

Update Bulletin

Check Imaging and Electronic Check Conversion with ISS45

May 12, 2003

StoreNext plans to release a check imaging feature for Electronic Check Conversion later this year. This application will enhance electronic payments and a special printer option to enable the conversion of checks into electronic format for transmission through the financial system and, with an electronic image of the check stored for proofs and any necessary collection procedures.

The ROI to grocers is substantial – especially independents. These grocers stand to gain more since their check processing costs are proportionally higher than larger chains.

StoreNext will be using a special version of the DT50-II printer with Epson's TransScan™ option. Up to now, this hardware has been in flux with ongoing changes, but StoreNext plans to market this hardware upon release of the software. Some of the DT50-II/TM-H6000 printers are upgradeable to TransScan.



Dealer Action Item! – Check imaging a new is sufficiently complex topic that Epson requires all companies selling TransScan-equipped printers to be certified to market the product. It is very important to ECC success that the seller be educated on the ECC process and how it works, and why imaging is important to realizing the potential benefits of ECC. StoreNext has completed this process, but StoreNext Dealers must also be certified. Using StoreNext as your sponsor will limit the cost and effort required, but all Dealers planning to sell TransScan need to do the following:

- Complete the Indirect Reseller Certification Application and the Non-Disclosure. These are attached to the Dealer email with this Update, and also available by clicking this link: www.StoreNext.com/Dealer/Docs/EpsonPkg.zip
- FAX the Application and Non-Disclosure to 913-681-9337.
- With when the application is accepted the Dealer will be given information regarding a Web-based course on ECC and TransScan.
- Here's where you need to *move quickly* – there is normally a \$1,500 Dealer cost for the certification and course process. Epson has agreed to waive this fee for StoreNext Dealers *if your application is received by May 31, 2003.*¹

You will be receiving more ECC information, ROI, presentations etc. from StoreNext as our release comes into closer view.

To Your Success,

Tony
Antony van Leventer

¹ You'll note in Epson's materials that the date is April 30. A one-time extension was provided for StoreNext Dealers only.