

ANNOUNCEMENT

POS Application Migrations for ISS45 and ScanMaster

Issue 2
July 7, 2015

Note: This Issue 2 withdraws the migrations from ScanMaster or ISS45 to ACS 7.0 – this special pricing program expired on June 30, 2015. Changes of significance are highlighted in red.

NCR now provides a set of low-cost offers that enable users of ScanMaster, ISS45 and ACS to migrate to other NCR POS offerings. For example, an ISS45 user may want to migrate to ScanMaster, or an old ACS-IR site may move to ScanMaster or ISS45. (Special pricing for migrating POS to ACS 7.0 has expired. Migrations from ACS/ ACS-IR to ScanMaster or ISS45 remain available.)

The POS migrations all have the same MRP of \$5,000 with a \$3,000 Channel Partner net price, regardless of store size, options or the Channel Partner tier status.

WHEN TO MIGRATE

These POS migrations are offered to help NCR customers and Channel Partners by:

- Changing POS to access unique or special capabilities or interfaces available in a different NCR system to meet critical business needs
- “Flat-lining” a user’s installed store base to a single consistent application
- Changing the POS system in a user’s newly acquired store to match the rest of their base
- Helping Channel Partners better match their site list with their internal experience and skills
- Offering a change and fresh new technology to combat competitor FUD
- Providing a bright future for customers served by former dealers by capturing and migrating stores to current NCR POS products.

MIGRATION REQUIREMENTS

These specially priced POS migrations are not standard products, and are available only for sites and Channel Partners meeting qualifications.

- All sites to be migrated must be currently live and operating on ACS/ ACS-IR, ISS45 or ScanMaster. Migrations are not offered for de-installed, transferred, inactive, voided etc. systems or licenses.
- All sites to be migrated must be currently on SWM/SMS.
- Migrations are not intended to facilitate “raiding” of another current NCR Channel Partner’s installed sites or customers. All POS migrations are subject to NCR review, and will be approved and fulfilled only when either:
 1. The POS software in the migrating site is currently established on NCR SWM/SMS by the Channel Partner ordering the POS migration, or
 2. The POS software in the migrating site is not currently maintained by another current NCR Channel Partner authorized for sales of ACS, ScanMaster or ISS45.

... continued on following page

WHAT'S INCLUDED

The POS application migration products and pricing cover all “like-for-like” options and components from the original (“incumbent”) system license that are also available on the new (“replacement”) system to which the user is migrating.

- ***In general*** – items and options that are part of the ACS, ISS45 or ScanMaster POS application software license will be covered by the migration fee. But items, interfaces and options that are sold with or part of other products connecting to the POS application are not covered by the migration fee.
- ***The lane count*** – on the incumbent POS application system license will be provided on the replacement license.
- ***The incumbent workstation count*** – will be provided on the replacement license
- ***Special functions and options*** – optional interfaces to special functions, options or third-party applications that are part of the incumbent POS application license will be migrated to the replacement license if available.
- ***Solidcore S3 embedded licenses*** – previously installed on the incumbent system do ***not*** need to be repurchased. If compatible with the replacement system, they will remain licensed for the site.
- ***Internal interfaces and adapters*** – that are part to the incumbent ACS, ScanMaster or ISS45 POS application – such as the NCR SSCO POS interface – will be provided with the replacement system as part of the migration price when available and supported on the replacement system.
- ***ABO or RBO companion back office*** – all migration orders approved with standard terms and conditions will normally qualify for the ABO or RBO companion back office options at the \$995 net Channel Partner price. See the announcement and update regarding these options respectively.
- ***Zero-lane history server option*** – it may not be practical to transfer a user’s entire archived business history and reports from the incumbent to the replacement system. NCR therefore offers special zero-lane history-only server licenses (ZLHS) for the incumbent POS applications that enable the user to retain and query system history and reporting from the old system. A ZLHS provides the full controller function of the POS system, but has zero lanes and zero workstations. See the offerings below for ordering and pricing information. Note that ZLHS licenses may never be upgraded.

WHAT ISN'T INCLUDED

- ***Options that were not previously licensed or available*** – options, interfaces or special features not available or licensed on the incumbent system can be purchased at normal prices and discounts. Additional billable options purchased with a software migration will be provided at the applicable standard Channel Partner POS application discounts (the lower “software-only” discount for ISS45 or ScanMaster will ***not*** apply for example).
- ***Software platforms*** – required by the replacement system are not included. For example, embedded SQL for ISS45 or the Pervasive database for ScanMaster are not included with the migration price, and must be ordered separately.
- ***Hardware platform requirements*** – may be different depending on the type and version of the incumbent and replacement POS software. POS software migrations may require hardware or other upgrades to meet the certification and minimum technology requirements of the replacement POS system.
- ***External interfaces and adapters*** – that are ***not*** internal to the incumbent ACS, ScanMaster or ISS45 POS application and where a different base or core software product is required by the attached/external product (for example SSCO’s own base application for ACS versus

the SSCO base application software released for ScanMaster), then new software for the attached system is normally required.

- **Third-party items** – adapters and interfaces that are the intellectual property of third-party providers are not included, even if sold through NCR. For example, an interface, broker or adapter unique to the incumbent system and licensed as such will normally need to be purchased for the replacement system.
- **Unique functions** – it is a Channel Partner’s responsibility to ensure that the proposed replacement system meets the user’s requirements. Each POS system will have different operation and individual capabilities as well as differences in compatibility and interoperability with other applications.
- **The incumbent POS system license** – expires null and void upon installation of the replacement migration POS system. The user retains no operating or license rights to the incumbent system after migrating, and all physical license enablement keys (e.g. HASPs) must be returned immediately to NCR upon installation. ACS electronic security keys will be canceled and voided. Channel Partners are held accountable for the user’s ability to move, sell or otherwise re-use the expired incumbent system license, and will be invoiced for its full value if all keys are not returned within 30 days.

THE MIGRATION PROCESS

To migrate among ScanMaster, ACS and ISS45, follow these steps:

1. **Get it approved** – all migrations must be approved in advance by NCR management – and all situations that meet the policies, terms and conditions outlined here will be quickly approved. So *before* proposing migration to a prospective user, provide your NCR CAM with a Migration Opportunity Summary (“MOS” – copy attached and also available separately) so that he can get the necessary approval from NCR Management. NCR will take no responsibility for declined migration orders because the required approvals are missing.
2. **Go get the deal** – after receiving the signed approval on the MOS.
3. **Send in your order** – to Plano Order Entry.¹
 - **Send the MOS** – the signed and approved Migration Opportunity Summary must accompany all migration orders. Migration orders without the required MOS will be automatically declined.
 - **Send the SKIFs** – include the ISS45, ScanMaster or ACS SKIF for *both* the incumbent system and the replacement system.
 - **Send the companion back office order** – remember to include the ABO or RBO companion software order as applicable. For RBO, use the standard current RBO order form (there is no special order form for ABO).
 - **Send the ZLHS order** – order the optional Zero-Lane History Server license for the system being replaced.
4. **Get the new system** – receive the new ScanMaster or ISS45 software license and keys and stage the system for installation. New license enablement keys (HASPs) will be provided for the replacement system.

¹ These migration orders do need to go through NCR Plano Order Entry since ScanSource cannot accept ISS45 or ScanMaster orders or manage the license replacement process (or juggle the SWM/SMS across these systems) when an incumbent ISS45 or ScanMaster license is voided in favor of an ACS replacement license. After this administration however, Plano Order Entry will fulfill ACS 7.0 migration replacement licenses through ScanSource.

5. ***Install the system*** – and de-install the incumbent system.
6. ***Return the incumbent license enablement keys*** – physical keys (HASPs) for ISS45 or ScanMaster licenses being migrated must be returned (ACS uses an electronic code key that cannot be returned, but it will be canceled). The address for physical key returns is provided on the MOS.
 - If the user has ordered the ZLHS, use an overnight service to return old ScanMaster or ISS45 HASP keys to NCR using overnight delivery. This will speed the delivery of the ZLHS keys in return (ACS ZLHS keys are electronic). NCR will not provide an ACS, ScanMaster or ISS45 ZLHS key until the applicable incumbent keys are returned.
7. ***ZLHS installations*** – the original incumbent keys - whether physical or electronic - may not be used for the ZLHS. The ZLHS license is different and new keys are required. As soon as the old incumbent keys are received from the Channel Partner, NCR will generate the new physical or electronic enablement keys for the ZLHS license and deliver physical keys to the Channel Partner via priority overnight service.

AFTER THE INSTALLATION

- ***Software Maintenance*** – SWM/SMS responsibility will commence normally for the replacement system as per standard policy.
 - NCR does not offer pro-rating or partial refunds for SWM/SMS accrued or paid for incumbent systems that are replaced before the completion of the SWM/SMS period.
 - NCR will automatically remove the incumbent system from SWM/SMS when the incumbent license keys are returned. Do ***not*** file Adjustment Requests to remove the incumbent system from the SWM/SMS rolls.
- ***SWM/SMS for the ZLHS*** – zero-lane history-only server installations are exempt from software maintenance fees. ZLHS licenses may never be upgraded.
- ***Pricing differences for lost features*** – NCR will not provide refunds, RMAs or credits for items, options, inter-operability or features present on the incumbent POS system but not supported on the replacement system.

MIGRATION PINS AND LPINS

Use the following product codes and order migrations from Plano Order Entry.

See the ACS 7.0, ScanMaster and ISS45 policies for SWM and SMS details and policies.

Prices provided below are the List Price/MRP and the Channel Partner Net price. All prices are net – standard discounts on these special migration items do not apply.

LPIN / PIN	Item	List/MRP	NET
ISS45 Migrations from ScanMaster and ACS			
44555/001SM2	ISS45 Store Migration from ScanMaster V2 - covers all existing like-options Release Note: Orders Require approved Migration Opportunity Summary. Configuration Note: For migrating to ISS45 from ScanMaster V2. Covers software for like number of terminals, workstations, and like options so far as are available from the original ScanMaster store. Includes POS lane counts needed for self-checkout and attendant stations and the self-checkout Interfaces, but does not include any self-checkout software or upgrades that might be necessary. New options, additional lanes or workstations, software or hardware platforms etc. are not included and must be purchased under standard terms and conditions. ¶-This is a specially priced offer requiring a Migration Opportunity Summary (MOS) to be approved in advance by NCR Sales Management. See the Migration Announcement (initial release June 15, 2014) for details. Non-Affinity fees for hardware or software maintenance (SMS/SWM or Hardware Maintenance) will apply if a different Authorized Channel Partner has been selling or maintaining the site. ¶-The existing POS system must be installed and currently operating in the store in which the newly licensed/migrated POS application will be used. Migrations will not be accepted from incumbent software that was loaded and/or purchased via used equipment, from de-installed or closed stores, or any stores that have been removed from software maintenance (SMS or SWM). ¶-POS system migrations (among ACS, ISS45 or ScanMaster only) qualify for ABO (or RBO) companion software at special pricing. See the Announcement and Update bulletins. ¶-All applicable ISS45 features and options, interfaces etc. must appear on the purchase order, whether covered by the migration offer (at \$0) or being purchased above and beyond the scope of the replaced system.	\$5,000	\$3,000
44555/001ACS	ISS45 Store Migration from ACS or ACS-IR Release Note: Orders Require approved Migration Opportunity Summary. Configuration Note: For migrating to ISS45 from ACS or ACS-IR site. Covers software for like number of terminals, workstations, and like options so far as are available from the original ACS/ACS-IR store. Includes POS lane counts needed for existing self-checkout and attendant stations and the self-checkout Interfaces, but does not include any self-checkout software or upgrades that might be necessary. New options, additional lanes or workstations, software or hardware platforms etc. are not included and must be purchased under standard terms and conditions. ¶-This is a specially priced offer requiring a Migration Opportunity Summary (MOS) to be approved in advance by NCR Sales Management. See the Migration Announcement (initial release June 15, 2014) for details. Non-Affinity fees for hardware or software maintenance (SMS/SWM or Hardware Maintenance) will apply if a different Authorized Channel Partner has been selling or maintaining the site. ¶-The existing POS system must be installed and currently operating in the store in which the newly licensed/migrated POS application will be used. Migrations will not be accepted from incumbent software that was loaded and/or purchased via used equipment, from de-installed or closed stores, or any stores that have been removed from software maintenance (SMS or SWM). ¶-POS system migrations (among ACS, ISS45 or ScanMaster only) qualify for ABO (or RBO) companion software at special pricing. See the Announcement and Update bulletins. ¶-All applicable ISS45 features and options, interfaces etc. must appear on the purchase order, whether covered by the migration offer (at \$0) or being purchased above and beyond the scope of the replaced system.	\$5,000	\$3,000
Zero-Lane History Licenses for ScanMaster and ACS			
SM44555/001ZMH	ScanMaster V2 Zero-Lane History-Only License after POS Migration to Other Retailix or NCR System Configuration Note: This license enables a former ScanMaster V2 user to maintain history and records after migrating to another Retailix or NCR POS product. This license requires, and must be ordered with, a POS migration order from ScanMaster to ACS or ISS45: it is not available for any other circumstances. ¶-The original pre-migration ScanMaster key must be returned before the order for this license will be processed. The original SKIF matching the keys is required. ¶-This license provides the ScanMaster controller software only. No POS lanes, workstations, interfaces or options are included or may be purchased for this license or key. ¶-Under no circumstances may this license be upgraded to add lanes, workstations or other options. ¶-Zero-Lane History Licenses of this type are exempt from SWM/SMS.	\$100	\$100
NCR-G370-2600-MZMH	NCR ACS/ACS-IR Zero-Lane History-Only License after POS Migration to Other Retailix or NCR System Configuration Note: This license enables a former ACS or ACS-IR user to maintain history and records after migrating to another Retailix or NCR POS product. This license requires, and must be ordered with, a POS migration order from ACS/ACS-IR to ScanMaster or ISS45: it is not available for any other circumstances. ¶-The original pre-migration electronic key code must be provided before the order for this license will be processed. The original license information protected by this key is required. ¶-This license provides the ACS/ACS-IR server software only. No POS lanes, workstations, interfaces or options are included or may be purchased for this license or key. ¶-Under no circumstances may this license be upgraded to add lanes, workstations or other options. ¶-Zero-Lane History Licenses of this type are exempt from SWM/SMS.	\$100	\$100

LPIN / PIN	Item	List/MRP	NET
ScanMaster Migrations from ISS45 and ACS			
SM44555/001ISS	ScanMaster V2 Store Migration from all ISS45 Release Note: Orders Require approved Migration Opportunity Summary. Configuration Note: For migrating to any ScanMaster from any ISS45 store. Includes POS lane counts needed for self-checkout and attendant stations and the self-checkout Interfaces, but does not include any self-checkout software or upgrades that might be necessary. New options, additional lanes or workstations, software or hardware platforms etc. are not included and must be purchased under standard terms and conditions. Requires proof of original order, definition and return of ISS45 Software Keys, store name and address etc. ¶-This is a specially priced offer requiring a Migration Opportunity Summary (MOS) to be approved in advance by NCR Sales Management. See the Migration Announcement (initial release June 15, 2014) for details. Non-Affinity fees for hardware or software maintenance (SMS/SWM or Hardware Maintenance) will apply if a different Authorized Channel Partner has been selling or maintaining the site. ¶-The existing POS system must be installed and currently operating in the store in which the newly licensed/migrated POS application will be used. Migrations will not be accepted from incumbent software that was loaded and/or purchased via used equipment, from de-installed or closed stores, or any stores that have been removed from software maintenance (SMS or SWM). ¶-POS system migrations (among ACS, ISS45 or ScanMaster only) qualify for ABO (or RBO) companion software at special pricing. See the Announcement and Update bulletins. ¶-All applicable ScanMaster features and options, interfaces etc. must appear on the purchase order, whether covered by the migration offer (at \$0) or being purchased above and beyond the scope of the replaced system.	\$5,000	\$3,000
SM44555/001ACS	ScanMaster V2 Store Migration from ACS or ACS-IR Release Note: Orders Require approved Migration Opportunity Summary. Configuration Note: For migrating to ScanMaster from ACS or ACS-IR site. Covers software for like number of terminals, workstations, and like options so far as are available from the original ACS/ACS-IR store. Includes POS lane counts needed for self-checkout and attendant stations and the self-checkout Interfaces, but does not include any self-checkout software or upgrades that might be necessary. New options, additional lanes or workstations, software or hardware platforms etc. are not included and must be purchased under standard terms and conditions. ¶-This is a specially priced offer requiring a Migration Opportunity Summary (MOS) to be approved in advance by NCR Sales Management. See the Migration Announcement (initial release June 15, 2014) for details. Non-Affinity fees for hardware or software maintenance (SMS/SWM or Hardware Maintenance) will apply if a different Authorized Channel Partner has been selling or maintaining the site. ¶-The existing POS system must be installed and currently operating in the store in which the newly licensed/migrated POS application will be used. Migrations will not be accepted from incumbent software that was loaded and/or purchased via used equipment, from de-installed or closed stores, or any stores that have been removed from software maintenance (SMS or SWM). ¶-POS system migrations (among ACS, ISS45 or ScanMaster only) qualify for ABO (or RBO) companion software at special pricing. See the Announcement and Update bulletins. ¶-All applicable ScanMaster features and options, interfaces etc. must appear on the purchase order, whether covered by the migration offer (at \$0) or being purchased above and beyond the scope of the replaced system.	\$5,000	\$3,000
Zero-Lane History Licenses for ISS45 and ACS			
44555/001ZMH	ISS45 Zero-Lane History-Only License after POS Migration to Other Retailix or NCR System Configuration Note: This license enables former ISS45 user to maintain history and records after migrating to another Retailix or NCR POS product. This license requires, and must be ordered with, a POS migration order from ISS45 to ACS or ScanMaster: it is not available for any other circumstances. ¶-The original pre-migration ISS45 key(s) must be returned before the order for this license will be processed. The original SKIF matching the keys is required. ¶-This license provides the ISS45 controller software only (single MFS1 and key). No POS lanes, workstations, interfaces or options are included or may be purchased for this license or key. ¶-Under no circumstances may this license be upgraded to add lanes, workstations or other options. ¶-Zero-Lane History Licenses of this type are exempt from SWM/SMS.	\$100	\$100
NCR-G370-2600-MZMH	NCR ACS/ACS-IR Zero-Lane History-Only License after POS Migration to Other Retailix or NCR System Configuration Note: This license enables a former ACS or ACS-IR user to maintain history and records after migrating to another Retailix or NCR POS product. This license requires, and must be ordered with, a POS migration order from ACS/ACS-IR to ScanMaster or ISS45: it is not available for any other circumstances. ¶-The original pre-migration electronic key code must be provided before the order for this license will be processed. The original license information protected by this key is required. ¶-This license provides the ACS/ACS-IR server software only. No POS lanes, workstations, interfaces or options are included or may be purchased for this license or key. ¶-Under no circumstances may this license be upgraded to add lanes, workstations or other options. ¶-Zero-Lane History Licenses of this type are exempt from SWM/SMS.	\$100	\$100



LPIN / PIN	Item	List/MRP	NET
ACS Migrations from ScanMaster and ISS45			
NCR-G370-3669-MGSM Withdrawn	NCR ACS 7.0 Migration from ScanMaster Release Note: this item has been withdrawn	\$5,000	\$3,000
NCR-G370-3669-MG45 Withdrawn	NCR ACS 7.0 Migration from ISS45 Release Note: this item has been withdrawn	\$5,000	\$3,000



Migration Opportunity Summary

This document is required for all Channel Partner POS application migrations among ScanMaster, ISS45 and ACS. A separate copy is required for each store opportunity.

ALL MIGRATION OPPORTUNITIES MUST BE APPROVED BY NCR CHANNEL MANAGEMENT.

NEVER PROPOSE OR ORDER MIGRATIONS UNTIL RECEIVING THE SIGNED APPROVED MOS FROM NCR.

THE SIGNED MOS MUST ACCOMPANY EVERY MIGRATION PURCHASE ORDER.

Your Company:		(enter your Channel Partner/dealership name)
Store Company:		(the company/ownership name for the store)
Store Name:		(enter the banner name for this store)
Store Address:		(enter the complete street address, city, state and zip code for the store)
Store Phone:		(enter the store's telephone number)
Store Contact:		(enter manager/owner name at this site)
Incumbent POS:		(site's current POS: ACS, ISS45 or ScanMaster)
Migrating To:		(replacement POS you will install at this site)
Original Partner:		(name of site's original selling/servicing partner)
SWM/SMS Status:		(Site's SMS/SWM start date from your company. If maintained by competitor, put their name here.)
Key Number(s):		(HASP numbers or ACS electronic key codes)
Lane Count:		(number of POS lanes in the site)
Current B/O:		(name of current back office product)

Additional NCR Products and Upgrades for This Site Planned to be Ordered with Migration							
SSCO	<input type="checkbox"/>	LaneHawk	<input type="checkbox"/>	ABO (or RBO)	<input type="checkbox"/>	PocketOffice	<input type="checkbox"/>
Loyalty	<input type="checkbox"/>	AMS	<input type="checkbox"/>	Solidcore	<input type="checkbox"/>	PCs or Servers	<input type="checkbox"/>
E-boxes	<input type="checkbox"/>	Scanner/Scales	<input type="checkbox"/>	Displays	<input type="checkbox"/>	Printers	<input type="checkbox"/>
Connected Payments	<input type="checkbox"/>	Equinox Payment Terminals	<input type="checkbox"/>	Connected Services	<input type="checkbox"/>		

By signing this document, I hereby affirm to NCR that this store is currently operating and maintained as described above.

Signed: _____ <small>(Must be signed by the Channel Partner's principal owner or general manager.)</small>	Date: _____
--	--------------------

When signed, send to your NCR CAM.

Approved: _____ <small>(NCR CAM)</small>	Date: _____
Approved: _____ <small>(NCR Sales Management: Ron Allnock or Designee)</small>	Date: _____

Attach the fully executed MOS to the order for this site. Submit all migration orders to NCR Plano Order Entry / 6100 Tennyson Parkway, Suite 150 / Plano, TX 75024 or a color scan to Orders.Retalix@ncr.com