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Product Overview and Introducing the IBM SurePOS™ 700 Series

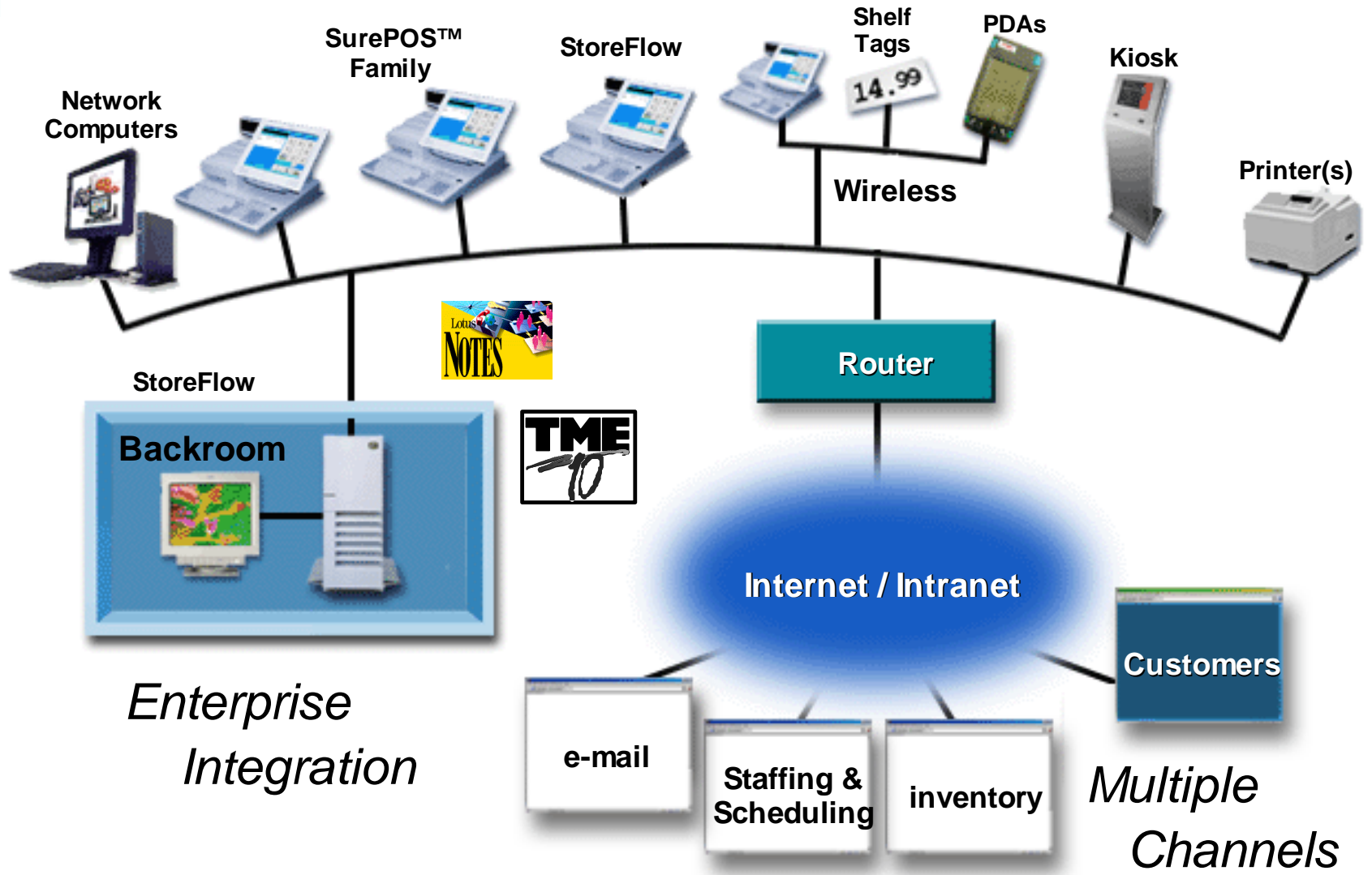




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Retail Store Solutions

Vision - The Integrated Retailer





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Software Directions

POS Focus

POS applications

SA, ACE, GSA, Storeflow

IBM 4690 Operating system and middleware

Enterprise Integration

StoreFlow

ARTS datamodel

API's

Enterprise integration

Tivoli, net.commerce

Total Architecture

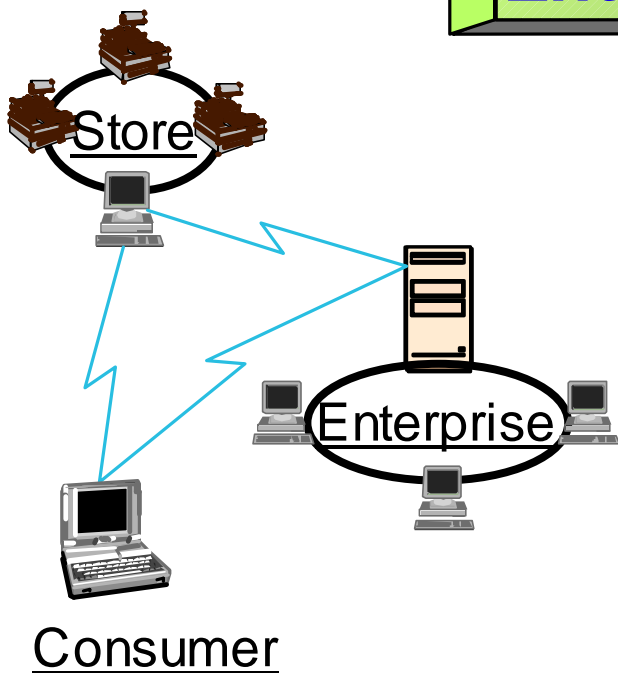
StoreFlow

ARTS Datamodel

API's with toolset

Add'l enterprise integration

BO apps through BP/ISV



Electives 11C, 11D, 14E, 15E, 14F, 13G, 11G, 14H, 11H, 14L, 12M





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IBM 4694

- **New IBM 4694 Model 206 and Model 246**
 - ▶ **Announce/GA 2Q (Target)**
 - ▶ **566Mhz processor**
 - ▶ **2 additional USB ports (1 powered USB)**
 - ▶ **DVI-I video**
- **New IBM 4694-104/144 follow-on**
 - ▶ **Announce/GA 3Q (Target)**
 - ▶ **32-bit platform**
 - ▶ **DOS platform**



Electives 11A, 13D, 11M

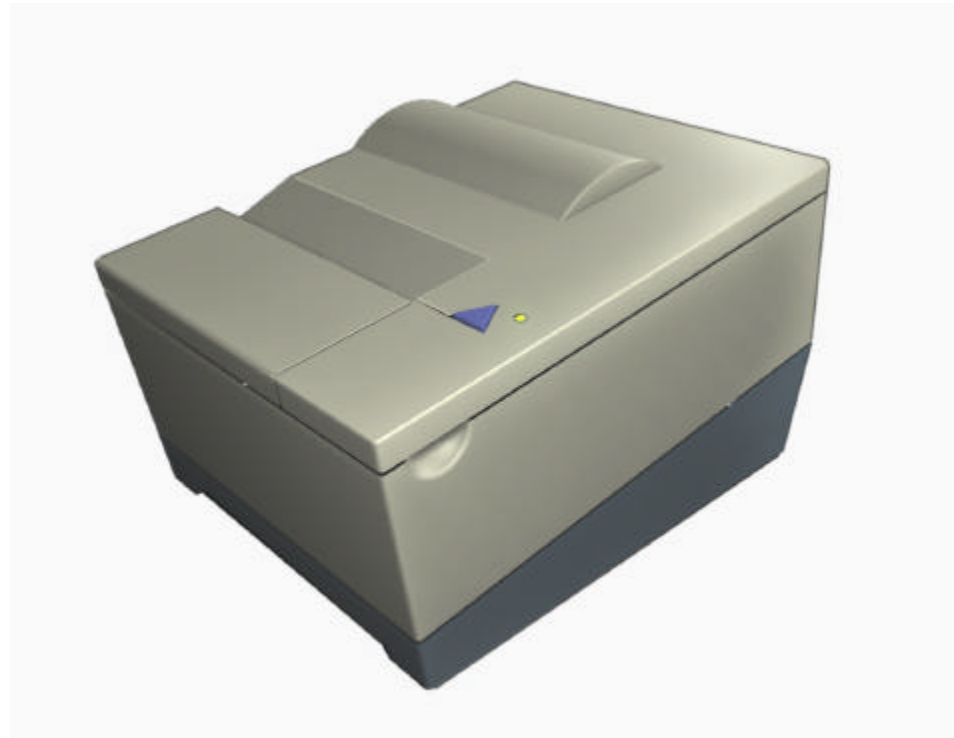




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IBM SureMark Family

- **Single Station Thermal Printer**
 - ▶ **Announce/GA 3Q/00 (Target)**



Elective 11A, 13C



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IBM 4695

- **New IBM 4695 Model 324 and Model 344**
 - ▶ **Announce February 29; GA March 31 (Target)**
 - ▶ **Replace Model 322 and 342**
 - ▶ **Increased performance**
 - **300Mhz processor**
- **Yosemite - 4695 Follow-on**
 - ▶ **Announce/GA 3Q/00 (Target)**
 - ▶ **Entry and Premium models**



Electives 11A, 15B, 15I



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IBM SurePOS™ 700 Series

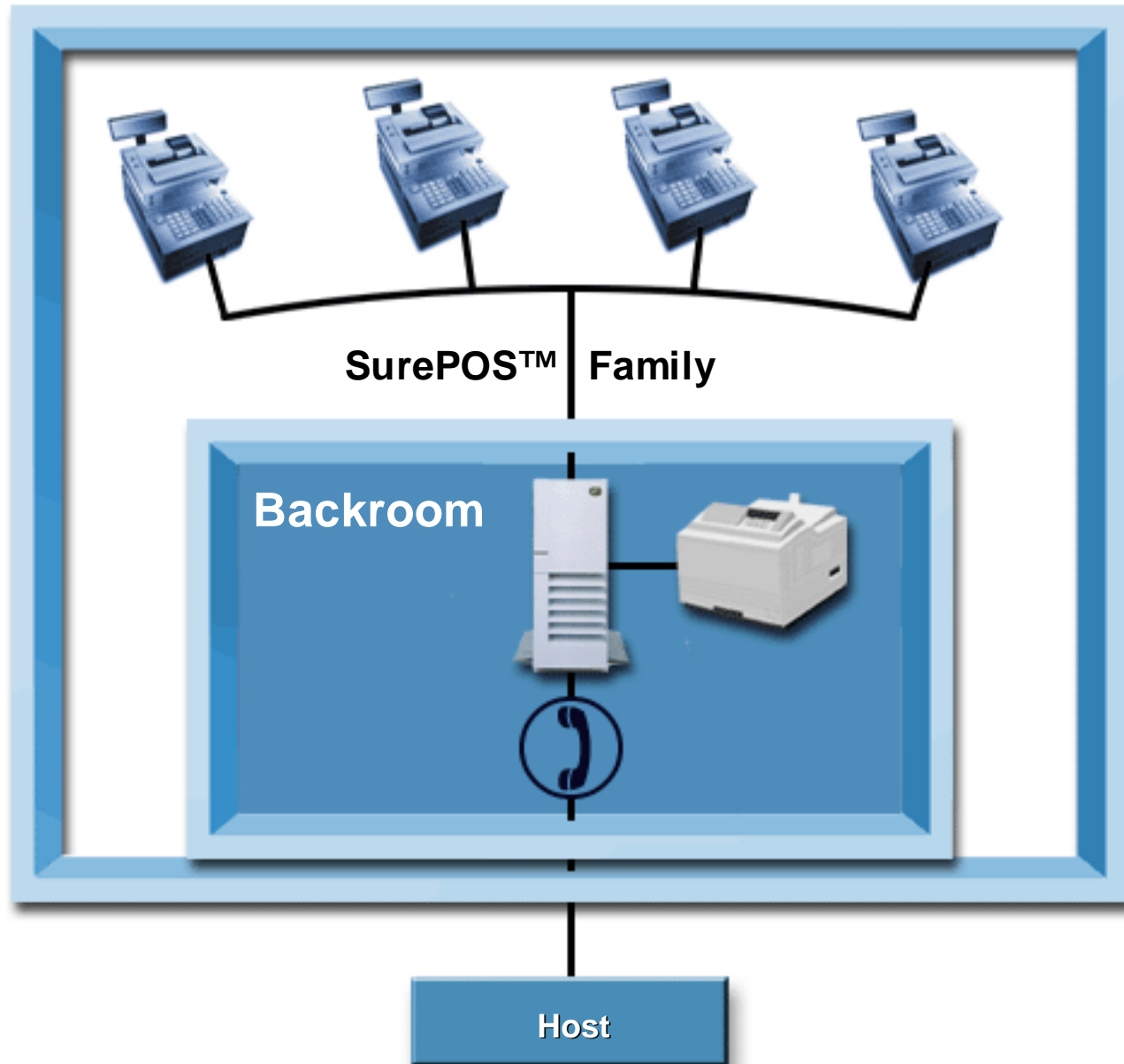




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Yesterday, POS was About Transactions

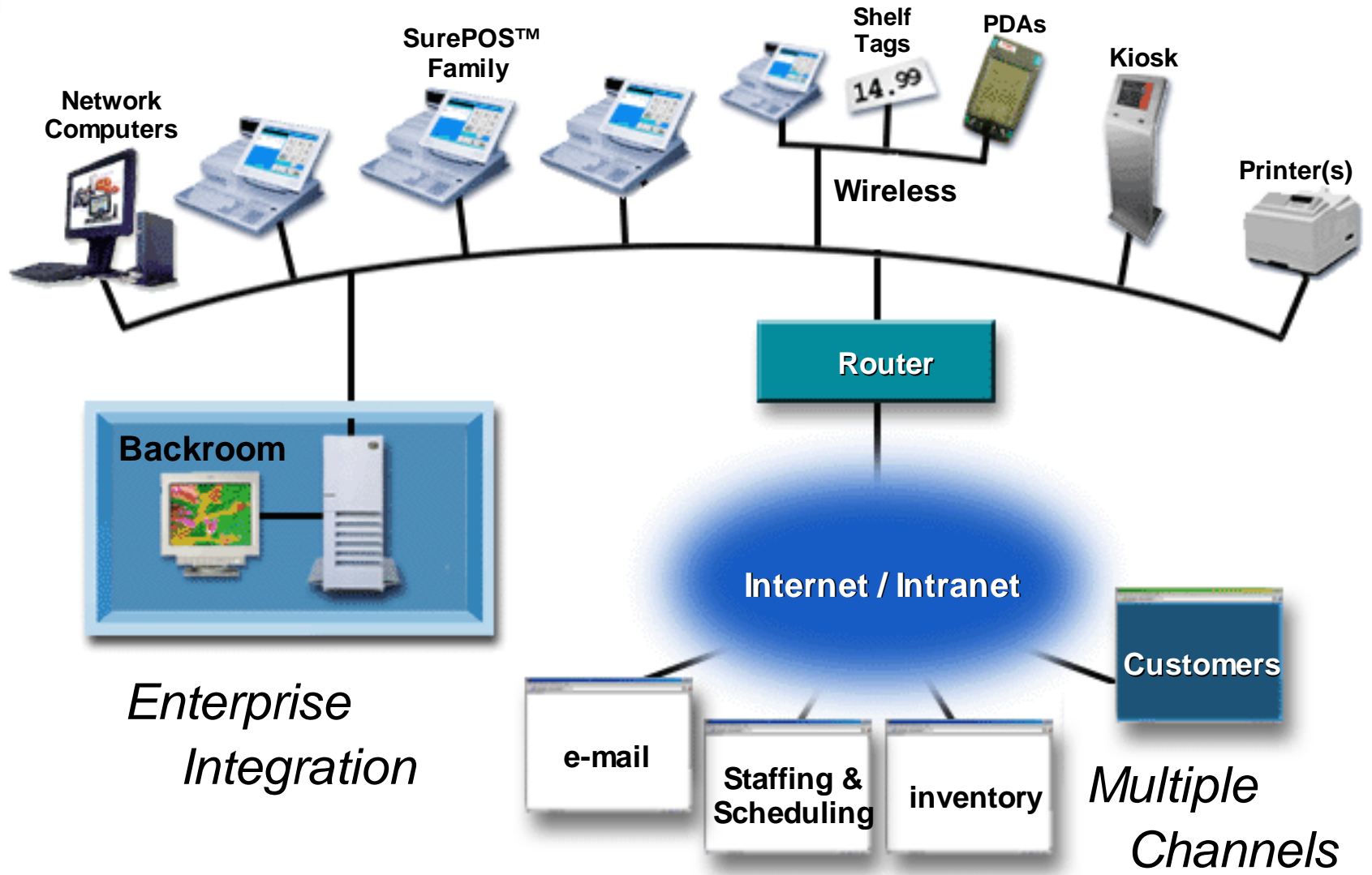




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Today, It's About Getting Connected

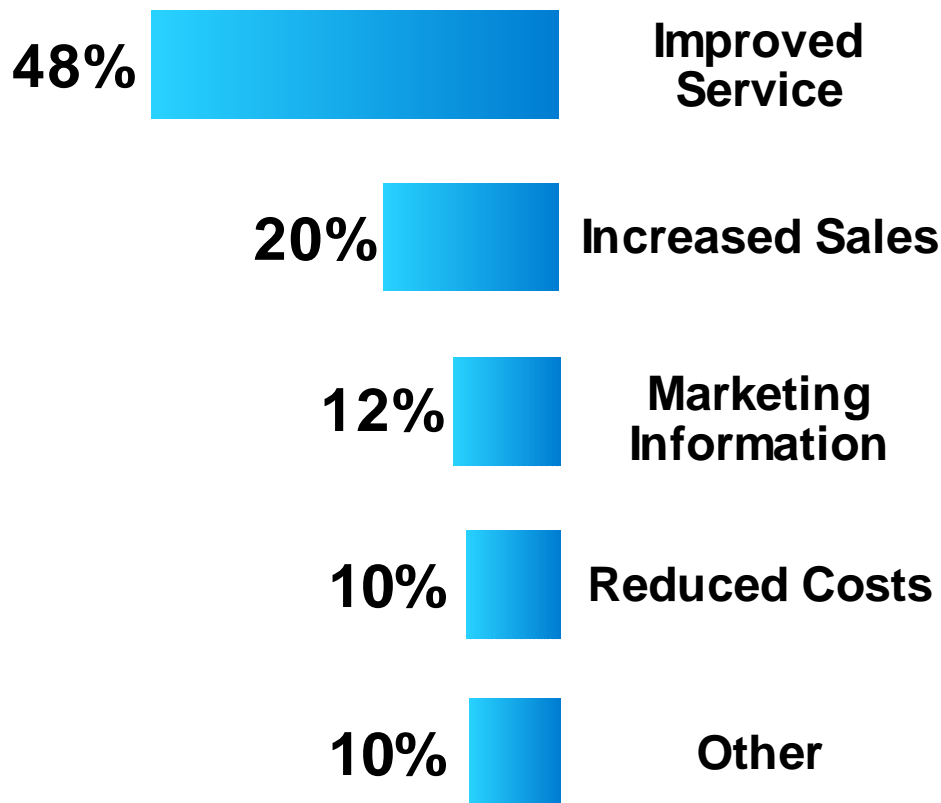




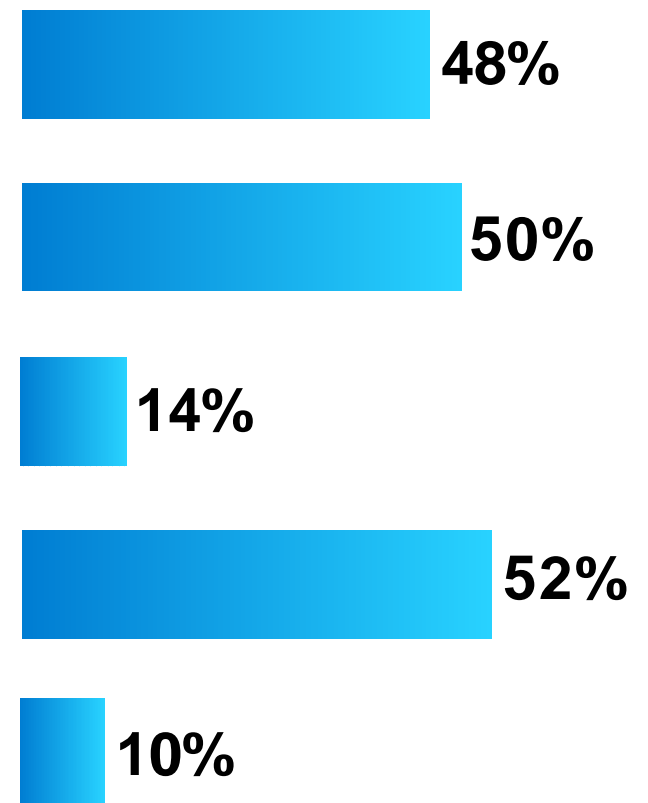
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Retail Store Solutions e-commerce Reality

"Why did you build the e-commerce site?"



"What benefits have you realized?"



Still 97% of transactions occur in the store

Source: Forrester Research





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Retail Store Solutions

Retailer Goals

...more important than ever

- Find new sources of growth and revenue
- Reduce total cost of ownership
- Grow customer loyalty
- Build Retailer's brand leadership





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Retail Store Solutions

The IBM SurePOS™ 700 Series... *...designed for tomorrow's retailer*





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Retail Store Solutions

IBM SurePOS™ 700 Series

...the foundation for success

■ **Innovative choices**

- ▶ for the right combination of speed, performance and functionality

■ **Advanced technology**

- ▶ to thrive in a dynamic, competitive market

■ **Investment protection**

- ▶ allowing current applications to grow into the future

■ **Systems management**

- ▶ enabled for industry leading systems management tools





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IBM SurePOS™ 700 Series

■ **IBM SurePOS™ 750**

- ▶ for retailers who need thick-client solutions based on Microsoft® Windows® 2000 or Windows® 98 environments
- ▶ provides the processing power and flexibility for full-function POS or combined POS/back-office applications

■ **IBM SurePOS™ 730**

- ▶ for retailers who need thin-client systems based on the IBM 4690 Operating System, or entry level Microsoft® Windows® 2000 or Windows® 98 environments
- ▶ reduces total cost of ownership while providing the flexibility for future growth

■ **IBM SureBase**

- ▶ for retailers who need a PC with POS USB peripherals
- ▶ offers the level of dependability typically found in traditional IBM POS systems
- ▶ retail-hardened peripheral hub with NVRAM and integrated UPS





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Retail Store Solutions **Peripheral Choices**

■ **IBM SurePoint™ Solution**

- ▶ **five-in-one user interface solution for operators and customers**
- ▶ **slim, sleek appearance**
- ▶ **large screen image with a small footprint**



■ **IBM SureMark™ Printer**

- ▶ **fast, quiet, dependable, small thermal/impact POS printers which reduce cost of operations**
- ▶ **graphics, logos, barcodes, and promotions enable retailers to build customer loyalty**





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Retail Store Solutions **Peripheral Choices**

■ **5 keyboards**

- ▶ retail hardened for dependability
 - dust proof and spill proof
- ▶ known worldwide for touch/feel
- ▶ integrated 3 track MSR
- ▶ 2 position management keylock
- ▶ ergonomic keybutton activation

■ **10 displays**

- ▶ cost effective character displays
- ▶ color and monochrome CRTs for full screen
- ▶ sleek flat panel for display and touch

■ **2 cash drawers**

- ▶ designed as part of total system

■ **2 printers**





Retail Store Solutions

Features - Connectivity Choices

- **POS peripherals**
 - ▶ powered USB
 - ▶ RS-232

- **PC peripherals**
 - ▶ USB
 - ▶ RS-232
 - ▶ parallel
 - ▶ PC keyboard

- **Video**
 - ▶ DVI-I
 - integrated analog and digital
 - ▶ switched convenience outlet (CRT)





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Retail Store Solutions

Features - Connectivity Choices

Universal Serial Bus (USB)

- open standard for PC systems and peripherals
- signal and +5V power in single cable
- Plug-and-Play architecture
- supports peripheral hot plugging

Benefits

- rapidly growing peripheral range for more choices and lower costs
- simpler installation, configuration and service
- fast, bi-directional 12 Mbps transfer rates for new innovative solutions





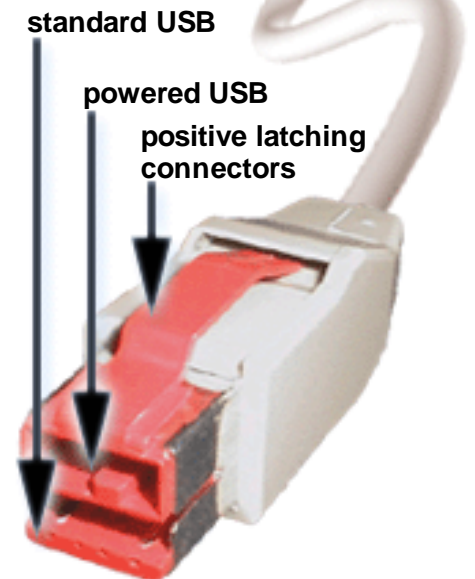
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Retail Store Solutions

Features - Connectivity Choices

...powered USB, the benefits of USB plus...

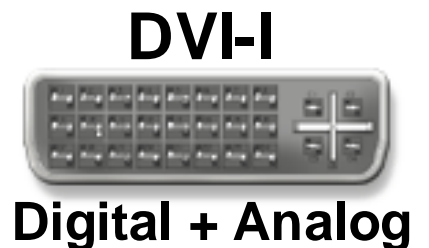
- additional power for retail peripherals
 - ▶ +12V for scanners, 2x20, MICR readers, etc.
 - ▶ +24V for printers
- positive latching connectors
- EIA standard currently draft PN4510
 - ▶ final target 1Q00
- cleaner checkstand design
- designed for harsh retail environment
- easier setup
 - ▶ color coded to match port color
 - ▶ port voltage amount (+12V, +24V) molded into connector



Features - Connectivity Choices

Digital Visual Interface (DVI)

- **New digital interface**
 - ▶ video interface for the next decade
- **Plug-and-Play**
- **integrated analog and digital (DVI-I) connection**
 - ▶ interoperability





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Retail Store Solutions

Features - Configuration Choices

■ POS integration options

- ▶ both narrow and wide footprints
 - distributed and integrated implementation
- ▶ flat trays
 - contain IBM and OEM peripherals on system unit
- ▶ slanted trays
 - hold IBM peripherals together
 - conceal all peripheral cables
 - mounts on top of system unit, cash drawer or countertop
- ▶ companion mounts for CRT and LCD
 - creates integrated appearance with narrow footprint systems





Features - Software Choices

■ Operating system platforms

- ▶ **Microsoft® Windows® 2000 and Windows® 98**
 - for thick-client solutions
- ▶ **IBM 4690 OS**
 - for thin-client solutions

■ Interfaces for POS peripherals

- ▶ **JavaPOS**
 - IBM 4690 OS, Windows® 98, Windows® 2000
- ▶ **OPOS**
 - Windows® 98, Windows® 2000





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Retail Store Solutions

Features - Advanced Technology

■ Multimedia capabilities

- ▶ SurePoint™ Solution
 - full-screen display, microphone and speaker kit
- ▶ CD-ROM / DVD-ROM
- ▶ DVI-I video connectivity
- ▶ 4 MB video memory
- ▶ USB for digital sound

■ Speed & productivity

- ▶ SureMark™ Printer
 - industry leading printer
- ▶ high performance processors
- ▶ DMA hard drives
- ▶ USB connectivity
- ▶ 10/100 Ethernet





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Retail Store Solutions

Features - Investment Protection

■ Reliability

- ▶ retail hardening
 - designed and tested for retail
- ▶ NVRAM
- ▶ positive latching connectors
- ▶ gold plated connectors
- ▶ battery backup
- ▶ world class service and support

■ Scalability

- ▶ socketed processors
- ▶ memory upgradeable to 256MB
- ▶ standards-based peripherals
- ▶ multiple bays and PCI slots





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Retail Store Solutions

Features - Investment Protection

■ Availability

- ▶ indicator lights
 - network status
 - on tailgate
 - hard drive activity
 - motherboard status
 - power

■ Serviceability

- ▶ designed for customer setup & service
 - easily sliding cover set
 - peripheral ports color coded and keyed
 - Java-based POS peripheral diagnostics





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Features - Systems Management

■ Power management

- ▶ battery backup with Advanced Power Management (APM) or Advanced Configuration and Power Interface (ACPI)
- ▶ save electricity with suspend mode
- ▶ operating system and application remain loaded during AC power outage
- ▶ complete the transaction after AC power is lost

■ Wake on LAN

- ▶ perform remote software updates when systems are unattended and powered down or in suspend mode





Retail Store Solutions

Features - Systems Management

.... centralized management of POS

- **Wired for Management (WfM) and Desktop Management Interface (DMI) for centralized management**
 - ▶ retrieve CPU info, BIOS level, machine type, serial number, memory size, & hard drive information remotely
 - ▶ improve planning for upgrades, software updates, etc.
- **LANClient Control Manager (LCCM)**
 - ▶ format or load hard drive with the OS and application
 - ▶ rebuild hard drives
- **Tivoli Enterprise products**
 - ▶ industry leading systems management software
 - ▶ improves POS management and offers lower cost of ownership





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Retail Store Solutions

Details - System Units

standard features

SurePOS™ 730

SurePOS™ 750

processor	AMD K6-2/400MHz socketed	Intel Celeron 500MHz socketed
standard memory	32MB	64MB
DIMM sockets	2	2
NVRAM	128KB	128KB
video memory	4MB (frame buffer)	4MB
LAN	10/100 Ethernet	10/100 Ethernet
PCI slots, half-size	1	3
5.25" drive bays	0	1
3.5" drive bays	2	2 narrow footprint 3 wide footprint
battery backup (APM/ACPI compliant)	optional	yes
footprint	wide or narrow	wide or narrow





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Retail Store Solutions

Details - System Units

connectivity for POS peripherals

	SurePOS™ 730	SurePOS™ 750
+12V powered USB ports	5	7
+24V powered USB ports	1	1
+24V cash drawer ports	2	2

connectivity for POS peripherals

	SurePOS™ 730	SurePOS™ 750
PC keyboard port	1	1
parallel port	1	1
RS-232 ports	2	2
DVI-I port	1	1
switched outlet to power CRT	1	1





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Retail Store Solutions **Details - SureBase**

- **Connectivity for POS peripherals**
 - ▶ 5 +12V powered USB ports
 - ▶ 1 +24V powered USB port
 - ▶ 2 +24V cash drawer ports

- **POS peripheral subsystem for PC**
 - ▶ open attachment solution
 - ▶ USB port to communicate to PC

- **128 KB NVRAM**

- **Integrated UPS provides backup power for PC and CRT**

- **Wide footprint only**



Electives 12F



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Retail Store Solutions **Meeting Retailer Needs**

Find new sources of growth and revenue

- worldwide solution for global retailers
- scalable family to fit needs
- expansion supports new function and future growth
- e-business tool for the store

Reduce total cost of ownership

- IBM reliability
- scalable, open foundation
- ease of use and training
 - ▶ multimedia capabilities improve in-store training and help
- enabled for leading edge systems management tools
- single entry point into the enterprise
- Plug-and-Play connectivity





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Retail Store Solutions **Meeting Retailer Needs**

Grow customer loyalty

- platform supports multi-channel customer service
- optimizes the point-of-sale experience
- develop new customer service offerings

Build retailer's brand leadership

- multimedia capabilities enable in-store marketing
- designed for retail to integrate into the store image





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Retail Store Solutions

The IBM SurePOS™ 700 Series... *...designed for tomorrow's retailer*

Innovative choices

***Advanced technology in
rugged, reliable packaging
designed for retail***



***Investment protection to
support future growth for
today's solutions***

***Systems integration and
systems management to
integrate into existing
businesses***





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Customer quotes

"As consumers now have more retail choices than ever before, retailers have to do more than provide a satisfying shopping experience to maintain and accrue customers. We consider the SurePOS 700 Series a valuable e-business tool that will enable our sales associates to access and update a wide range of information, offering consumers point-of-service in addition to point-of-sale."

▶ **Karl Lohmann, Kardstadt**





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Customer quotes

"Retailers want to have a choice of solutions for their store system. By supporting the latest in industry standards, connectivity and systems management, the SurePOS 700 Series offers retailers the opportunity to mix and match application software with system software and I/O devices."

▶ **David Evans, JCPenney**





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IBM SurePOS™ 700 Series



**Electives 11A, 12C, 13C,
12F, 14K**





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Why the SurePOS 700 Series?

For new IBM POS customers and retailers who want to migrate to an innovative, open platform featuring the latest industry standard for connectivity.

- **advanced technology**
 - ▶ **Systems Management - Wired for Management (WfM)**
 - ▶ **high performance processors and LAN**
 - ▶ **Advanced Power Management (APM); Advanced Configuration and Power Interface (ACPI); battery backup**
 - ▶ **DVD/CD-ROM, DVI-I video connectivity, PCI architecture**
- **USB**
 - ▶ **power and signal in a single cable to peripheral device**
 - ▶ **installation, configuration, and service made easier**
 - ▶ **Plug-and-Play and hot plugging**
 - ▶ **more peripheral choices**
- **powered USB**
 - ▶ **additional power necessary to operate and manage POS peripherals**
 - ▶ **color-coded, positive latching, keyed connectors for ease of installation and improved reliability**





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Why the IBM 4694?

For existing IBM POS customers who want to maintain platform and operating system consistency throughout the enterprise, for ease of support, low risk rollout and reduced management cost.

Specifically, for customers who:

- **use DOS, 4690 OS V2R2 or earlier, Windows 95 or Windows NT**
 - ▶ these operating systems do not support USB
- **are upgrading existing equipment & want to reuse RS-485 devices**
 - ▶ there are no RS-485 ports on the IBM SurePOS 700 Series
- **require fiscal solutions**
 - ▶ IBM fiscal solutions are not yet available for the IBM SurePOS 700 Series
- **use StoreLoop for communications**
 - ▶ StoreLoop is not available on the IBM SurePOS 700 Series
- **use the SCO/Unix operating system**
 - ▶ drivers for the IBM 4694 are available from SCO





IBM SurePOS™ 700 Series





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Lunch in Ballroom C - until 1 pm

First set of electives: 1-2 pm

- Signature 1 - POS Hardware Update
- Salon 9/10 - Netfinity
- Salon 11/12 - Kiosk
- Salon 15/16 - Multi-Channel Retailing
- Salon 17/18 - Global Mid-Market Retail

