

## PoS Ltd. Acquires RCS

September 14, 2000

PoS Ltd., Fujitsu-ICL's **ISS45** partner, is today announcing their acquisition of Retail Control Systems of Warrendale, PA and their ScanMaster® product.

I spoke with PoS Ltd.'s President Barry Shaked about this important purchase, which is the latest in a series of industry moves by his company.

- **Why did PoS Ltd. acquire RCS?** ISS45 and ScanMaster are the most successful and important products in the independent grocery marketplace. We also realized that for PoS Ltd. to be successful with its ASP strategy we need access to the ScanMaster base. Together with the ISS45 users, the ScanMaster base can help us to build a much bigger e-community with ASP and digital marketplace.
- **Isn't this a big change for PoS Ltd. to have such a close NCR relationship?** Our relationship with DTS, Datachecker, ICL and Fujitsu goes back — what — about 20 years. But remember that we have also worked with NCR, especially in our C-Store business, for a long time and other large vendors as well. So although our partnership with Fujitsu and ICL is strong, we have had multiple vendor relationships.
- **Does it mean that ISS45 will now be sold by the NCR Dealers?** No, of course not. ScanMaster Dealers will continue to have their relationship with NCR, but NCR will be licensing ScanMaster from PoS Ltd. since RCS is now part of our company.
- **What about ISS45 Dealers selling ScanMaster?** You would need to become an NCR Dealer for that.
- **Will it change the distribution strategy for ISS45?** This doesn't change the distribution of either ScanMaster or **ISS45**. **ISS45** Dealers will continue to work with the complete **ISS45** solution from Fujitsu-ICL, and ScanMaster Dealers will keep going with NCR. Just because PoS Ltd. has acquired RCS doesn't change the channels at all.

Another question, of course, would be the effect on ScanMaster development. For example, would PoS Ltd. be likely to change the ScanMaster architecture so it would work like **ISS45**. From our knowledge of ScanMaster, this would be extremely unlikely. The technology of **ISS45** and ScanMaster are completely different — languages, databases, coding, everything. It wouldn't make any technical sense for PoS Ltd. to try to change the product like this at this late stage in its life.

To Your Success,

*Tony*

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Tony van Severter  
Director: Supermarket Systems