

Update Bulletin

ISS45 V7 → V8 Upgrades, Advanced Promotions, Pick-5 and Trickle-Feed

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Issue 2

There is a lot of ISS45 V7→V8 upgrade activity which is leading to pricing questions and clarifications regarding what is included with the V8 upgrade. We're also making a new upgrade offer to lower the cost for customers moving to V7 who need to get Advanced Promotions.

Here is a quick Q&A with some answers.

- ***If you purchase the V8 option to upgrade to V8, do you get Advanced Promotions for free?*** Any option that the customer already owned on their V7 system, including Advanced Promotions, will not be charged again when they upgrade to V8. However, if they never had Advanced Promotions, they need to purchase it along with the V8 upgrade.
- ***Is Advanced Promotions required with V8?*** StoreNext does not recommend or support the old promotions/offers/reductions with V8. Customers using V8 need to be using Advanced Promotions for these functions.
- ***But then that adds to the V8 upgrade cost.*** Because of that fact, we have a new special price that reduces the list price of Advanced Promotions to **\$595** when purchased with a V8 upgrade.
- ***I never knew about that option! Where is it published?*** Hey, I said it was new so don't blame yourself here. It's published on the next page.
- ***If you need Advanced Promotions with every V8, why doesn't StoreNext just bundle Advanced Promotions with the V8 upgrade?*** The only problem is that this would over-charge those customers who had already purchased Advanced Promotions for their V7 system. Packaging it with the V8 upgrade would make them pay for Advanced Promotions twice. So the two need to stay separate so that the customers who already bought Advanced Promotions will get full credit for their earlier license purchase.
- ***When is Pick-5 included in the software?*** Pick-5 is included with Advanced Promotions on V8, but it's a billable line item on top of Advanced Promotions on V7. So if a user upgrades to V8 with Advanced Promotions, they will get Pick-5 at no charge whether or not they bought the Pick-5 option earlier on V7.
- ***What about Trickle-Feed?*** Version 8 includes Trickle-Feed. When a customer upgrades from V7 to V8, they will get Trickle-Feed at no charge regardless of whether they had the Trickle-Feed option on V7.
- ***I have stores that are installed with V7 but I think they are entitled to V8 and Advanced Promotions since they bought the system recently. Is that true?*** Starting July 24 of 2006, the pricing of ISS45 changed and customers who licensed ISS45 after that date received

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Advanced Promotions and V8 with their ISS45 license at no additional charge. So these customers – who were fully licensed for V8 but were installed with V7 – can upgrade their site to V8 with Advanced Promotions, Pick-5 and Trickle-Feed with no additional license fees.

- **How can I tell for sure?** The best way is to check the software keys.
- **What about migrations from other POS systems?** With migrations, “like options” are transferred license-free. A ScanMaster user who has purchased the Electronic Couponing/Marketing option (SM45180/045) will receive the ISS45 V8 Advanced Promotions license at no charge. Customers who do not have the Electronic Couponing/Marketing option on their ScanMaster key are eligible to use the upgrade PIN for V8 Advanced Promotions with the lower price.

Here’s the new Advanced Promotions PIN to use with V8 upgrades:

PIN	Item	Price	Inst	Maint
45180/045V8U	ISS45 Advanced Promotions and Member Card System for V8 Upgrades	\$ 595	N/A	\$ 100

Product can be sold only with the V8 Option PIN (45180/050) on the same purchase order, or if the customer is migrating from ScanMaster to ISS45 using PINs 44555/001SM1, 44555/001SM2 or 44555/003SM.

To Your Success,



Antony van Seunter

