POS Hardware

IBM SurePOS 700 Series (730/750)

Sales reference guide

Summary

First-generation IBM SurePOS™ 700 Series models – SurePOS 730 and SurePOS 750 – enable retailers to take initial steps towards transforming their point-of-sale (POS) systems to deliver retail on demand. These SurePOS 700 systems are designed for retailers that have made a strategic decision to invest in leading-edge hardware and peripherals. They enable retailers to leverage advanced business capabilities such as multichannel retailing, electronic marketing, dynamic customer relationship management (CRM) and loyalty programs, realtime advertising and computer-based training, as well as other leading-edge, e-business solutions. As a result, retailers can benefit from improved employee productivity and operational efficiency, as well as enhanced customer responsiveness.

IBM SurePOS 730 and 750 models have the innovative capabilities sought by forward-thinking retailer companies. Beyond faster processing speed (up to 850MHz) and high-bandwidth Ethernet (10/100), these POS solutions offer ample memory (up to 512MB RAM and 20GB hard disk drive standard). In addition, these SurePOS 700 Series systems provide flexibility to take advantage of high-end multimedia (DVD and CD-ROM) capabilities, powered Universal Serial Bus (USB) connectivity and a choice of thin- or thick-client configurations.

Key messages

1. The SurePOS 700 supports retail on demand operating environments

By improving the ruggedness, flexibility and performance of POS systems, the SurePOS 700 Series can enhance retailers' ability to sense and react fluidly to changes in the fast-paced, complex retail world. It can also help retailers differentiate themselves within their market by supporting sophisticated applications and features at customer touchpoints. And it enables retailers to empower their employees with access to critical business, customer and store information, and streamlined business processes.

2. The SurePOS 700 Series features an industry-standard, open-platform design

SurePOS 700 Series systems give retailers a great deal of flexibility for selecting POS applications, peripherals (including displays) and an operating system. Essentially, the open-platform design helps enable retailers to create the ideal configuration for their stores.

3. The SurePOS 700 Series combines advanced POS technology with high durability and strong investment protection

The SurePOS 700 Series offers flexible, reliable POS technology, including up to eight USB ports, up to three PCI slots, DVD-ROM and NVRAM backup. It's as durable and ready for the retail environment as every other system in our portfolio. It includes the slots and bays retailers need to expand the system's capabilities in the future, as their needs dictate. Its open platform also allows retailers to keep using their current Microsoft® Windows® or 4690 OS technology-based applications.

4. **The SurePOS 700 Series supports systems and power management**

   The SurePOS 700 Series supports the latest standards for time-saving remote systems management (including Wired for Management (WfM) and Wake on LAN® (WOL)) and energy-saving power management (APM, ACPI).

5. **The SurePOS 700 Series runs a wide range of software**

   The open platform and broad operating-system support of the SurePOS 700 Series allows retailers to choose from a variety of applications, including Ready for IBM Retail Store Innovations applications developed by independent software vendors and pretested for use with POS and kiosk solutions from IBM.

IBM SurePOS 700 Series, models 730 and 750

Features	Benefits	The retail on demand connection
Direct memory access (DMA) hard disk drives	Helps speed checkout and reduce shopper wait-time with faster seek and write times	Transform the customer experience
Powered USB connectivity • Fast data transfer • Hot swappable • Plug-and-play/automatic setup[1] • Color-coded, locking connections • Cleaner cabling, no power brick	• Improves POS performance, speeds checkout • Allows retailers to replace peripherals, without powering down the POS system while customers wait • Recognizes peripherals as soon as they are plugged in, to provide simpler, faster device setup and management • Reduces risk of improper I/O setup • Enhances appearance and eliminates cost of power brick	Transform the customer experience Take out costs
DVD-ROM or CD-ROM drive	Supports the latest multimedia software to engage shoppers, support computer-based learning to train employees faster and assist operators with upselling	Transform the customer experience Enable your people
10/100 Ethernet	Delivers enough speed and bandwidth to support Internet and intranet applications as well as faster data transfer and batch polling from corporate headquarters to branch stores	Transform the customer experience Take out costs Enable your people
AC-switched convenience outlet with single power cord	Allows retailers to plug display and other I/O devices into front of unit instead of a wall outlet, for a more convenient setup	Transform the customer experience
Battery backup	Prevents loss of store-transaction data after a power outage and eliminates the need to reload software when power returns	Operate with secure resilience
Indicator light	• Shows planar status at a glance, so retailers can let service technicians know ahead of time whether they need a new planar • Helps prevent unnecessary replacement of good circuit boards	Take out costs
Alphanumeric POS (ANPOS) keyboard with pointing device (optional)	Frees up counter space and eliminates the need for a separate mouse, which can become tangled with other components	Transform the customer experience
IBM SureMark™ printer (optional)	Reduces total checkout time, improves customer service through fast thermal receipt printing	Transform the customer experience
IBM SurePoint™ solution (optional)	Enables full-color graphical user interfaces (GUIs) and touch operation to speed checkout, reduce the risk of error and minimize training times	Take out costs Enable your people
WfM compliance and WOL	Significantly reduces time and costs associated with uploading, upgrading and updating terminals to support price listings or to perform diagnostics through remote POS terminal management	Take out costs Operate with secure resilience
APM and ACPI	Eliminates unnecessary power consumption when system is idle, which keeps energy costs down, especially for enterprises with hundreds of terminals	Take out costs

Positioning

Portfolio comparison

Encompassing the most powerful IBM Retail Store Solutions POS systems, the IBM SurePOS 700 Series is the flagship offering suite for high-end retailers that want to support multichannel sales and multiple e-business initiatives. Unlike the SurePOS 500 Series or SurePOS 300 Series, the SurePOS 700 Series is not targeted towards a primary segment. Instead, it is designed to appeal to large-scale, complex retail organizations that have multichannel retailing operations and dedicated IT departments.

The best features of the SurePOS 730 and 750 systems are fused with those of the IBM SurePOS 4694 in the new IBM SurePOS 720, 740 and 780 models – the most powerful, versatile POS systems in the IBM Retail Store Solutions portfolio. These flexible new SurePOS 700 models provide a staged migration path so that customers can continue to leverage existing peripheral and software investments as they enhance their POS systems. Equipped with more flexible connectivity options, more powerful processors and increased memory and storage capacity, the next-generation SurePOS models also offer a wider spectrum of customization choices to enable retailers to design a solution with the ideal look, feel and functionality for their business needs. Our sales priority is to direct new and existing retail customers towards solutions comprising the latest SurePOS 700 offering set.

SurePOS 720, 740 and 780 systems should be marketed to all grocery and general merchant clients in the place of the first-generation SurePOS offerings (SurePOS 4694, 730 and 750). Some existing IBM clients in these segments will go ahead with planned rollouts of SurePOS 4694, 730 and 750 solutions if they lack the time or resources to complete testing on the next-generation models. Because the new models provide a migration path for existing SurePOS 4694 and 700 Series clients, we should help them migrate to the new product line. Plus, the SurePOS 720, 740 and 780 systems also provide a migration path

for competitive products and should be used to compete with NCR, Wincor or Fujitsu offerings. For PC cash drawer (PCCD) customers, the SurePOS 300 should be the first alternative. If additional functionality is required, the SurePOS 720, 740 and 780 should be offered.

Target markets

1. Cross-segment 4690 OS clients

For retailers that want to upgrade their POS performance and purchase new peripherals while retaining the IBM 4690 OS and 4690 technology-based applications, these SurePOS 700 Series models comprise a compelling solution. They can provide a strong, strategic platform for the future with advanced POS technology and electronic marketing capabilities. Keep in mind, these systems can't accept RS-485 peripherals.

2. Tier 1 or 2 grocery, department and mass merchandise retailers

These first-generation SurePOS 700 Series solutions meet the requirements of retailers that run Windows 98, 2000 or XP, or Linux and have already invested in USB peripherals at the POS. Because these SurePOS 700 models deliver expanded flexibility and expandability through an array of ports, slots, bays and configurations, they offer an advanced solution for new or existing clients that need to replace their POS hardware.

Models overview

Model 752
Narrow-format, thick-client solution optimized for Windows
98 and Windows 2000
- *850MHz Intel® Celeron® processor*
- *64MB standard (up to 512MB available)*
- *20GB hard disk drive optional*
- *CD-ROM or DVD-ROM optional*

Model 7P2
Narrow-format, thick-client solution optimized for Windows
98 and Windows 2000
- *850MHz Intel Celeron processor*
- *128MB standard (up to 512MB available)*
- *20GB hard disk drive standard*
- *CD-ROM or DVD-ROM optional*

Model 753
Wide-format, thick-client solution optimized for Windows
98 and Windows 2000
- *850MHz Intel Celeron processor*
- *64MB standard (up to 512MB available)*
- *Two optional 20GB hard disk drives*
- *CD-ROM or DVD-ROM optional*

Model 7P3
Wide-format, thick-client solution optimized for Windows
98 and Windows 2000
- *850MHz Intel Celeron processor*
- *128MB standard (up to 512MB available)*
- *20GB hard disk drive standard, additional 20GB
  hard disk drive optional*
- *CD-ROM or DVD-ROM optional*

Model 732
Narrow-format, thin-client solution optimized for
IBM 4690 OS
- *500MHz Intel Celeron processor*
- *32MB standard (up to 512MB available)*
- *20GB hard disk drive optional*

Model 7V2
Narrow-format, thin-client solution optimized for
IBM 4690 OS
- *500MHz Intel Celeron processor*
- *128MB standard (up to 512MB available)*
- *20GB hard disk drive standard*

Model 733
Wide-format, thin-client solution optimized for
IBM 4690 OS
- *500MHz Intel Celeron processor*
- *32MB standard (up to 512MB available)*
- *20GB hard disk drive optional*

Model 7V3
- *500MHz Intel Celeron processor*
- *128MB standard (up to 512MB available)*
- *20GB hard disk drive standard*

SurePOS 730 and 750 specifications

Product name	SurePOS 730		SurePOS 750	
Model numbers	**732/7V2**	**733/7V3**	**752/7P2**	**753/7P3**
Processor[2]	500MHz Intel Celeron processor	500MHz Intel Celeron processor	850MHz Intel Celeron processor	850MHz Intel Celeron processor
Slots and bays				
PCI slots	1 half-size	1 half-size	3 half-size	3 half-size
3.5" drive bays	2	2	2	3
Hard disk drive	1 optional (732) 1 standard (7V2)	1 optional (733) 1 standard (7V3)	1 optional (752) 1 standard (7P2)	2 optional (753) 1 standard, 1 optional (7P3)
Floppy drive	1 optional	1 optional	1 optional	1 optional
5.25" drive bays	0	0	1	1
CD-ROM (48X)	0	0	1 optional	1 optional
DVD-ROM (16X)	0	0	1 optional	1 optional
Ports				
DVI-I Video	1	1	1	1
+12V USB	5	5	7	7
+24V USB	1	1	1	1
+24V (cash drawer)	2	2	2	2
RJ45 Ethernet	1	1	1	1
P/S2 keyboard	1	1	1	1
RS-232	2	2	2	2
Parallel	0	1	1	1
Industry standards				
System management	• WfM	• WfM	• WfM	• WfM
	• SMBIOS	• SMBIOS	• SMBIOS	• SMBIOS
	• WOL	• WOL	• WOL	• WOL
	• PXE	• PXE	• PXE	• PXE
Power management	• APM • ACPI			• APM
Power requirements	Universal Switched Power Supply (USPS), 250W maximum/60W typical	USPS, 250W maximum/60W typical	USPS, 370W maximum/85W typical	USPS, 370W maximum/85W typical
Battery	Optional	Optional	Standard	Standard

SurePOS 730 and 750 specifications (continued)

Product name	SurePOS 730		SurePOS 750	
Model numbers	732/7V2	733/7V3	752/7P2	753/7P3
Dimensions and weight				
Dimensions (WxDxH)	12.5x18.25x3.625" 319x464x92mm	17.125x18.25x3" 435x464x76mm	12.5x18.25x5.25" 319x464x133mm	17.125x18.25x 4.94" 435x464x125mm
Weight without battery	18.35lbs/8.3kg	20.25lbs/9.2kg	–	–
Weight with battery	22.25lbs/10.1kg	24.15lbs/11kg	34.25lbs/15.6 kg	34.25lbs/15.6 kg
Peripheral options				
Displays	• IBM SurePoint Solution (touch and non-touch)		• USB 40-character and character/graphics displays • Monochrome CRT display	
Printers	• IBM SureMark Printer			
Keyboards	• USB 50-key, 133-key and ANPOS keyboard		• PS/2 ANPOS keyboard	
Cash drawers	• Wide		• Compact	
Software				
Operating systems	• IBM 4690 OS V2 R3 or later • Microsoft Windows 2000 (Professional Edition) • IBM Retail Environment for SUSE LINUX		• Microsoft Windows 98 (Second Edition) • Microsoft Windows XP (Professional Edition)	
Drivers	• JavaPOS™ for Windows V1.5.0 or later		• OPOS V1.4.5 or later	
Services				
Limited warranty	One year onsite service[3]			
Technical support	24x7 phone support (during warranty period) and Web-based help[4]			

Total solutions

For grocery retailers	For department store/specialty/mass merchandise retailersAG
AG • Wide-format system unit (storm) • 50-key keyboard with MSR (storm/pearl) • USB 40-character VFD (storm/pearl) • SureMark Printer, model TI4 (storm/pearl) • SurePoint Solution, 12" (pearl) • Wide cash drawer (storm)	AG • Wide-format system unit (storm) • ANPOS keyboard with MSR (storm/pearl) • USB 40-character VFD (storm/pearl) • SureMark Printer, model TI3 (storm/pearl) • SurePoint Solution, 12" (pearl) • Wide cash drawer (storm)
EMEA • Narrow-format system unit (storm) • 50-key keyboard with MSR (storm/pearl) • USB 40-character VFD (storm/pearl) • SureMark Printer, model TI4 (storm/pearl) • SurePoint Solution, 12" (pearl) • Narrow cash drawer (storm)	EMEA • Narrow-format system unit (storm) • ANPOS keyboard with MSR (storm) • USB 40-character VFD (storm/pearl) • SureMark Printer, model TI3 (storm/pearl) • SurePoint Solution, 12" (pearl) • Narrow cash drawer (storm)

AP
• Narrow-format system unit (storm)
• POS keyboard VII or 50-key keyboard with MSR (storm/pearl)
  or POS keyboard V
• USB character/graphics display (storm/pearl)
• SureMark Printer, model TI5 or TM7 (litho/pearl)
• SurePoint Solution, 10" (pearl)
• Narrow cash drawer (storm)
	AP
	• Wide-format system unit (storm)
	• POS keyboard VII or 50-key keyboard with MSR (storm/pearl)
	  or POS keyboard V
	• USB character/graphics display (storm/pearl)
	• SureMark Printer, model TI5 or TM7 (litho/pearl)
	• SurePoint Solution, 12" (pearl)
	• Wide cash drawer (storm)

Available software

The retail-hardened SurePOS 700 Series supports integration with off-the-shelf and customized IBM applications, as well as diverse third-party technologies. These solutions include Ready for IBM Retail Store Innovations developed by independent software vendors and pretested for use with IBM POS technologies.[5]

Software offerings available for use with first-generation SurePOS 700 Series models can be located through the IBM Global Solutions Directory. This online directory contains thousands of applications, tools and services from IBM, IBM Business Partners and other leading developers around the world. Available around the clock, the Global Solutions Directory features state-of-the-art capabilities that allow retailers to search by solution type, solution area, operating system, market segment, hardware platform, language, technology, country, industry or software. The Global Solutions Directory is available in Brazilian Portuguese, English, French, German, Italian, Japanese, Korean, Simplified Chinese and Spanish.

IBM.

[1] Support of USB hardware hot-plug and plug-and-play capabilities is OS- and device-dependent.

[2] MHz only measures microprocessor internal clock speed; many factors affect application performance.

[3] For a copy of the terms and conditions of the IBM Statement of Limited Warranty, please contact your local IBM representative.

[4] Response times may vary.

[5] IBM is not the licensor of any Business Partner's product or service and makes no warranties, expressed or implied, including any implied warranties of merchantability or fitness of a particular purpose. Statements made by IBM Business Partners that offer Ready for IBM Retail Store Innovations products are provided by the relevant third-party and not IBM.