1→V2 PSC 8200 Upgrade instant rebate. This PIN applicable only when a new StoreNext PSC 8200-family scanner/scale package is ordered simultaneously with a U-Scan system on the same sales order. Limit one rebate per TeamPoS terminal on the same sales order.	(100) dealer net	N/A	N/A

To Your Success,



 Anthony van Seanter