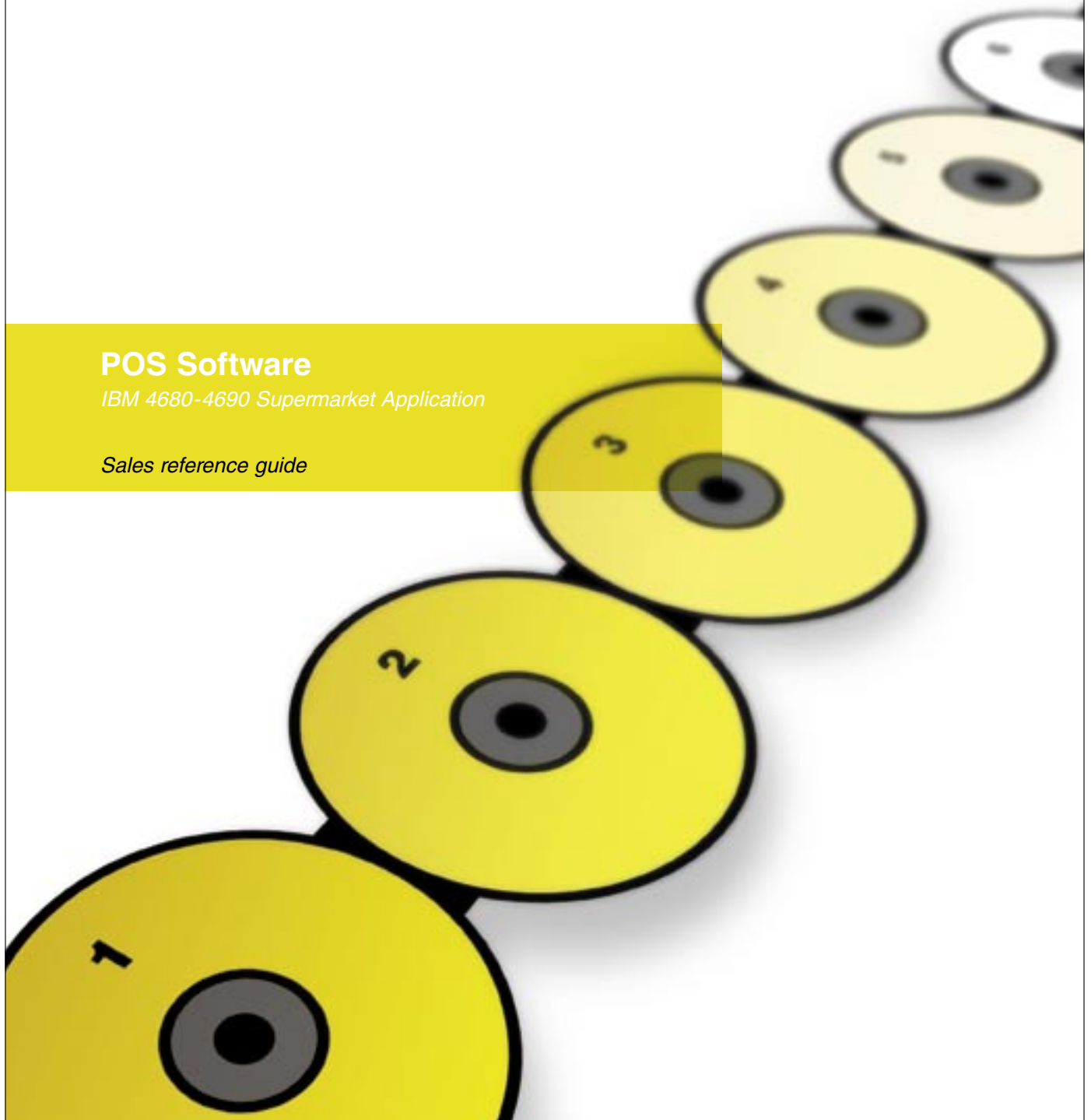**IBM**

POS Software

IBM 4680-4690 Supermarket Application

Sales reference guide

Summary

The IBM 4680-4690 Supermarket Application (SA) is a complete point-of-sale (POS) software offering designed to meet the needs of international and multinational supermarket and hypermarket retailers. It provides all the basic, supermarket-specific features and functions these retailers need for checkout support, reporting, data capture, accounting and inventory control, as well as advanced optional features retailers need to meet regional and store-specific needs. This software package gives retailers a single, powerful solution that can help increase efficiency at the POS, improve decision-making across the enterprise, and help operators deliver top-quality customer service in all stores worldwide. For many grocery retailers, using SA will be critical to realizing the retail on demand vision.

Key messages

1. IBM SA provides excellent investment protection

It runs on the IBM 4690 OS (one of the most reliable computing platforms in the industry) and Microsoft® Windows® 2000 (with Terminal Services). It supports most IBM 4683, 4693, 4694 and SurePOS™ 700 Series terminals. SA allows retailers to use a wide range of IBM and non-IBM peripherals. And it is available in multiple languages, so retailers can rollout the same software to stores around the world without creating customized versions to accommodate local language requirements.

2. IBM SA is powerful and versatile

SA processes up to 90,000 items per hour and performs subsecond price lookups for fast frontend operations. It comes standard with hundreds of checkout features, as well as mechanisms for reporting, data capture, accounting and inventory control. It handles all conventional payment options (cash, coupons, food stamps, debit, credit). Optional capabilities include electronic marketing support, touchscreen graphical user interface (GUI) support (via SureVision or ASTRA), electronic journaling, support for IBM SureMark™ Printers and enhanced Electronic Funds Transfer (EFT).

3. IBM SA is flexible

It can operate with or without a host. It offers flexible coupon processing, and pricing rules are applied automatically. Item records can also be linked. Store controllers can be programmed to make price changes on a specific day and time. Flexibility in the item file layout allows retailers to add fields for specific needs.

4. IBM SA offers advanced reporting and security

Reporting options include daily or weekly store cash, department analysis, item movement, terminal productivity and sales associate productivity, as well as other customized options. These reports provide the data retailers need to improve the speed of profitability of decision-making. Security features include encrypted password access and restricted access to refunds, paid outs and cash report retrieval. Setting entry and value limits, and validating voids and coupons are all simple, intuitive processes. A detailed audit trail is also available for up to 36 tender types.

5. IBM SA is a worldwide solution

Available in every geography, SA is a reliable choice for supermarket and hypermarket retailers who want to use the same software in all of their stores worldwide. With SA, global retailers can protect their current IBM hardware investments, keep running on the IBM 4690 OS (or Windows 2000) and reap the benefits of working with a vast global network of authorized IBM Business Partners.

IBM 4680-4690 Supermarket Application

Features	Benefits	The retail on demand connection
Ability to handle extremely high transaction rates	Improves productivity	Transform the customer experience Take out costs
Check verification against in-store or centralized authorization files	Shortens transaction time for shoppers writing checks and improves security	Transform the customer experience Operate with secure resilience
Multiple store controllers enabled to communicate over a high-speed LAN	Instantaneous backup eliminates downtime, while the ability to exchange item data and store files with host keeps stores and headquarters in synch	Take out costs Operate with secure resilience
Full supermarket support without a host	Enables independent stores to take advantage of the full range of functions on the store controller • Register/operator/store reconciliation data • Sales associate performance records • Price lookup and changes	Take out costs
Extensive reporting options	Helps retailers make faster, more profitable decisions	Enable your people
Encrypted password access, restricted access to functions (such as refunds), entry and value limits, easy validation of voids/coupons	Improves security	Operate with secure resilience
Automatically applied discounts and tax calculation	Reduces risk of operator error	Transform the customer experience
Linked item records	Enables selling of a second item automatically with the first (such as a bottle deposit with every six-pack of soda)	Transform the customer experience
Ability to update data from the host at specific date/time	Gives retailers tighter control over changes to prices and other store data	Take out costs Enable your people
Logically placed user exits	Lets retailers easily customize accounting, reporting and other functions without modifying source code	Take out costs Enable your people
Automated store closing so retailers can close out an accounting period with unreconciled totals and track them in the next period	Facilitates reconciliation	Enable your people
Availability in multiple languages	Enables retailers to rollout the same software to multiple stores around the world, without customizing each version for local language requirements	Transform the customer experience Enable your people
Touchscreen GUI interface via IBM SureVision or ASTRA (optional)	Improves operator productivity and helps retailers train more operators in less time at a lower total cost via Java™-based touchscreen GUI. Also enables retailers to partition the video screen to show customer receipt, subtotal and two areas for advertising that can generate new streams of revenue	Transform the customer experience
Electronic marketing support (optional)	Allows retailers to rollout frequent shopper and loyalty programs to improve customer service	Transform the customer experience
IBM SureMark Printer support (optional)	Provides fast, high-quality thermal receipt printing	Transform the customer experience
Electronic journaling (optional)	Lets retailers easily capture journal data at the POS and store it on the POS controller, eliminating the need to handle paper journal rolls	Take out costs
Multiple currency support (optional)	Lets retailers handle multiple international currencies for any tender type	Take out costs

IBM 4680-4690 Supermarket Application (continued)

Features	Benefits	The retail on demand connection
Enhancement feature (optional)	Enables menus by job function, returned-item support, European Article Number (EAN) 99 support, support for up to three separate pricing quantities and enhanced automatic reporting	Transform the customer experience Enable your people
Value pack 2001 (optional)	Adds comparison pricing on receipts, password expiration controls, Java GUI support for the customer display, miscellaneous item tender accounting and other specialized functions	Transform the customer experience
Terminal offline feature (optional)	Enables terminal backup for price lookup in a single-controller configuration to improve item price accuracy	Operate with secure resilience
Enhanced EFT (optional)	Supports external verification of debit, EBT, credit and check tenders to streamline these transactions (meets U.S. banking requirements only)	Take out costs

Positioning

Portfolio comparison
IBM SA provides the same fast, reliable POS processing as IBM SurePOS ACE and IBM VisualStore, but it is targeted to the global enterprise. In other words, SA is the right software for retailers who operate in the Americas Group (AG), EMEA and AP, while those who operate only in AG should use SurePOS ACE, and those who operate only in EMEA should use VisualStore.

SA runs on the IBM 4690 OS. It offers a solid base package of capabilities, plus many optional features that allow retailers to create somewhat customized versions for their stores. It does not, however, support some of the more advanced capabilities of SurePOS ACE, such as self-checkout and fuel-sales integration.

Target markets

Worldwide supermarket and hypermarket retailers running 4690 OS
SA delivers a solid, reliable and flexible suite of capabilities that are specifically designed for these retailers. SA also offers excellent service and support on a global scale through the IBM service organization as well as a large worldwide network of local Business Partners who can assist with installation, troubleshooting, customization and maintenance.

Specifications

Hardware supported

Servers	• IBM Netfinity® servers
Clients	• IBM SurePOS 700 Series • IBM SurePOS 4694 System • IBM 4693 POS terminals • IBM 4683 POS terminals

Operating systems supported

	• IBM 4690 OS

Peripherals (optional)

Display	• 2x20 alphanumeric display • Full-screen video • Supported screen resolutions: 640x480, 800x600, 1024x768
Scanners	• Handheld or flatbed • Scanner/scale
Keyboards	• Alphanumeric POS keyboard • 50-key POS keyboard • 1/2/3 track keyboard MSR
Printers	• IBM SureMark Printer, models TI1, TI2, TI3, TI4, TI8 • Model 4 POS printer
Additional options	• Cash drawer (dual support) • Integrated MICR reader • Serial (RS-232 or RJ-485) attached PIN pad • Scale (integrated and RS-232) • Programmable power

Services

Warranty	The software is backed by the IBM Program Product Warranty and has a two-month test period allowance. For specific information, contact your IBM representative or IBM Business Partner.
Technical support	RSS Support Line Premium agreement available. Support Line Premium is optional and includes technical support via phone and Web.

The IBM Retail Store Solutions organization – and the IBM brand – offer a long list of benefits that apply to all the solutions in the portfolio and deliver real value to our customers. They include:

- *Choice: open systems and IBM Business Partner solutions*
- *Investment protection: retail-hardened products with long lifecycles*
- *Technology leadership: advanced technology, continuing innovation*
- *Total solutions: hardware, software, financing, consulting, service*

Please see *Why IBM?: IBM value proposition* for details on how to communicate these benefits to your customers. Please also see *Target Markets: Grocery* for more information about the grocery segment and how IBM is positioned for success in this market.

Total solutions

For international chains

AG	• IBM SA • IBM 4690 OS • Wide format system unit (4694 or 700 Series) • 50-key keyboard with MSR (storm/pearl) • 40-character VFD (storm/pearl) • IBM SureMark Printer, model TI4 (storm/pearl) • IBM SurePoint™ Solution, 12" (pearl) • Wide cash drawer (storm)
EMEA	• IBM SA • IBM 4690 OS (300, SureOne, 4694 or 700 Series) • Narrow format system unit (storm) • 50-key keyboard with MSR (storm/pearl) • 40-character VFD (storm/pearl) • IBM SureMark Printer, model TI4 (storm/pearl) • IBM SurePoint Solution, 12" (pearl) • Narrow cash drawer (storm)
AP	• IBM SA • IBM 4690 OS • Narrow format system unit (SureOne®, 300, 4694 or 700 Series) • POS Keyboard VII or 50-key keyboard with MSR (storm/pearl) or POS Keyboard V • Character/Graphics display (storm/pearl) • IBM SureMark Printer, model TI5 or TM7 (litho/pearl) • IBM SurePoint Solution, 10" (pearl) • Narrow cash drawer (storm)

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