

ANNOUNCEMENT

ENCOR Pricing for New Systems and Migrations

November 16, 2016

This announcement provides the prices currently planned for ENCOR license purchases, as well as several special offers for migrations from ISS45, ScanMaster and ACS/ACS-IR to the new ENCOR system.



Although some additional migration options are now offered, the pricing and requirements have not changed from what Channel Partners have been provided for the last several months, including the previews at the NCR Interact Partner Conference, Synergy and last month's First Friday WebEx.

- A new *"Self-Checkout Credit"* through 2019 migrates NCR SSCO users to ENCOR at no charge.
- The *"Recent System Migration"* 100% offer has been extended for ENCOR migrations through 2018. This will provide qualifying orders with 100% investment protection of the price paid by the Channel Partner for initial ISS45, ScanMaster or ACS/ACS-IR licenses purchased since 2012. A 50% option is now provided for 2019.
- For "Recent Systems," an additional *\$1000 ABO/RBO Migration Credit* is provided through 2018 (\$500 in 2019).
- Finalized PIDs/PINs will be provided as the ENCOR launch date approaches to enable the *Advanced Purchase Offer* option to license ENCOR now with downgrade/migration rights to temporarily implement ACS-IR, ScanMaster or ISS45.

Please note that the time remaining to complete the Connected Payments requirement for ENCOR migrations is now very short! Only sites that are live on Connected Payments/ServerEPS by **January 1, 2017** will be eligible for the special ENCOR migration pricing from ScanMaster, ACS, ACS-IR or ISS45. Channel Partners are advised to immediately contact any customers still using WinEPS or other payment mechanisms: they must deploy Connected Payments by the end of the year to secure migration eligibility for the site.

ENCOR PRICING AND MIGRATION OFFERS

(See the table on the next page.)

Encor Prices and Upgrade/Migration Offers

Encor Express Licenses	MRP	Notes:
1 Lane	\$3,320	<i>Includes Controller, ABO and all POS Lane software. Limit 5 lanes. Upgrade to "standard" available if site grows.</i>
2 Lanes	\$4,100	
3 Lanes	\$5,280	
4 Lanes	\$6,680	
5 Lanes	\$8,560	
Encor System Licenses	MRP	Notes:
Encor Controller:	\$4,680	<i>All Encor licenses are single controller. No dual controller support.</i>
Encor Terminal (1-12):	\$1,060	<i>First 12 lanes and later add-on lanes. No separate LAN charge.</i>
Encor Terminal (13+):	\$720	<i>13th+ lanes, sold with new stores only. No separate LAN charge.</i>
Encor Workstation:	\$600	<i>Controller usable as workstation/ All additional Workstations are optional.</i>
Payments Options and Interfaces:	\$0	<i>No Charge for these items with Connected Payments.</i>
Misc. POS Options and I/F:	[Same]	<i>Offerings and prices same as previous ISS45.</i>
ABO: Store Base Application	[Included]	<i>ABO Central Host/Store components and options available separately.</i>
ABO Options:	[Same]	<i>Same as current ABO.</i>
SWM/SMS per Site (min tier, annual):	\$556	<i>Includes Encor POS (all store sizes) and ABO Base. Some options (SSCO, Fuel, Loyalty, ABO Central, ABO options etc.) have separate fees.</i>
Encor Migration and Upgrade Offers	Amount	Notes:
Advance Purchase Offer:	[Prices Above] [PINs TBS]	<i>When purchasing Encor license, provides downgrade rights to install and operate ISS45, ScanMaster or ACS for that same site. Must deploy Encor by 1-Jul-2018. Encor SMS/SWM applies starting the following quarter.</i>
Recent System Migrations: <i>(Percent credit based on Encor migration purchase year)</i>	2017: 100% 2018: 100% 2019: 50%	<i>For NCR POS systems initially shipped or migrated in 2012 and later. The listed credit percentage applies against the Channel Partner's ISS45, ACS or ScanMaster POS application software initial or migration purchase (subsequent add-ons are not included). The end user must own a valid/verified ACS, ISS45 or ScanMaster license at the site's address, with current SMS/SWM and live on Connected Payments / ServerEPS on January 1, 2017. Additional credits are given for ABO and RBO (see below). The "Veteran" offer below applies to all Express systems.</i>
Veteran System Migrations: <i>(Flat net price for Encor migrations from older licenses and for Express systems)</i>	\$4000 net (\$5000 for 10+ Lanes, \$600/Lane for Express)	<i>For NCR POS systems initially shipped or migrated before 2012. Customer must own a valid/verified ACS, ISS45 or ScanMaster license for the site's address, store must be paying SMS/SWM and live on Connected Payments / ServerEPS on January 1, 2017. All Express systems will be treated as "Veteran" sites.</i>
ABO / RBO Migration Credit: <i>(adds to "Recent System" migrations only)</i>	2017: \$1000 2018: \$1000 2019: \$500	<i>Migration credit for existing ABO or RBO, any configuration. Amount is net to Channel Partner. Store location must be on ABO or RBO SWM/SMS rolls with payments current. This credit adds to (and requires) a site's "Recent System" migration credits only - it does not apply for any other offers.</i>
Special Self-Checkout Credit:	Through 2019: No Charge	<i>Stores purchasing or already installed with NCR SSCO will receive the ENCOR migration at no charge. These migrations will use the same terms and conditions as the Veteran System migrations, except the ENCOR migration price will be discounted 100%</i>