

# Announcement

## ENCOR POS Revival!

### Special NCR POS Hardware Discounts with ENCOR

January 3, 2018

**Revive the POS hardware** in your ENCOR stores and boost your profits in 2018!

NCR's **ENCOR POS Revival** gives you dramatic savings on NCR terminals and peripherals. Save up to **\$519** per lane on NCR's best when you combine ENCOR with a POS hardware refresh.

#### REVIVAL SAVINGS

When you purchase new ENCOR licenses or migrate your ISS45, ACS/ACS-IR or ScanMaster systems to ENCOR, take full advantage:

- **63% Revival Discount** — on RealPOS XR6, XR7, XR7 Plus and XR8 terminals sold with ENCOR. **Saves \$86 – \$147<sup>i</sup>** per terminal.
- **64% Revival Discount** — when your e-box order **also** includes NCR touch-screen or DynaKey displays, multi-station printers or RealScan 78xx scanner/scales. An XR7 or XR7 Plus counts as both an e-box and a display. **Saves \$157 – \$354 per lane<sup>ii</sup>** on the e-box and peripheral.
- **65% Revival Discount** — on your qualifying NCR POS hardware orders when they also include **two** or more NCR peripherals along with the e-boxes. Choose touch-screen or DynaKey displays, multi-station printers or RealScan 78xx scanner/scales (with the XR7 or XR7 Plus counting as both an e-box and a display). **Saves \$268 – \$519 per lane<sup>iii</sup>** —
- **Then: Save even more** — because your Revival discount applies to the rest of your order too. You'll also get the special Revival discount on the NCR cash drawers, options and accessories you order for installation in the ENCOR site.

#### MAKING THE ENCOR POS REVIVAL WORK FOR YOU

- **Dates** — order the NCR POS hardware from ScanSource or BlueStar by December 7, 2018 for delivery by December 28, 2018. (Ingram Micro is not participating.)
- **ENCOR Confirmation requirement** — each Revival order to ScanSource or BlueStar must be accompanied by the NCR confirmation for the ENCOR license order for the site where the hardware will be installed.
  - Orders for new ENCOR systems, ENCOR Migrations and pre-buys all qualify for the Revival discount.
- **Everything is discounted** — all the qualifying NCR hardware on your P.O. will be discounted by the same Revival percentage. Any non-discountable or ineligible items must be placed on a separate P.O. where the Revival discounts don't apply.
- **Same site requirement** — all the NCR POS equipment on your hardware P.O. to ScanSource or BlueStar may be deployed only at the specific, single site where the ENCOR order from your confirmation will be installed. This means:
  - Any hardware that won't be installed at the site from the ENCOR order confirmation may not be included on a Revival P.O.
  - Use a separate P.O. for each store. Do not combine stores in one ENCOR or hardware P.O.

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- The order quantity for any item on the hardware P.O. may not exceed the lane count of the ENCOR system from the ERP confirmation for which the hardware is being ordered and will be installed.
- **Certified hardware** — all Revival orders must include XR6, XR7, XR7 Plus or XR8 terminal configurations that are certified with ENCOR. All displays, printers and scanner/scales on your Revival P.O. must be certified with ENCOR, or roadmapped for ENCOR certification.
  - See the [NCR POS hardware Pricing and Configuration](#) bulletins for compatibility information.
  - Additional hardware classes/items will be added as ENCOR is certified for the XR4, XR5 etc.
- **No double-dipping** — discounts provided with this offer can apply only against the full MRP/List Prices of the NCR products. This offer cannot be used in conjunction with any other programs, special pricing, or Exceptions of any kind.
  - If you're using special pricing from a different program or Exception, use a separate purchase order to buy it. Do not mix the POS Revival discounts with any other programs on a P.O.
- **No retroactive effect** — orders under this program cannot be retroactively applied to orders already shipped. But Channel Partners may amend unshipped orders in process to modify the discounts that would otherwise qualify for this program.
- **Add the ENCOR discount item** — to your order. The appropriate \$0 item is required to receive the discount.
  - Use 9678-ENRV-0063 for orders qualifying for the 63% Revival discount
  - Use 9678-ENRV-0064 for orders qualifying for the 64% Revival discount
  - Use 9678-ENRV-0065 for orders qualifying for the 65% Revival discount

PID / PIN	Item	Price
9678-ENRV-0063	ENCOR Revival POS Hardware Discount, E-box Only — 63% <small>Add this item to qualifying NCR POS Revival hardware purchase orders to ScanSource or BlueStar. This item applies for orders including a certified e-box only, without peripherals.</small>	N/A
9678-ENRV-0064	ENCOR Revival POS Hardware Discount, E-Box + 1 Peripheral — 64% <small>Add this item to qualifying NCR POS Revival hardware purchase orders to ScanSource or BlueStar. This item applies for orders including a certified e-box plus one qualifying display, printer or scanner/scale item per lane. The display on integrated XR7 or XR7 Plus e-boxes counts as a display for this discount.</small>	N/A
9678-ENRV-0065	ENCOR Revival POS Hardware Discount, E-Box + 2 Peripherals — 65% <small>Add this item to qualifying NCR POS Revival hardware purchase orders to ScanSource or BlueStar. This item applies for orders including a certified e-box plus two qualifying display, printer or scanner/scale items per lane. The display on integrated XR7 or XR7 Plus e-boxes counts as a display for this discount.</small>	N/A

- <sup>i</sup> **\$86** savings calculated from additional 4% discount on XR6 Celeron/HDD configuration package.  
**\$147** savings calculated from additional 4% discount on XR8 Core i5 configuration package.
- <sup>ii</sup> **\$157** savings calculated from additional 5% discount on XR6 Celeron/HDD package with 7167 printer.  
**\$354** savings calculated from additional 5% discount on XR8 Core i5 package with RealScan79 scanner/scale package.
- <sup>iii</sup> **\$268** savings calculated from additional 6% discount on XR6 Celeron/HDD package with 7167 printer and 5967 touch-screen package configuration.  
**\$519** savings calculated from additional 6% discount on XR8 Core i5 package with RealScan79 scanner/scale package and 5954 DynaKey package configuration.