

Update Bulletin

ISS45 Express — Now Even Better and Lower Prices

November 8, 2002

StoreNext took a sharp pencil to **ISS45 Express** and has upgraded these configurations while reducing most of the prices¹ for these great package systems.

StoreNext offers two basic styles of **ISS45 Express** packages:

- **“Complete”** – these are designed for V8 or heavy V7/WinPoS use, supplying the V8 option, V8-certified PC, full-store SQL license, the DT50-II dual-color thermal printer, Fujitsu Flat Panels – the works. Complete Express packages are available with/without 9900 Scanner/Scale.
- **“Flex”** – these maintain maximum configuration flexibility, allowing Dealers to add whatever types of PC, Displays, Keyboards and Printers best fit the circumstances. As with Complete packages, Flex Express can be supplied come with or without the 9900 Scanner/Scale.

Here are the vital changes to StoreNext’s **Express** configurations:

- **Nice!** – StoreNext’s Complete configurations now ship with our new 15” Flat Panel monitor for the controller PC.
- **Two-Color!** – Now shipping with the DT50-II Epson dual-color Thermal printer.
- **No DOS!** – StoreNext sends you Windows 2000 Professional on every terminal.
- **Over 30% faster!** – We now ship the faster 566MHz TeamPoS 2000 on all packages instead of the 433MHz.
- **And Next week?** – Faster PCs, now 1.8MHz.
- **RAM-a-rama!** – We doubled RAM on the PCs to 256MB for better V8 performance.
- **Smart Hub** – We’ve upgraded the 3Com hub to the intelligent switching model, supporting 10/100 LAN speeds.
- **Less of what you might not need** – The 92M keyboard and cable have been eliminated from the “Flex” configurations to maximize configurability. This is because both V8 and V7 (as of 7.8, shipping this month) now support full-touch capability, so the keyboards were removed to cut your base price. Obviously, they can be added back if desired.

Even with the reduced prices and more powerful configurations, Dealer discount on **ISS45 Express** systems remains at 45% for all “Complete” systems. Dealers ordering “Flex” configurations will also receive 45% if printers, displays and keyboards (or touch displays) are ordered from StoreNext on the same sales order to complete the PoS lane. While Dealers are free to source these components locally, StoreNext can only offer a 40% discount on “Flex” systems that do not include full PoS lanes.

¹ The Truth: 13 price reductions, 6 no-change, 1 “corrected” to a higher price. Largest price reduction is \$4,610. Average no-change is \$0. Price “correction?” \$700 at list.

Please be aware that this is considered an update to the existing **ISS45 Express** program, and not a new program, so the original Product ID Numbers (PINs) will continue to be used. Future orders using the PINs will get you the *new* configurations.

Because of the significant changes in the configurations and overall lower costs, the following commercial policy must apply:

- All new orders must be for the updated configurations and pricing, including the discounting policy.
- Dealers with Express orders already on the books for the old configurations will receive those configurations and prices unless the Dealer contacts StoreNext to change the order to the new configuration and pricing.
- StoreNext will not be able to provide the new configurations at the old pricing, or the old configurations at the new pricing.

See the updated Marketing Bulletin 1100 Issue 10 (still complete with our first encounter with Bernard) for all the details and the new pricing.

To Your Success,

Tony

Antony van Bever