

SECTION:	Reseller Sales		
POLICY #:	RS 25	PAGE:	1 of 4
SUBJECT:	NCR POS Hardware Product Sales		
DATE:	04/13	SUPERSEDES:	None

TITLE: RS25, NCR POS Hardware Product Sales Policy

POLICY: Authorized Retailix Channel Partners may add NCR POS Hardware products to their available product lists via their Retailix Agreement Schedule A, together with adherence to the applicable NCR policies and procedures for sales of such products.

SCOPE: This policy applies to NCR POS Hardware sales for Retailix Channel Partners

PROCEDURES:

1. Schedule A
 - a. Retailix Channel Partners may sell selected NCR products by meeting the required qualifications and having “NCR POS Hardware Products” listed on their Channel Partner agreements under Schedule A.
 - b. The presence the NCR POS Hardware products on a Channel Partner’s fully executed Schedule A will allow that Channel Partner to sell these products under that Channel Partner’s Retailix Channel Partner Agreement and all its terms and conditions, additionally contingent upon the Channel Partner meeting the established qualifications for such sales.
 - c. A Retailix Channel Partner’s Schedule A, when including the NCR POS Hardware Products, does not provide the Retailix Channel Partner with “NCR Interact Channel Partner” status or any other NCR program, expressly including the Partner-Delivered Services (PDS) program.
2. Network Access Agreement
 - a. Retailix Channel Partners will sign a Network Access agreement, providing the partner with access to the Retailix Channel Partner area of the NCR Partner Portal. Information required to complete qualification for sales and service of the NCR products is available from this location.
3. NCR Qualifications and Requirements
 - a. The addition of the NCR products to a Channel Partner’s Schedule A enables and authorizes the Retailix Channel Partner to embark upon the qualification processes that comprise the conditions for sales and/or support and service of those products.



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- b. Channel Partners must meet all applicable NCR requirements, such as registration, training and so forth, to achieve and maintain qualification for sales of the NCR POS Hardware Products.

4. Product Sales Information

- a. Pricing and configuration information for the NCR products is provided to Retalix Channel Partners via Retalix pricing bulletins which are available from the Retalix Channel Partner site.
- b. Channel Partner discounts for the NCR POS Hardware products are published in this Retalix Partner Policies and Procedures document under policy CO6, Discount Policies.
 - i. Some NCR POS Hardware Products may be offered at limited or no discount or at dealer net pricing, and such products will be noted as such in the applicable Retalix pricing and configuration bulletin.
 - ii. In general, the list prices published by Retalix will be the same as the list prices for the same products published elsewhere by NCR. Note, however, that there may be special packages including or consisting of NCR POS Hardware items that are published only to Retalix Channel Partners, or in combination with products (e.g. POS software) that are available only to Retalix Channel Partners.
 - iii. Special pricing may be offered from time to time for limited terms.
 - iv. Third parties, such as other distributors may also market NCR products, and may offer these products at different prices that are not in Retalix or NCR control. While no guarantees can be made regarding addressing Retalix Channel Partners are invited to alert Retalix if such cases are hampering the Retalix Channel Partner's business
- c. Retalix will publish in the configuration and pricing bulletin the NCR products that are certified for operation with the Retalix POS systems for Channel Partners. Channel Partners may request that other NCR items be added to the available pricing and configuration list.

5. Ordering

- a. Orders for the NCR products must be placed with Retalix Order Entry. Orders placed by any other means will not be considered as orders from Retalix, and will not count toward of any partner benefits or quotas.



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6. Limitations

- a. Retalix will not accept sales orders from Channel Partners for the NCR POS Hardware products if, in the view of NCR, the Channel Partner fails to meet the qualifications and/or requirements for selling NCR POS Hardware products at that time.
- b. NCR may place limitations and/or additional qualifications on the types of NCR products available under the Retalix Channel Partner's Schedule A.
 - i. The addition of "NCR POS Hardware Products" to the Schedule A normally enables a Retalix Channel Partner to achieve sales qualifications for point-of-sale devices such as terminals ("e-boxes"), cash drawers, printers, displays and scanners/scales. Additional line items may be required to be added to the Schedule A to enable other NCR systems or products, such as NCR self-checkout systems for example.

7. Service, Maintenance and Repair Qualifications

- a. In addition to qualifying for sales of NCR products, Channel Partners must qualify to provide maintenance, repair or other services as per NCR's then-current qualifications.
- b. A separate "Partner-Delivered Services Addendum" (PDS) must be executed by Retalix Channel Partners wishing to provide maintenance services for the NCR POS Hardware products. The PDS Addendum applies for Channel Partners intending to sell or provide maintenance services, either directly or through subsidiaries or other entities under the Channel Partner's control, for NCR hardware products that the Channel Partner resells under the Retalix agreement.
- c. Please see Customer Service Policy CS7 for more information regarding service, maintenance and repair qualifications and options for Retalix Channel Partners regarding NCR products.

8. Retalix Channel Partner Portal at NCR Partner Central

- a. Retalix Channel Partners will receive a network access agreement to providing access to Retalix Channel Partner Portal on NCR Partner Central.



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- b. This site provides access to important NCR product documentation and information, including:
 - i. Marketing collateral and sales information
 - ii. Training class information and course curricula
 - iii. Service options and overview.

