

## StoreNext Products and Services for Independents

Wholesaler-served grocers are StoreNext's business. We pre-integrate the best supermarket technology so you keep your shoppers while driving down costs.



*The best-ever POS systems, ultra-secure electronic payments, self-checkout, fuel, hand-held computing, back office systems, loss-prevention and outstanding save-as-you-pay applications: all ready to go and just for you.*



In the old days, independent grocers and regional chains had limited and inferior technology and choices. Only the big chains had the IT staffs, the scale the support and the buying power to integrate powerful new offerings into customized store systems. This left smaller grocers at a perpetual competitive disadvantage – and with much higher costs.

StoreNext changed all that, integrating grocers' complete system needs to bring the full scope of retail technology to the independent's table. We select, certify, combine and exhaustively test these end-to-end solutions in advance, enabling low-cost "plug-and-play" implementation with comprehensive local support.

Not only do these products actually *exceed* the features typically found in nationwide chains, but StoreNext's strategy of built-in flexibility avoids expensive customization. And since delivering outstanding service is a smaller grocer's number one competitive advantage, we judge every new StoreNext product or release on how it enables independents to offer better and faster shopper service – as well as improving operations and driving down costs.

This is why two out of three of independent and regional chain supermarkets use one or more StoreNext products. StoreNext's lineage, partners and staff are a virtual who's-who in electronic POS, including of course Retailix, our parent company and including Fujitsu, IBM, NCR, ICL, Datachecker and DTS, TCI, RCS, Optimal Robotics and BASS.

But while we may be proud of older landmark systems such as the 545 terminal and PC-Master, S18, RBX and IMS, it's our current technology that is moving the market. Here is a brief introduction to the "technologies" in StoreNext Retail Technologies, "*Where Every Day is Independent's Day.*"

### ISS45 and ScanMaster Point-of-Sale

StoreNext's premier POS solutions were each created with a single purpose: bring an unprecedented level of reliability and precision to the grocery industry. This laser-focus over a decade has made them the most powerful and successful POS systems ever built for independent grocers and regional chains.

For the past 15 years, *ISS45* and *ScanMaster* have dominated the independent POS market, each rapidly advancing its features, capabilities and architecture in a determined rivalry to be the best.

These two great histories finally converged with both ScanMaster and ISS45 developed and marketed by StoreNext. And while each system boasts its own particular architectural advantages and special features – for example, ISS45's fully-integrated *Fuel* application – both provide leading-edge capabilities and outstanding software flexibility and reliability.

ISS45 and ScanMaster are offered on a superb variety of the industry's best hardware, including *Datalogic (PSC) Magellan* scanner/scales, *Epson* printers, PC and server-class controllers, and the extraordinarily reliable *IBM SurePOS* and *Fujitsu TeamPoS* terminals. ScanMaster and ISS45 are integrated with all the other powerful StoreNext technologies such as Connected Payments, LaneHawk, U-Scan, PocketOffice and RBO.

StoreNext POS systems are offered à la carte, but many specially-priced packages are also available, including ISS45 or ScanMaster smaller store *Express* systems which include complete hardware, software and platforms. StoreNext drives costs down even further with *Espresso* packages. These complete ISS45 or ScanMaster systems enable small stores to run the richest and most extendable software in the business with robust, grocery-hardened terminals ... but at prices comparable to cut-rate "CD-and-a-white-box-PC" setups.

All StoreNext systems come from your StoreNext Authorized dealer, providing you local, comprehensive, top priority support and maintenance. ISS45 and ScanMaster are supported as preferred solutions by most wholesalers.



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## Connected Payments

The escalating series of threats to your shoppers' data, PCI costs and regulations, and skyrocketing bank card interchange fees consistently rank as top grocer problems. StoreNext Connected Payments is your single best weapon to combat fraud, PCI audit costs and EPS expenses – all in one low-priced subscription – by giving you:

- ✓ The *greatest feature* set in the business, including store-level credit→debit conversion, auto-tender resolution, lane-by-lane setup, central control, chain-wide, regional or store-level reporting, multiple gift card systems – even the latest eWIC online and smart card benefits automation.
- ✓ *Data security*, including PIN-pad-to-Processor encryption of all transmissions and data.
- ✓ *PCI cost* reductions, by removing all data storage from your enterprise and reducing PCI audit scope via encryption and removal.

## U-Scan Self-Checkout

Large chains have used U-Scan for years to limit labor costs. **Q:** What could be more important? **A:** Shopper service.

Few independents are low-price leaders: instead, you offer the best service and convenience in town. But making a shopper wait in line for even the best cashier is no definition of “service.” With great checkers tough for you to find and no waiting at *their* self-checkouts, competition is eroding your crucial advantage.

Give your shoppers a choice and you'll be amazed. Handle rushes effortlessly, shorten waits at the staffed lanes and lower labor costs. And with your best ambassadors helping customers instead of punching keys, you'll win back C-store business. Research even shows higher baskets counts and lower shrink when shoppers know they won't be pressed for time.

## StoreNext Connected Services

Reporting, Sales Analysis, Cashier Analysis, Real-Time Dashboard, Loss-Prevention, Electronic Journal and Category Analysis – these applications produce the key information needed to operate and promote. But each typically costs thousands of dollars up front, plus capital and labor expense for hosting, servers, database platforms, storage and administration.

Instead of the old “buy-now-wait-for-payback” routine, smart independents use Connected Services for all these applications instead. This exclusive subscription offering eliminates most up-front costs as well as all of your ongoing administrative and maintenance expense. Further, you get anytime/anywhere reporting

and analysis – across one or any combination of stores and periods – while StoreNext's low subscription rates ensures positive financial returns on day one.

## LaneHawk

Industry studies consistently show that even the best-managed stores still lose about \$10 per day per lane from bottom-of-basket loss. This outstanding new video recognition technology recognizes BOB items and automatically rings them into the order. Typical payback from BOB losses alone, is an astonishing eight (8) months, but increased checkout speed and lower physical stress from lifting heavy items add even more benefits.

## PocketOffice

PocketOffice's advanced technology gives you whole new ways to operate, saving you time and money and moving your employees out of the back room and into the aisles – where they can serve your shoppers.

Besides offering outstanding shelf audit and item management functions, PocketOffice's Grocery Dashboard puts all the key service and store sales gauges – even flash sales and lane-by-lane queue lengths in real time – in the palm of your hand. Your screen can even monitor cashiers from anywhere in the store.

For outstanding shopper service, Q-Buster breaks your customers out of lines and speeds them through checkout. And Remote Manager Authorization enables managers to check and approve transactions and exceptions without going to the front of your store.

## RBO and Retailx Store Back Offices

For those grocers looking for a full back office package, providing full inventory, receiving, DSD, file maintenance and management applications, StoreNext is the first and last place you need to look. In fact, as with our dual ISS45/ScanMaster POS systems, StoreNext offers *two* industry-leading back-office systems, Retailx Back Office (“RBO”) and Retailx Store/HQ.

RBO, from the same engineers who created the famous RBX back-office system, is the natural migration path forward for BASS users. RBO is specifically developed to be the best and most tightly integrated back-office system for ScanMaster and ISS45 POS.

Retailx Store, coming from the former “TCI” group, also supports ISS45 and ScanMaster while maintaining the traditional cross-platform capabilities to support almost all grocery POS products. Migrating TCI IMS users may feel especially comfortable with the look-and-feel of Retailx Store.