

Update Bulletin

RBO *Express*

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StoreNext Retail Technologies is pleased to announce RBO Express, a low-cost Retail Back Office version for stores of five or fewer terminals.¹ RBO Express is available immediately at a list price of \$3,995.

Some small stores will be happy with just PocketOffice, but others want to go the full DSD route and use the same big-store capabilities that only the combination of ISS45 and RBO can provide. But since the business volume of smaller stores is normally limited when compared to larger stores, their ROI will be less immediate for an RBO purchase. RBO Express is designed to provide these functions with a compelling ROI.



Dealers can sell RBO Express with ISS45, ScanMaster and ACS stores with five terminals and fewer. An ISS45-style software key is required.² Naturally, RBO Express is fully compatible with both ISS45 and ISS45 Express. All standard RBO options and add-ons are available and compatible with RBO Express. A special set of these options has been created for RBO Express with similar price reductions wherever possible.

Unlike some “lite” versions of back office products, there are *no functional differences* between RBO and RBO Express. It is purely a pricing difference to improve grocers’ RBO ROI in smaller stores.

RBO Express is allowable with the new RBO/PocketOffice combination offer (see Update Bulletin [Sep03PO](#)). This means a small store will get both the substantial savings from RBO Express plus the \$1,000 savings on PocketOffice when combining the two products for an ISS45 system.

StoreNext will work individually with Dealers who wish to implement RBX→RBO migration pricing in conjunction with RBO Express. Please contact Pat, Jim, Larry or Joe.

New Product Identification Numbers/PINs for RBO Express are being implemented and the RBO Product Bulletin will be updated and provided to Dealers in the near future with the ordering information.

To Your Success,

Tony

Antony van Leventer

¹ The terminal count includes all PoS terminals in the store, including front end and peripheral terminals and counters. Stores starting at five lanes and adding additional terminals will need to upgrade RBO from Express to the standard RBO offering. No pricing penalty will be assessed – the difference will be \$2,000 difference between the RBO and RBO Express list selling prices.

² If the system is an ISS45 system, this key will already be there in the store with ISS45. If the store is ScanMaster or 2127, a new key will be provided and it will be attached to the RBO Express server.