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SUBJECT:	NCR Demo/Lab Hardware		
DATE:	1/14	SUPERSEDES:	4/13

- TITLE: CO11, NCR POS Demo and Lab Hardware
- POLICY: Retalix will provide NCR POS hardware demonstration and lab equipment to Retalix Channel Partners at special prices.
- SCOPE: All Retalix Channel Partners participating in the NCR POS Hardware Program
- PROCEDURES: In pursuit of business and support quality, Retalix Channel Partners may order NCR POS demonstration and lab hardware from Retalix.
1. To enable effective sales campaigns and technical capability, Retalix Channel Partners can purchase NCR POS Hardware products for at special prices for showroom and lab use at the Channel Partner's sites.
  2. NCR POS Hardware products for demonstration or lab use are specially priced at 80% off list price.
    - 2.1. Retalix Channel Partners should see the NCR POS Hardware Configuration and Pricing bulletin for all pricing information.
    - 2.2. Orders must be through Retalix.
  3. Each Channel Partner may order up to a quantity of two (2) of any main-line item for each of their primary sales offices. The main lines are:
    - 3.1. RealPOS 82XRT
    - 3.2. RealPOS 70 or RealPOS 72
    - 3.3. RealPOS 60
    - 3.4. RealPOS 50
    - 3.5. RealPOS 40
    - 3.6. RealPOS 25
    - 3.7. Cash Drawers (limit one per POS terminal above)
    - 3.8. DynaKey displays
    - 3.9. Touch-Screen displays
    - 3.10. Flat-Panel displays
    - 3.11. Thermal Printers, one-sided (7867)
    - 3.12. Thermal Printers, two-sided (7868)
    - 3.13. Thermal Printers, single-station/receipt-only



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- 3.14. Scanner/Scale, full size (7878)
- 3.15. Scanner/Scale, compact (7874)
4. Demo/lab equipment may be refreshed annually. After one year from the previous purchase of the same main line, Channel Partners may order new or additional lab or demo items from that main line.
  5. Orders for demo/lab equipment can be accepted when the Retalix Channel Partner's NCR on-boarding process is underway, and when the Channel Partner's Schedule A and the Network Access Agreement have been executed.
    - 5.1. It is not necessary for training or all other qualifications to be complete in order for dealers to order and receive demonstration items.
  6. Demonstration and lab hardware is for the Channel Partner's internal use only.
    - 6.1. All demonstration and lab hardware must remain in direct dealer control, and cannot be used in or for customer labs, customer trial sites etc.
    - 6.2. Channel Partners requiring hardware for customer use or locations should use the Customer Evaluation system for NCR hardware. See policy CO12 in this manual and contact your Retalix representative to make the arrangements.
    - 6.3. With case-by-case written approval from Retalix channel management, Channel Partners' may locate demonstration hardware in wholesaler labs or demonstration areas. Regarding quantity eligibility, such wholesaler sites will be considered as additional Channel Partner locations. All other rules within this policy apply normally. Channel Partners wishing to use this capability should contact their Retalix CAM who will request approval.
  7. The standard NCR early-failure and warranty provisions apply for demonstration/lab hardware.
  8. Purchase orders for demonstration equipment should be separate from all other orders. Channel Partners should not order anything other than the demo/lab hardware on a demo/lab order.
  9. Demonstration products cannot be returned or put under RMA, except in the case of early failure (first 30 days) in which case the standard full-unit replacement policy applies.
  10. Product purchased for demonstration equipment must be retained by the Channel Partner for at least one year.

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- 10.1. Demo/lab equipment may be resold after one year from the original invoice.
- 10.2. Demo/lab equipment must be sold as “used” equipment. It cannot be sold as “new” regardless of usage or lack thereof.
- 11. NCR hardware Items not currently listed for sale by Retailix are not included under the demo/lab discount offer and cannot be ordered.