

ANNOUNCEMENT

Software-Only Pricing Changes for ISS45 and ScanMaster POS Application Software

September 17, 2015

NCR has replaced the former 20% discount cap for software-only orders with separate ScanMaster and ISS45 PINs and prices for “with-hardware” and “software-only” situations.

This change was requested by Channel Partners who reported difficulty conveying and explaining the previous discount limitations to prospects and users. In addition, wholesaler discount programs may not recognize or provide for separate software-only discounts, which squeezed Channel Partner margins.

Separate MRP/list prices also simplify ordering since your same Channel Partner discount now applies across all ScanMaster and ISS45 application software items.

When using the new software-only PINs with your full discount, the net price will be similar to the previous prices using the previous 20% software-only discount.

In addition:

- The new software-only PINs affect *only* the Controller, POS, LAN and Workstation items
- No ISS45 or ScanMaster option and interface prices (such as Catalina, CCTV etc.) have been modified
- Your full ISS45 or ScanMaster application software discount now applies to these software options and interfaces regardless of an order’s hardware content
- No changes have been made to the PINs or prices of ISS45 or ScanMaster POS application software or options when purchased with hardware
- Discounts for POS migrations, upgrades, transfers, relicenses etc. remain unaffected by the hardware content of those orders.

Use of the lower-cost “with-hardware” PINs requires an e-box purchase for each POS lane on the same Channel Partner order. ISS45 or ScanMaster Workstation licenses also qualify if a PC or Server purchase is on the same P.O.

This new policy and the new software-only PINs apply immediately. If desired, Channel Partners with orders or proposals in process may still order using the former 20% discount policy until October 1, 2015.

Please see the updated ISS45 and ScanMaster Configuration and Pricing bulletins for the new PINs and ordering details.