IBM offers:

- Faster sales and services transactions speed checkout and improve customer service
  - Fast Pentium 3 class processors run latest POS software (IBM & BPs)
  - Greater and more efficient memory Implementation saves retailers money while boosting transaction speeds

- Superior connectivity & expandability
  - More standard and faster USB increases peripheral choice & flexibility while increasing data transfer speeds
  - Powered USB connects latest peripherals & powers a receipt printer directly from the system (no power brick)

- Integration tray keeps peripherals and cables organized and off the counter for a neater appearance

	IBM	NCR
	SurePOS 500	**Real POS 20**
Processor	1.2GHz VIA	733MHz VIA
Memory Capacity (max)	▪ Up to 2GB ▪ 2x DIMM	▪ Up to 384MB ▪ 1x DIMM
USB standard	4 (2.0)	2 (1.1)
USB powered	1x 24V	None
Integration Trays	Yes	No

IBM offers:

- Open platform & broad OS support increases software & peripheral choices

- Faster sales and services transactions speed checkout and improve customer service
  - Fast Pentium 3 class processors run latest POS software (IBM & BPs)
  - Greater and more efficient memory implementation saves retailers money while boosting transaction speeds

- More storage options w/ superior connectivity & expandability
  - Choice of hard disk drive or compact flash provides greater flexibility
  - More standard and faster USB increases peripheral choice & flexibility while increasing data transfer speeds
  - Powered USB connects latest peripherals & powers a receipt printer directly from the system (no power brick)

- More robust systems management allows remote mgt. of POS terminals to significantly reduce time and cost associated with uploading, upgrading, and updating terminals for system images and remote access features (debug, logs, check settings)

	IBM SurePOS 500	Micros Workstation 4
Open Systems	Yes	Proprietary
Operating Systems	DOS, Linux (IRES), WIN 2k, WIN XP, WIN XPe, WEPOS	WIN CE
Processor	1.2GHz VIA C3	200 – 366MHz Geode SC3200
Memory (max.)	Up to 2GB 2x DIMM	Up to 256MB 1x DIMM
Hard Disk Drive	Yes	No
RS-232	4	2
USB Std	4 (2.0)	2 (1.1)
USB Pwr	1x 24V	None
Systems Management	WfM, WOL, PXE SMBIOS	WOL

IBM offers:

- Broad OS support, including Linux, increases software & peripheral choices

- Faster sales and services transactions speed checkout and improve customer service
  - Fast Pentium 3 class processors run latest POS software (IBM & BPs)

- More storage options w/ superior USB connectivity & expandability
  - Choice of hard disk drive or large compact flash provides greater flexibility
  - More standard and faster USB increases peripheral choice & flexibility while increasing data transfer speeds
  - Powered USB connects latest peripherals & powers a receipt printer directly from the system (no power brick)

- More mounting options and integration trays
  - Wall-mounted option fits in bars, pubs or restaurants that have little or no available counter space
  - Integration tray keeps peripherals and cables organized and off the counter for a neater appearance

	IBM	Radiant
	SurePOS 500	T160
Operating Systems	DOS, Linux (IRES), WIN 2k, WIN XP, WIN XPe, WEPOS	WIN CE
Processor	1.2GHz VIA C3	150MHz MIPS Instruction set
Compact Flash	512MB – opt.	24MB Disk-On-Chip 64MB – opt.
Hard Disk Drive	Yes	No
USB Std	4 (2.0)	2 (1.1)
USB Pwr	1x 24V	None
Mounting Options	Counter, Wall	Counter
Integration Trays	Yes	No

IBM offers:

- Broad OS support, including Linux, increases software & peripheral choices

- Faster sales and services transactions speed checkout and improve customer service
    - Fast Pentium 3 class processors run latest POS software (IBM & BPs)

- More storage options w/ superior USB connectivity & expandability
    - Choice of hard disk drive or large compact flash provides greater flexibility
    - More standard and faster USB increases peripheral choice & flexibility while increasing data transfer speeds
    - Powered USB connects latest peripherals & powers a receipt printer directly from the system (no power brick)

- More mounting options and integration trays
    - Wall-mounted option fits in bars, pubs or restaurants that have little or no available counter space
    - Integration tray keeps peripherals and cables organized and off the counter for a neater appearance

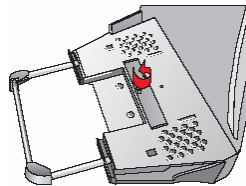|	IBM	Radiant
	SurePOS 500	P1210
Operating Systems	DOS, Linux (IRES), WIN 2k, WIN XP, WIN XPe, WEPOS	WIN 2k, WIN XP Win XPe
Processor	1.2GHz VIA C3	733MHz Intel Celeron
Compact Flash	512MB – opt.	None
USB Std	4 (2.0)	2 (1.1)
USB Pwr	1x 24V	None
Mounting Options	Counter, Wall	Counter
Integration Trays	Yes	No

IBM offers:

- Sleek, sophisticated POS with a compact footprint and intelligent design
  - Power supply and other major components located in base for stability
  - Wide base and low center of gravity, keeps unit stable while using touch screen

- SurePOS 500 uses a fixed tailgate with cable clamp
  - Peripheral cabling does not move as operators tilt and adjust LCD
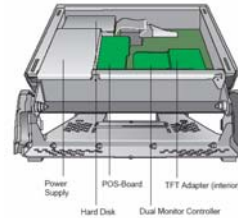 - Minimizes the risk of cable unseating and potentially saves a costly service call

- Superior USB connectivity & expandability
  - More standard and faster USB increases peripheral choice & flexibility while increasing data transfer speeds
  - Powered USB connects latest peripherals & powers a receipt printer directly from the system (no power brick)

- SurePOS 500 has two std. cash drawers
  - Allows retailers to maintain two separate tills

- Integration trays keeps peripherals & cables organized and off the counter for neater appearance

	IBM	**Wincor Nixdorf**
	SurePOS 500	**Beetle iPOS**
Overall Design	Superior	Components mount behind bezel – "top-heavy"
Tailgate	Fixed	Floating
USB Std	4 (2.0)	2
USB Pwr	1x 24V	None
Cash Drawers	2 (std.)	1 (opt.)
Integration Trays	Yes	No

Footed stand   Components behind bezel   Floating tailgate

IBM offers:

- Superior investment protection
  - Retail-hardened design extends equipment life and provides strong investment protection
  - Engineered for retailers with components designed to work together seamlessly
  - Power supply integrated into system unit to avoid problems retailers face with external power bricks (hard to service under counter; contributes to the "spaghetti" cabling issues; creates a floor hazard)
  - More OS support, including Linux, means more choices and flexibility for retailers. Retailers able to select "best-of-breed" software applications which provides strong investment protection

- Superior retail connectivity & expandability
  - Thin-client (no storage media) or thick-client (hard disk) platforms can run POS and back-office applications
  - More RS-232 (powered + standard) increases peripheral choice & flexibility
  - Powered USB connects latest peripherals & powers a receipt printer directly from the system (no power brick)
  - Dedicated cash drawer ports allows retailers to maintain tills in a simple & logical implementation

- Superior retail POS experience
  - Market leader in POS technology with over 3.5 million POS shipped and over 2 million installed in more than 100,000 stores in over 100 countries
  - Retail is second largest industry group at IBM
  - Nearly 25% of IBM Retail Store Solutions development team has more than 20 years of retail experience. Approximately 40% average 10 years of retail experience

	IBM SurePOS 500	Dell PCCD (Optiplex)
Retail Hardening	Yes	No
Compact Flash	Yes	No
RS-232 (max.)	4 1x powered	1 0x powered
USB powered (max.)	1x 24V	None
Cash Drawer	2	None
Power Supply	Internal	External
Operating Systems	WEPOS, WIN XP WIN XPe, WIN 2k DOS, Linux	WIN XP, WIN 2k