

UPDATE

2017 SMS and SWM for Channel Partner Products

November 16, 2016

Pricing for SMS and SWM for most Channel Partner products will not increase for 2017. Prices will continue at the current 2016 rates for:

- ISS45
- ScanMaster
- ABO (when separate from ENCOR)
- Fuel, PocketOffice, LaneHawk, Loyalty (LPe/DRe only), ESL, LaneHawk, WinEPS, self-checkout interfaces, U-Scan software and StorePoint.
- *Exception – ACS and ACS-IR SWM will increase to \$480 per year (\$120 per quarter) starting in Q2 2017.*
- *SMS Adjustments – site closures, de-installs, transfers etc. must be reported using the current Adjustment Request form (Excel). [Click here to get the latest version from the Support website.](#)*

SMS SUMMARY TABLES

SMS Prices for 2017							
Number of Stores	ISS45 ScanMaster per Quarter	Self-Checkout	Pocket Office	Pricer ESL Software	ISS45 Fuel and Loyalty	WinEPS	Lane-Hawk
1	\$1,150	All ISS45 or ScanMaster Self-Checkout Interfaces: \$114 per store per quarter Fujitsu U-Scan software: \$355 per store per quarter	\$20 per store per quarter	\$238 per store per quarter	Fuel: \$114 per store per quarter Loyalty: \$114 per store per quarter for LPe/DRe store-level items only	\$230 per store per quarter	Back-Office Software (“BOS”) and Modelset: \$65 per store per quarter See table below for iCLU hardware and software support
2 - 5	\$2,230						
6 - 10	\$3,733						
11 - 20	\$5,236						
21 - 30	\$6,740						
31 - 50	\$8,243						
51 - 75	\$9,746						
76 - 100	\$11,414						
101 +	\$114 per Store/Qtr						

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ACS and ACS-IR	
ACS, ACS-IR:	<ul style="list-style-type: none"> ▪ \$480 per quarter ▪ Price is per site. ▪ ACS SWM is unaffected by ENCOR, ISS45 or ScanMaster installed base quantities ▪ ACS base quantity is used to qualify Channel Partners for lower-cost ENCOR, ISS45 and ScanMaster SMS pricing tiers

ENCOR and ABO	
ENCOR:	<ul style="list-style-type: none"> ▪ POS+ABO Base: \$556 (\$139/quarter) <ul style="list-style-type: none"> ▪ This \$556 price applies for Channel Partners with 101+ ENCOR sites ▪ ENCOR SMS tiered prices: For fewer than 101 ENCOR stores, add \$25 to the ISS45 and ScanMaster SMS prices from the table on Page 1 ▪ ENCOR deployments with prior ABO licenses will convert to ENCOR SMS: ABO stand-alone maintenance will cease upon ENCOR start-up ▪ ENCOR site counts will be combined with ISS45, ScanMaster and ACS to enable Channel Partners to qualify for lower-cost SMS tiers for those products ▪ ENCOR includes ABO Base SMS only. See separate prices for ABO Central and Store options: these items are not affected by ENCOR.
ABO:	<ul style="list-style-type: none"> ▪ ABO Base: \$468 <ul style="list-style-type: none"> ▪ Sites with ABO before implementing ENCOR will convert to ENCOR SMS: Stand-alone maintenance for ABO Base will cease upon ENCOR start-up ▪ Software maintenance and support for the ABO Central and Store options below are not affected by ENCOR deployments or maintenance. ▪ Store-to-Store: \$149 ▪ Central Host: \$1,349 ▪ Central Store: \$149 ▪ Price Verifier: \$89 ▪ Print Service: \$89 ▪ Timekeeper:¹ \$149 ▪ Finance Manager:² \$89

LaneHawk iLCU Hardware Warranty and Software Support		
Intelligent Lighting and Camera Unit (“iLCU”) Version	Hardware Depot Warranty	Software Maintenance and Support
iLCU Models 3 and 3.5: (all iLCUs sold through July 2013)	Required: \$16 per quarter per iLCU	Required: \$8 per quarter per iLCU
LH4000 iLCU: (iLCUs sold after in July 2013)	Optional: available only via extended warranty plan at time of purchase.	Required: \$5 per quarter per iLCU

- ENCOR, ScanMaster and ISS45 sites will have their numbers combined for billing purposes. For example, a Solution Provider with 80 ISS45 sites and 40 ScanMaster sites will be charged

¹ Timekeeper module available via Controlled Deployment only
² Finance Manager module available via Controlled Deployment only



the same rate as if they had 120 sites of one product or the other. This minimizes incremental SMS costs in the early stages for established NCR Solution Providers taking over ScanMaster support, or Solution Providers with large ScanMaster bases installing their first ISS45 systems.

- NCR ACS and ACS-IR site counts will also be factored into a Solution Provider's total count to minimize ISS45 and ScanMaster prices. ACS SWM is *not* modified by the ISS45 and ScanMaster site counts.