

NCR PRODUCT PROGRAMS

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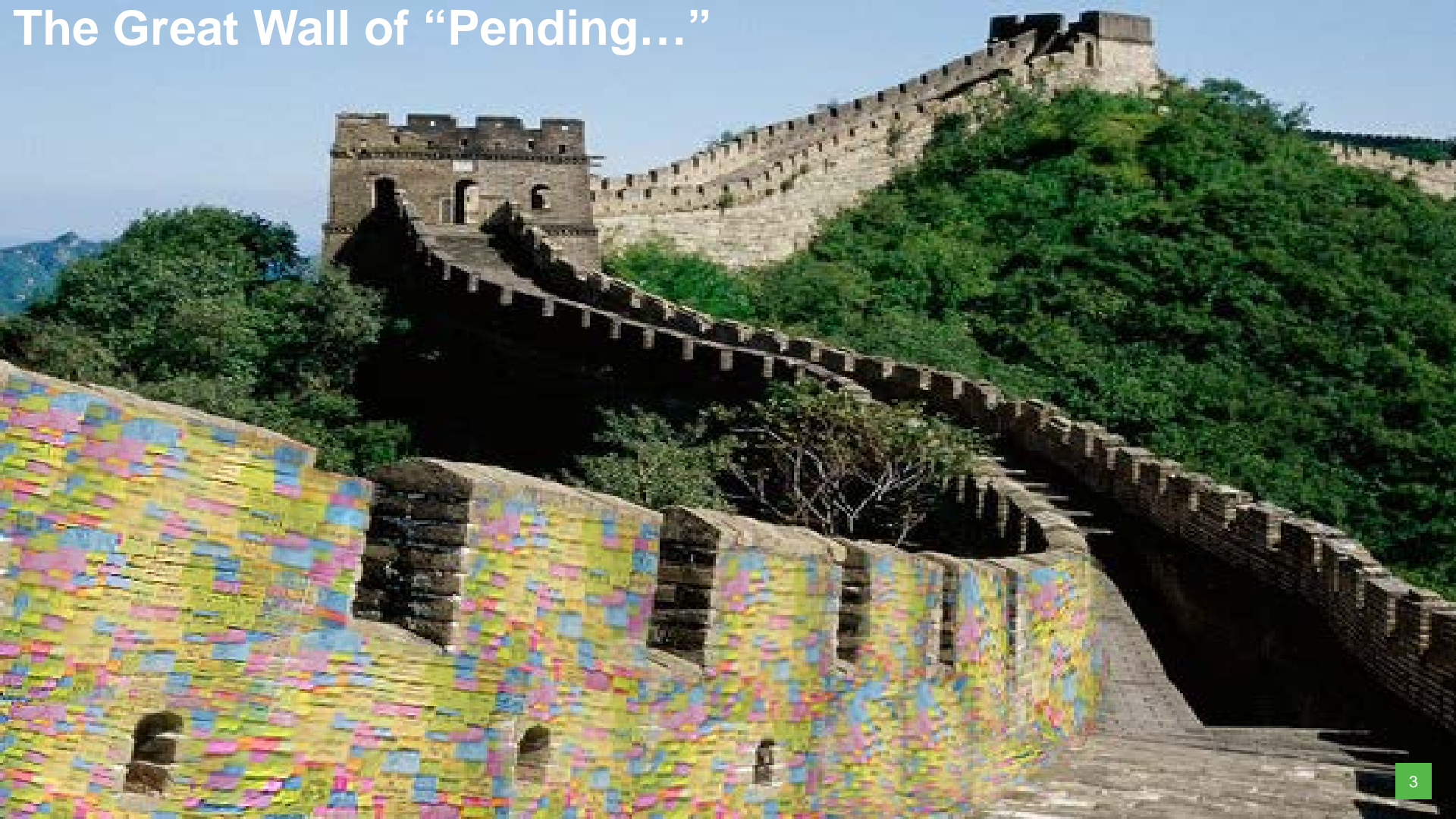
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Problems and Progress

- Orders, confirmations and status
- Vendor orders and shipments
- Credits and redress of errors
- SMS/SWM invoicing and reporting
- SMS/SWM updates and modifications
- Support entitlement
- NCR University — what's available?
- What happened to Wednesdays?
- What happened to Fridays?



The Great Wall of “Pending...”



Your Connected Payments Revenue — Four Fair Expectations:

1. On time
2. Understandable
3. Complete ... but not
4. ...Over-complete



Once You've Won the Deal — Trying to Make Things Easier

- “No Mas MOS...”
- One software discount and price
- Easier trade-ins
- Smart value-add forms with built-in error prevention
- Streamlined configurations

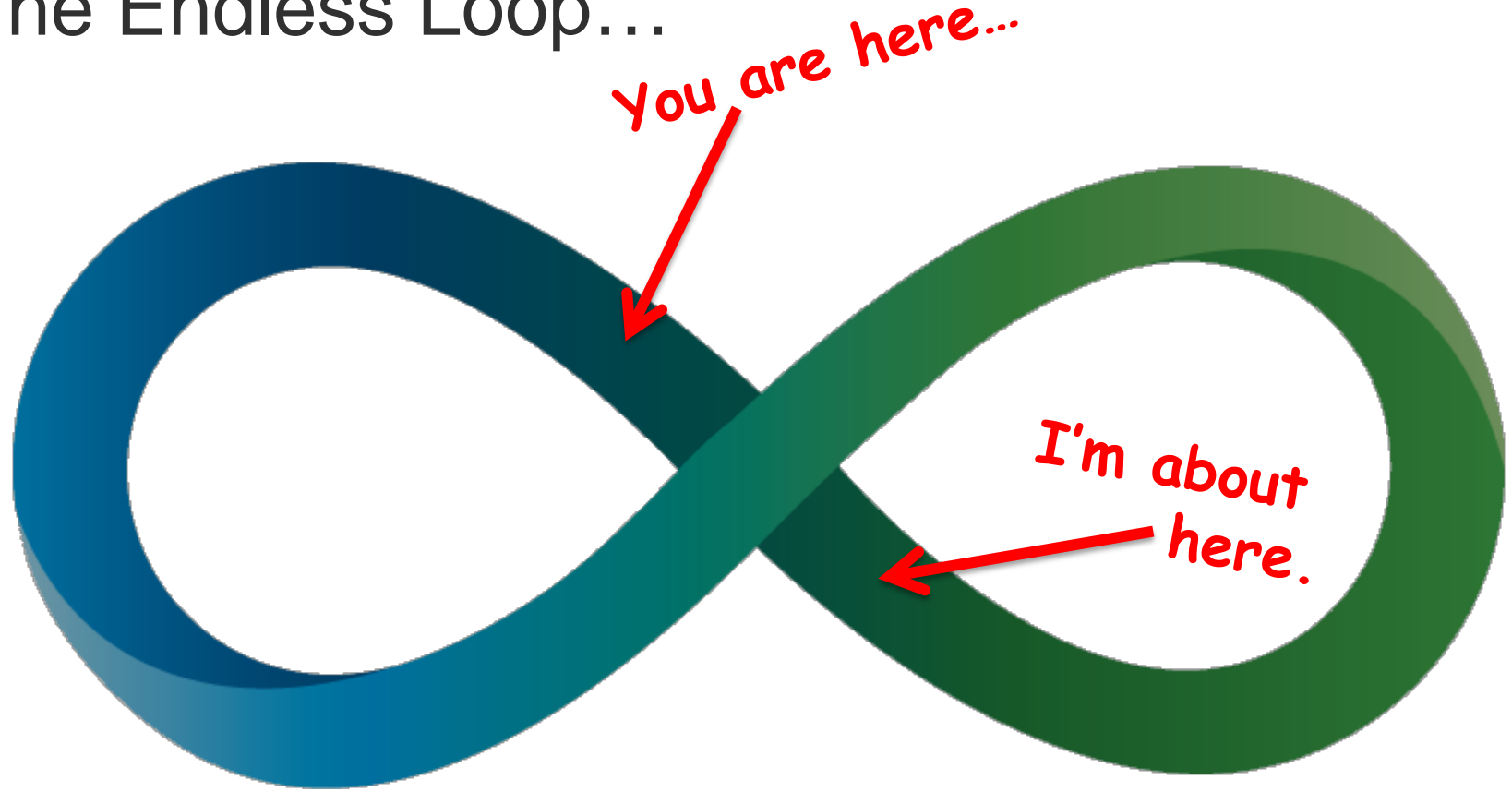


Installed Base Changes and Share Transfers

- One thing to send NCR for all changes
- One place to send it to
- One point of contact to fix mistakes
- Transfer support responsibility...
- ...and SaaS subscriptions

**It is now safe
to turn off
your customer**

The Endless Loop...



Magellan MayDay!Exchange

- Magellan 9800i — **\$180** instant rebate
 - Take it off your usual Channel Partner net price
 - No follow-on rebate claims
- Magellan 9400i — **\$125** instant rebate
- Magellan 9300i — **\$75** instant rebate
- Same amount for all configurations
- Trade-ins not limited just to old Magellans: any currently installed scanner/scale is eligible for the trade-in upgrade



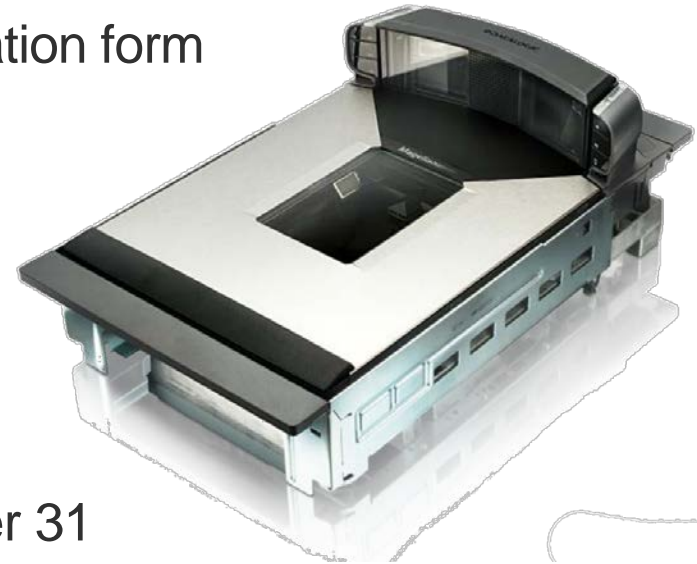
Sometimes “Communication” is just about the Radio

- Restarting: information outreach and alerts
- This fall: return of “First Fridays”
- Topic-specific Webinars, given by the people with the core responsibility
- And it’s not just about management-level topics



Magellan Mayday Trade-In

- Order as usual with the standard Magellan PINs/PIDs
- Add the MayDay!Exchange PIN with the rebate amount
- Accompany the order with the Mayday Information form
 - Quantity / makes/models replaced / customer
- Your invoice will subtract the rebate amount up-front
 - No follow-on paperwork or rebate claims required
- Destroy old units, recycle or sell for scrap only
- Order by December 9 for delivery by December 31



Equinox L5300 MayDay!Exchange

- Installed base of thousands of L4xxx still available to upgrade
- Need:
 - Contactless capability
 - EMV certification
 - SRED
 - PCI 3.x
- Huge opportunities with old Verifone and Ingenico units too



Get 'em Out Now...

- MayDay! Exchange price: **\$385**
- Lowest price ever on L5300 PCI 3 with contactless reader
- Same product – not a “lite” unit
- Simplest MayDay ever:
 - Assuming that almost all business is replacement/trade-in
 - Just order the product at the special price
 - No requirement to order power supplies or cables
 - No rebate forms, serial numbers, no checks to wait for in the mail
- Order by December 9 for shipment by December 31

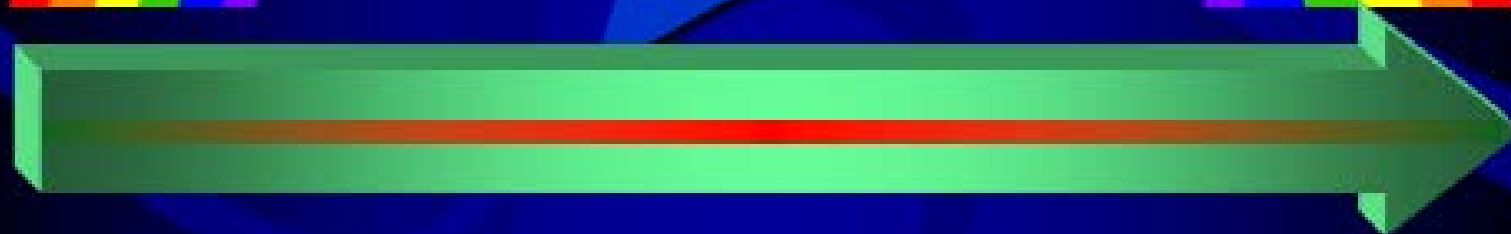


A Nice Milestone

- May 26, 2016: shipped **10,000th** ISS45 system
- Customer: Island Pacific, Las Vegas NV
- **Congratulations and thank you to Bill Tilson and Retail Management Systems**
- From the “Original Six”
 - CRS Alabama (Truno)
 - Fresno Cash (RMS)
 - Superior (Total Retail Systems)
 - AM/PM
 - CRS Lubbock (Truno)
 - ARS (InStore)



A 20-Year Architecture



Never
Down ...
Never
Obsolete



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



MAKE BUSINESS
EASY AGAIN



NCB 49

NCB 49

