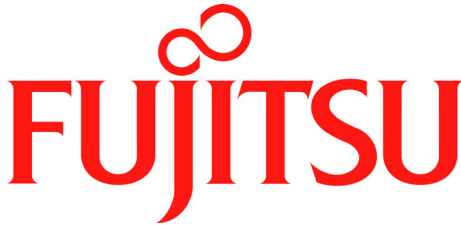


# Presentation Book



**Presented to**  
**<Full Customer Name>**  
**<Month and Year>**





## *Fujitsu Limited*

- **World's Third-Largest IT Group (\$60B)**
  - Information Processing (65%)
  - Telecommunications (17%)
  - Electronic Devices (14%)
- **\$4+ Billion Annual R&D Investment**
- **188,000 People in over 100 Countries**
- **500 Companies**
- **Owns Amdahl, ICL, Fujitsu Transaction Solutions**



**FUJITSU**



# Fujitsu and ISS45

## Fujitsu in North America



Amdahl Corporation  
 Fujitsu PC Corporation  
 DMR Consulting  
**Fujitsu Transaction Solutions**  
 Fujitsu America Inc.  
 Fujitsu Laboratories of America Inc.  
 Fujitsu Compound Semiconductor  
 Fujitsu Computer Products of America Inc.

Fujitsu Business Communication Systems Inc.  
 Fujitsu Network Communications  
 Fujitsu Microelectronics Inc.  
 Fujitsu Software Corporation  
 Fujitsu Systems Business of America Inc.  
 HAL Computer Systems Inc.  
 Glovia International



## ISS45 Value Proposition



*ISS45 provides extraordinary value by delivering the complete high-performance requirements for scaled supermarket PoS operation while driving both operational and business risks to the absolute minimum.*





# *Fujitsu and ISS45*

## *20-Year Architecture*



Never  
Down ...  
Never  
Obsolete



## New Clean Software



- Best-of-breed business logic
- Object oriented software philosophy
- Development tools
- Not ported “spaghetti code” from the ‘80s
- Fewer bugs, faster development: 170+ *screens* of feature parameters
- Performance optimized for current technology
- Customization designed in from the start



## True Transaction Processing



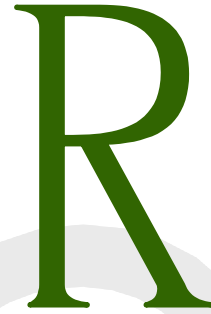
- Different than office-based requirements
- Emphasis on:
  - Instantaneous processing
  - Simultaneous multi-user data write access
  - Data logging
  - Data security
  - Data availability
  - 3 “R”s



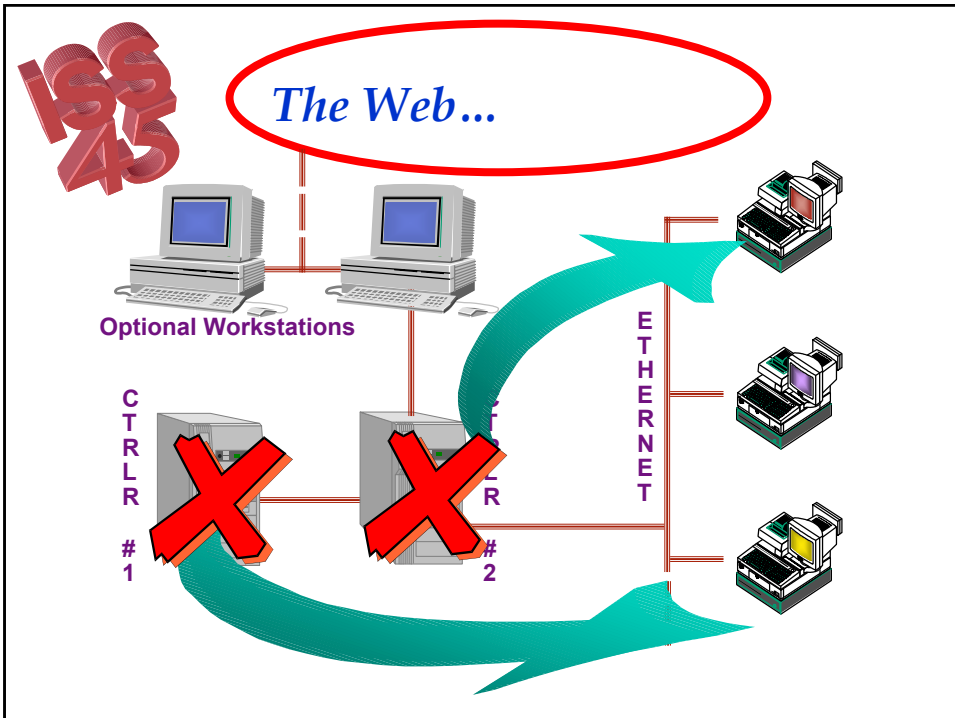
## The 3 "R"s of OLTP

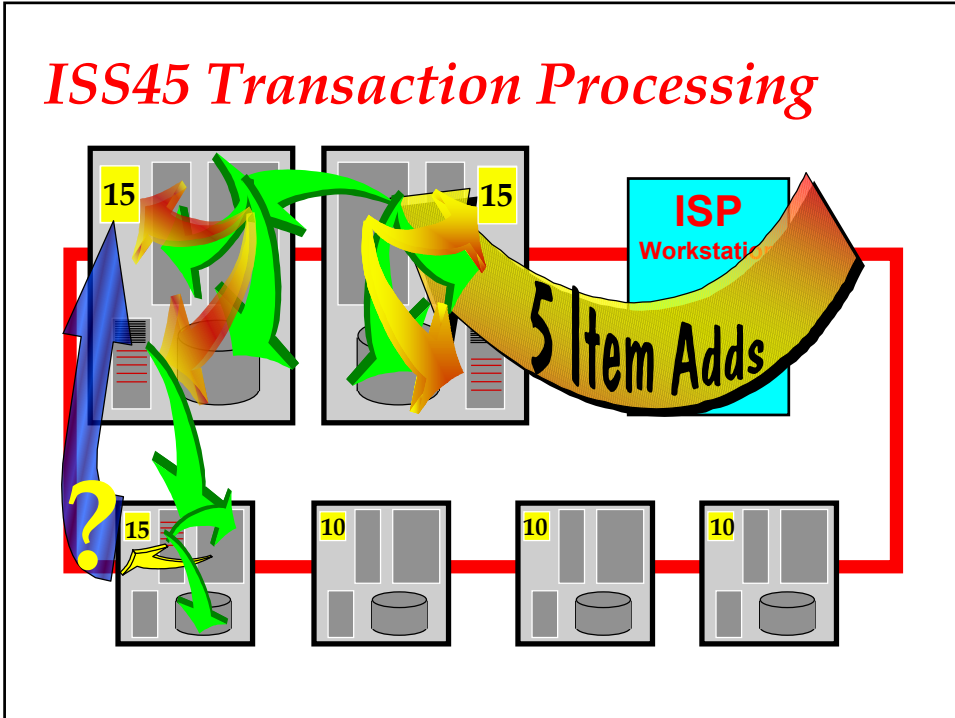


- **Replication:** multiple locations for each function
- **Resiliency:** how you handle a failure
- **Recovery:** how you return to full operation when the failure is repaired



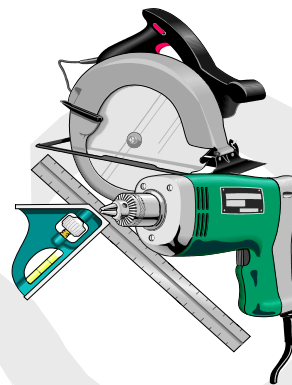
FUJITSU





## Customization

- Visual Basic  
ISS45 Presentation Manager
- Crystal Reports  
ISS45 Query Language
- ODBC, Active-X Business Objects; Complete Application Program Interface
- "C" / VB Language CustomLink
- User-Definable PLU files



*ISS45 development tools — not toys*

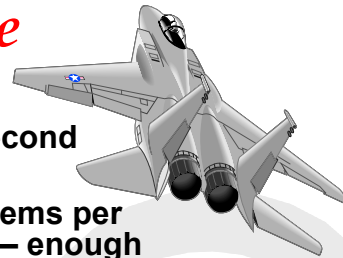
## Proof of Delivery

	➤ 8.3	September 2001	<b>50</b> new features
	➤ 7.7	October 2000	<b>25</b> new features
	➤ 8.2	February 2000	<b>55</b> new features
	➤ 7.6	February 1999	<b>40</b> new features
	➤ 7.5	August 1998	<b>35</b> new features
	➤ 7.4.4	June 1998	<b>30</b> new features
	➤ 7.4.1/3	January 1998	<b>35</b> new features
	➤ 7.4	July 1997	<b>30</b> new features



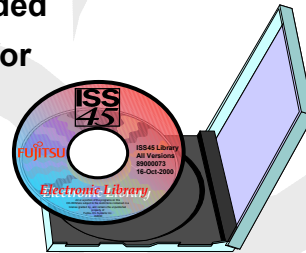
## Extreme Performance

- Scan Response: 15 items per second (Windows PoS), 150ms (DOS)
- Throughput Capacity: 200-600 items per second (V8 without-with RAID) — enough for *2000 terminals*
- Why?
  - Future requirements, future applications, future features
  - Customization
  - More elegance in feature implementations



## Electronic Documentation

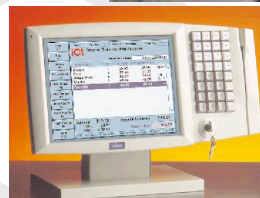
- CD-ROM
- All 50+ manuals
- Full hypertext cross-reference
- Adobe Acrobat reader included
- Source code also available for on-line help engine



FUJITSU

## Terminals

- TeamPoS 2000
- Powered RS-232 and USB ports
- 433-850 MHz
- Standard or Compact Chassis
- Battery backup for no Windows reboot on brief power failures



FUJITSU

## TeamPoS 2000 TCO

- **User upgradable**
  - RAM, Disks, Processors, Boards
- **Simplified maintenance**
  - Suspend & Hot Swap
  - System Administrator
  - Tool-light / tool-less
  - Self-healing fuses



**FUJITSU**

## 9900 Total Value

### Value — Initial Investment Standards

- Sapphire window
- Label stitching
- EAS-ready design
- EZ programming
- Read UCC/EAN128 coupon codes
- UCC-14 and RSS
- Firmware download
- Program cloning
- Auxiliary port for Hand-Held Scanner

### Value — TCO

- Lifetime window
- FRM (Field Replaceable Module) design for lower repair costs
- Improved reliability
- Increased front-end throughput
- Low operating cost



**FUJITSU**

## ISS45 Mobile Computing

### ➤ Fujitsu TeamPad 7500

- Thin-client technology in tablet form, first of it's kind to be released
- Anything in the office — do in the aisles
- Plus, Mobile Computing for...
  - Home shopping/web fulfillment
  - Portable PoS
  - Sales assist
  - Interactive shopping cart
  - Inventory
  - Shipping/receiving



*Cost-effective computing power  
to strategic locations ... anywhere*



## Fujitsu ATMs and Financial Products

- Ideal ATM systems for Retailers — smallest footprint in the industry
- Internet Ready – Web-Enabled ATMs for your investment protection
- First financial systems with Windows 2000 operating system
- Plug-and-Play with your existing network environment
- Highest currency capacity in the industry with five self-ejecting cassettes
- USB enabled

*Attract and retain your most profitable  
shoppers with financial services and  
richer offerings*






# Fujitsu and ISS45

## *ISS45: Why Shoppers will Return...*



- Quickest scanning ever
- Great promotions
- No delays for manager approval
- Reorganized Receipt
- Multi-lingual PoS
- Queue length control
- Rain checks
- Suspend/Recall made easy
- “Never Down” checkout



## *Why Store Staff will Return*



- Store Managers don't need to be network architects
- No data loss
- True 24-hr operation plus delayed balancing
- Automatic paging and communications
- Electronic documentation
- Stream of useful new features
- Yes, a very pretty face —  
— But with a genius IQ





# Fujitsu and ISS45

## *A 20-Year Architecture?*



- Standard platforms throughout
- Clean object-oriented code
- Established 3-layer architecture
- Future-proofed performance
- User-controlled customization
- Comprehensive interface support from the retail applications industry
- Proven extensions for CRM, Fuel, etc.
- Outstanding track record of delivery

FUJITSU

Your subscription  
to the *future*  
of PoS ...



FUJITSU

© Fujitsu Transaction Solutions Inc. 2002

Fujitsu Transaction Solutions Inc. endeavors to ensure that the information in this document is correct and fairly stated but does not accept liability for any error or omission.

The development of Fujitsu products and services is continuous and published information may not be up to date. It is important to check the current position with Fujitsu. This document is not part of a contract or license save insofar as may be expressly agreed.

---

**Fujitsu Transaction Solutions Inc.**  
11085 North Torrey Pines Road, #200  
La Jolla, CA 92037

