



## POS Hardware

*IBM SurePOS 4694*

*Sales reference guide*

## Summary

More than one million units of the IBM SurePOS™ 4694 point-of-sale (POS) system have been sold worldwide since its introduction in 1997. It's engineered to meet the needs of retailers that want to leverage leading-edge POS software applications – including customer loyalty, electronic marketing and Web-based sales and service – but would like to retain their existing peripherals and POS applications. To this end, the SurePOS 4694 offers powerful processing (up to 866MHz), high-bandwidth Ethernet (10/100), multimedia capabilities and plenty of memory (up to 128MB RAM and a standard 20GB hard drive), plus RS-232, RS-485 and Universal Serial Bus (USB) ports, and support for a wide range of operating systems (OS), including IBM 4690 OS, DOS and Microsoft® Windows®. By providing flexible, reliable POS systems that integrate with advanced business applications and peripherals, the SurePOS 4694 solution can enhance retailers' ability to respond rapidly to changes in customer demands.

## Key messages

### 1. The SurePOS 4694 supports a staged migration to an on demand store environment

Multiport connectivity and broad operating system support help protect retailers' existing POS investments, while providing flexibility to integrate with a wide range of peripherals and applications. As a result, retailers can leverage SurePOS 4694 systems to configure a high-performance POS solution equipped with advanced functionality to empower employees and transform the consumer shopping experience. These resilient, retail-hardened systems can also help reduce downtime and operational costs by offering optional power and systems management capabilities.

### 2. The SurePOS 4694 delivers solid investment protection

Multiport connectivity and broad OS support of the SurePOS 4694 system allows retailers to upgrade POS performance and functionality, without having to buy new peripherals or abandon their current POS software. And they have the flexibility to add USB peripherals or switch to Linux if their needs change.

### 3. The SurePOS 4694 is highly reliable

Retail-hardened to deliver exceptional uptime in harsh conditions, SurePOS 4694 system can withstand exposure to dust, dirt, food hazards, humidity and spills. It also has an optional battery backup that prevents data loss in the event of a power outage.

### 4. The SurePOS 4694 is easy to customize

Retailers can select a thick- or thin-client SurePOS 4694 model. And they can choose from a long list of keyboards, displays, cash drawers and printers, as well as narrow- and wide-format system units. Additional expansion options include hard drives, memory upgrades and ISA/PCI architecture.

### 5. The SurePOS 4694 supports advanced systems and power management

Because the SurePOS 4694 system complies with the latest standards for systems management (including Wired for Management (WfM) and Wake on LAN® (WOL)) and advanced power management (APM/ACPI), retailers can reduce downtime and lower their operating expenses.

## On demand solution features

### SurePOS 4694

Features	Benefits	The retail on demand connection
RS-232 and RS-485 ports	Allows retailers to attach older, proven peripherals to a faster, more capable system unit to support stronger overall investment protection	Take out costs
One 12V powered USB port (4694-307, 347, P07 and P47 models)	Supports IBM SurePoint™ Solution with USB touchscreen interface (4820-48T) to deliver added I/O flexibility	Transform the customer experience
CD-ROM drive (optional)	Supports leading-edge multimedia software to engage shoppers, facilitate faster, computer-based training and assist operators with upselling	Transform the customer experience Enable your people
10/100 Ethernet	Delivers speed and bandwidth to support Internet and intranet applications, as well as faster data transfer and batch polling from corporate headquarters to store locations	Transform the customer experience Take out costs Enable your people
Token ring adapter	<ul style="list-style-type: none"> <li>Accommodates existing network architecture to provide stronger investment protection</li> <li>Streamlines connectivity with corporate headquarters without having to rewire or recable stores</li> </ul>	Take out costs Enable your people
Battery backup (optional)	Helps prevent loss of store-transaction data after a power outage and eliminates the need to reload software when power returns	Operate with secure resilience
Alphanumeric point-of-sale (ANPOS) keyboard with pointing device (optional)	Frees up counter space at the POS by eliminating the need for a separate mouse, which can become tangled	Transform the customer experience Enable your people
IBM SureMark™ printer (optional)	Reduces total checkout time and improves customer service through faster thermal receipt printing	Transform the customer experience
IBM SurePoint solution (optional)	Enables full-color graphical user interfaces (GUIs) and touchscreen operation to speed checkout, reduce the risk of error and minimize training times	Transform the customer experience Enable your people
WiM compliance and WOL	Enables remote systems management to reduce time and costs associated with uploading and upgrading systems, updating terminals with price listings, and performing diagnostics	Take out costs Operate with secure resilience
APM and ACPI	Eliminates unnecessary power consumption when system is idle, which helps reduce energy costs, particularly for enterprises with hundreds of terminals	Take out costs

## Positioning

### Portfolio comparison

The IBM SurePOS 4694 is designed to protect the POS investments of longtime IBM clients who have a large, installed base of IBM solutions. The SurePOS 4694 allows retailers to upgrade their POS performance without sacrificing existing peripherals or POS software, or changing their operating systems. Like the SurePOS 700 Series, the SurePOS 4694 is not targeted at a specific industry segment, but at large, complex retail organizations with dedicated IT departments. These retailers may be pursuing multichannel retailing or simply want to protect large investments in RS-485 devices.

The best features of the SurePOS 4694 are fused with those of the SurePOS 730 and 750 systems in the new IBM SurePOS 720, 740 and 780 models – the most powerful, versatile POS systems in the IBM Retail Store Solutions portfolio. 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 clients toward 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 provide a migration path for competitive products. For cash-drawer 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. Tier 1 or 2 grocery, department or mass merchandise retailers

For retailers running DOS, Windows 95 or Windows NT®, the SurePOS 4694 is the right choice, because it runs on all three platforms. These retailers often require maximum flexibility for I/O attachment; the SurePOS 4694 addresses this requirement with multiport connectivity, including slots and bays for expansion. It also allows current IBM clients to keep most of their existing peripherals in place, with the exception of IBM 4683 Series matrix keyboards, 50-key keyboards with 2x20 display and operator displays, as well as IBM Model 1 printers.

### 2. Cross-segment IBM 4690 OS clients

For retailers who want to retain the IBM 4690 OS and their RS-485-connected devices, the SurePOS 4694 is the right choice until they can migrate to the SurePOS 700 platform. Equipped with RS-485 ports, SurePOS 4694 systems run the 4690 OS and some models (307, 347, P07 and P47) include one +12V powered USB port to facilitate adding new peripherals. However, the IBM 4690 OS only supports the IBM SurePoint solution (4820 model 48D or 48T) in the powered USB port.

## Models overview

### *Model 347*

Wide-format, thick-client solution optimized for Windows NT or Windows 2000

- *866MHz VIA C3 processor*
- *64MB standard (up to 512MB available)*
- *4MB video memory (UMA)*
- *20GB hard disk drive optional*
- *10/100 Ethernet*

#### Model P47

Wide-format, thick-client solution optimized for Windows NT or Windows 2000

- 866MHz VIA C3 processor
- 128MB standard (up to 512MB available)
- 4MB video memory (UMA)
- 20GB hard disk drive standard
- 10/100 Ethernet

#### Model 307

Narrow-format, thick-client solution optimized for Windows NT or Windows 2000

- 866MHz VIA C3 processor
- 64MB standard (up to 512MB available)
- 4MB video memory (UMA)
- 20GB hard drive optional
- 10/100 Ethernet

#### Model P07

Narrow-format, thick-client solution optimized for Windows NT or Windows 2000

- 866MHz VIA C3 processor
- 128MB standard (up to 512MB available)
- 4MB video memory (UMA)
- 20GB hard drive standard
- 10/100 Ethernet

#### Model 247

Wide-format, thin-client solution optimized for IBM 4690 OS

- 550MHz VIA C3 processor
- 32MB standard (up to 512MB available)
- 4MB video memory (UMA)
- 20GB hard disk drive optional
- 10/100 Ethernet

#### Model V47

Wide-format, thin-client solution optimized for IBM 4690 OS

- 550MHz VIA C3 processor
- 128MB standard (up to 512MB available)
- 4MB video memory (UMA)
- 20GB hard disk drive standard
- 10/100 Ethernet

#### Model 207

Narrow-format, thin-client solution optimized for IBM 4690 OS

- 550MHz VIA C3 processor
- 32MB standard (up to 512MB available)
- 4MB video memory (UMA)
- 20GB hard disk drive optional
- 10/100 Ethernet

#### Model V07

Narrow-format, thin-client solution optimized for IBM 4690 OS

- 550MHz VIA C3 processor
- 128MB standard (up to 512MB available)
- 4MB video memory (UMA)
- 20GB hard drive standard
- 10/100 Ethernet

#### Model 146

Wide-format, thin-client solution optimized for DOS

- 100MHz STPC processor
- 1MB video memory (UMA)
- 20GB hard disk drive optional
- 32MB standard (up to 64MB available)
- 10 Base-T Ethernet

#### Model 106

Narrow-format, thin-client solution optimized for DOS

- 100MHz STPC processor
- 1MB video memory (UMA)
- 20GB hard drive optional
- 32MB standard (up to 64MB available)
- 10 Base-T Ethernet

## SurePOS 4694 specifications

Product name	SurePOS 4694				
Model numbers	106/146	207/V07	247/V47	347/VP07	347/P47
<b>Slots and bays</b>					
PCI slots	0	1	1	1	1
ISA/PCI	0	1	1	1	1
ISA	2	0	0	0	0
3.5" bays	2/3	2	3	2	3
First hard drive	1 optional	1 optional	1 optional (247)	1 optional (347)	1 optional (307)
Second hard drive (by request)	–	1 standard (V07)	1 standard (V47)	1 standard	–
24xCD-ROM	0	optional	optional	optional	optional
<b>Ports</b>					
Video	VGA	VGA	VGA	VGA/DVI-D	VGA/DVI-D
RS-485	4/6	4	6	4	6
RS-232	2	2	2	2	2
USB	0	2	2	3	3
Powered USB	0	0	0	1 (12VDC)	1 (12VDC)
+38V (cash drawer)	2	2	2	2	2
Parallel	0 (106)/1 (146)	0	1	0	1
Front access	No (106) Yes (146)	No	Yes	No	Yes
<b>Industry standards</b>					
Systems management	<ul style="list-style-type: none"> <li>• DMI</li> <li>• PXE</li> <li>• WOL</li> </ul>	<ul style="list-style-type: none"> <li>• WfM</li> <li>• SMBIOS</li> <li>• PXE</li> <li>• WOL</li> </ul>	<ul style="list-style-type: none"> <li>• WfM</li> <li>• SMBIOS</li> <li>• PXE</li> <li>• WOL</li> </ul>	<ul style="list-style-type: none"> <li>• WfM</li> <li>• SMBIOS</li> <li>• PXE</li> <li>• WOL</li> </ul>	<ul style="list-style-type: none"> <li>• WfM</li> <li>• SMBIOS</li> <li>• PXE</li> <li>• WOL</li> </ul>
Power management <sup>1</sup>	<ul style="list-style-type: none"> <li>• APM</li> </ul>	<ul style="list-style-type: none"> <li>• APM</li> <li>• ACPI</li> </ul>	<ul style="list-style-type: none"> <li>• APM</li> <li>• ACPI</li> </ul>	<ul style="list-style-type: none"> <li>• APM</li> <li>• ACPI</li> </ul>	<ul style="list-style-type: none"> <li>• APM</li> <li>• ACPI</li> </ul>
<b>Dimensions and weight</b>					
Dimensions in mm (WxDxH)	<ul style="list-style-type: none"> <li>• 319x475x86 (106)</li> <li>• 440x475x89 (146)</li> </ul>	<ul style="list-style-type: none"> <li>• 312x475x89</li> </ul>	<ul style="list-style-type: none"> <li>• 440x475x89</li> </ul>	<ul style="list-style-type: none"> <li>• 312x475x86</li> </ul>	<ul style="list-style-type: none"> <li>• 440x475x89</li> </ul>
Dimensions in inches (WxDxH)	<ul style="list-style-type: none"> <li>• 12.3x18.7x3.4 (106)</li> <li>• 17.3x18.7x3.5 (146)</li> </ul>	<ul style="list-style-type: none"> <li>• 12.3x18.7x3.4</li> </ul>	<ul style="list-style-type: none"> <li>• 17.3x18.7x3.5</li> </ul>	<ul style="list-style-type: none"> <li>• 12.3x18.7x3.4</li> </ul>	<ul style="list-style-type: none"> <li>• 17.3x18.7x3.5</li> </ul>
Weight without battery	<ul style="list-style-type: none"> <li>• 16lbs/7.3kg (106)</li> <li>• 23lbs/10.4kg (146)</li> </ul>	<ul style="list-style-type: none"> <li>• 16lbs/7.3kg</li> </ul>	<ul style="list-style-type: none"> <li>• 23lbs/10.4kg</li> </ul>	<ul style="list-style-type: none"> <li>• 16lbs/7.3kg</li> </ul>	<ul style="list-style-type: none"> <li>• 23lbs/10.4kg</li> </ul>

**SurePOS 4694 specifications (continued)**

<b>Product name</b>	<b>SurePOS 4694</b>				
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<b>Model numbers</b>	<b>106/146</b>	<b>207/V07</b>	<b>247/V47</b>	<b>347/VP07</b>	<b>347/P47</b>
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**Optional peripherals<sup>2</sup>**

Keyboards	<ul style="list-style-type: none"><li>• USB 50-key, 133-key and ANPOS keyboard</li></ul>	<ul style="list-style-type: none"><li>• RS-485 50-key, 133-key and ANPOS keyboards</li><li>• PS/2 ANPOS keyboard</li></ul>
Displays	<ul style="list-style-type: none"><li>• IBM SurePoint Solution (touch and non-touch)</li></ul>	<ul style="list-style-type: none"><li>• RS-485 40-character and character/graphics displays</li><li>• Monochrome CRT display</li></ul>
Printers	<ul style="list-style-type: none"><li>• IBM SureMark Printers</li><li>• IBM fiscal printers</li></ul>	<ul style="list-style-type: none"><li>• IBM Model 4 printers</li><li>• IBM 4689-TD5 SurePOS printer</li></ul>
Cash drawers	<ul style="list-style-type: none"><li>• Full-size, flip-top and compact</li></ul>	

**Software supported**

Operating systems <sup>3</sup>	<ul style="list-style-type: none"><li>• IBM 4690 OS</li><li>• IBM PC DOS 2000</li><li>• DBCS versions of the operating systems listed above</li><li>• JavaPOS for Windows V1.5.0 or later</li><li>• IBM Retail Environment for SUSE LINUX</li></ul>	<ul style="list-style-type: none"><li>• Microsoft Windows 98 (Second Edition)</li><li>• Microsoft Windows NT (Professional Edition)</li><li>• Microsoft Windows 2000 (Professional Edition)</li><li>• Microsoft Windows XP (Professional Edition)</li></ul>
Drivers	<ul style="list-style-type: none"><li>• OPOS V1.4.5 or later</li><li>• JavaPOS Windows V.1.50 or later</li></ul>	<ul style="list-style-type: none"><li>• POS Subsystem for Linux (POSSLIN)</li><li>• POS Subsystem for DOS (POSSDOS)</li></ul>

**Power requirements**

Universal switched power supply, 50/60Hz, 65W typical/197W maximum

**Services**

Limited warranty	One year onsite service
Technical support	24x7 phone support (during warranty period <sup>4</sup> ) and Web-based help

## Total solutions

For grocery retailers	For department store/specialty/mass merchandise retailers
<p>AG</p> <ul style="list-style-type: none"> <li>• Wide-format system unit (storm)</li> <li>• 50-key keyboard with MSR (litho/pearl)</li> <li>• 40-character VFD II (litho/pearl)</li> <li>• SureMark Printer, model T14 (litho/pearl)</li> <li>• SurePoint Solution, 12" (pearl)</li> <li>• Wide cash drawer (litho)</li> </ul>	<p>AG</p> <ul style="list-style-type: none"> <li>• Wide-format system unit (litho)</li> <li>• ANPOS keyboard with MSR (litho/pearl)</li> <li>• 40-character VFD II (litho/pearl)</li> <li>• SureMark Printer, model T13 (litho/pearl)</li> <li>• SurePoint Solution, 12" (pearl)</li> <li>• Wide cash drawer (litho)</li> </ul>
<p>EMEA</p> <ul style="list-style-type: none"> <li>• Narrow-format system unit (litho)</li> <li>• 50-key keyboard with MSR (litho/pearl)</li> <li>• 40-character VFD II (litho/pearl)</li> <li>• SureMark Printer, model T14 (litho/pearl)</li> <li>• SurePoint Solution, 12" (pearl)</li> <li>• Narrow cash drawer (litho)</li> </ul>	<p>EMEA</p> <ul style="list-style-type: none"> <li>• Narrow-format system unit (litho)</li> <li>• ANPOS keyboard with MSR (litho)</li> <li>• 40-character VFD II (litho/pearl)</li> <li>• SureMark Printer, model T13 (litho/pearl)</li> <li>• SurePoint Solution, 12" (pearl)</li> <li>• Narrow cash drawer (litho)</li> </ul>
<p>AP</p> <ul style="list-style-type: none"> <li>• Narrow-format system unit (litho)</li> <li>• POS keyboard VII or 50-key keyboard with MSR (litho/pearl) or POS keyboard V</li> <li>• PLU keyboard/display III (litho/pearl)</li> <li>• Character/graphics display (litho/pearl)</li> <li>• SureMark Printer, model T15 or TM7 (litho/pearl)</li> <li>• Japan: 4689 printer, model TD5 (litho/pearl)</li> <li>• China: Model 4A printer</li> <li>• SurePoint Solution, 10" (pearl)</li> <li>• Narrow cash drawer (litho)</li> </ul>	<p>AP</p> <ul style="list-style-type: none"> <li>• Wide-format system unit (litho)</li> <li>• POS keyboard VII or 50-key keyboard with MSR (litho/pearl) or POS keyboard V</li> <li>• Character/graphics display (litho/pearl)</li> <li>• SureMark Printer, model T15 or TM7 (litho/pearl)</li> <li>• Japan: 4689 printer, model TD5 (litho/pearl)</li> <li>• China: Model 4A printer</li> <li>• SurePoint Solution, 12" (pearl)</li> <li>• Wide cash drawer (litho)</li> </ul>

## Available software

Built on a flexible, open platform, SurePOS 4694 systems support 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.<sup>5</sup>



Software offerings available for use with SurePOS 4694 systems 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.





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<sup>1</sup> Requires power management (battery backup) feature.

<sup>2</sup> Not all peripherals are available in all countries.

<sup>3</sup> An operating system is not included and can be purchased separately.

<sup>4</sup> Response times may vary.

<sup>5</sup> 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.

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