



IBM SUREPOS ACE for 4690 OS

Highlights

Designed for today's competitive supermarket environment

- Superior functionality
- High performance
- Built for expansion

Customer loyalty program

- Generates repeat business
- Enables personalized marketing

Unsurpassed reliability

Migration to the future

- Supports 4683, 4693, 4694
- Year 2000 ready*

Function-rich solution

IBM SUREPOS™ Application Client/Server Environment for 4690 OS (ACE) provides a function-rich solution for supermarket and hypermarket retailers. It combines many functions, including checkout support, electronic marketing, data maintenance, miscellaneous account management and other accounting processes into a single comprehensive package designed for supermarkets.

Performance is the key

SUREPOS ACE can help you optimize your profits by providing high throughput at your checkstands. The front-end

application can process up to 90,000 items per hour and provide price look-ups in less than a second. Cashiers can handle a multitude of tenders including foreign currency, food stamps, WIC checks and much more.

SUREPOS ACE is designed with existing IBM Supermarket Application customers in mind. The product installation utilities we have provided allow you to preserve and migrate your existing data and utilize the same transaction keying sequences. These were just a few key design elements carefully crafted for our newest supermarket product.



Features	Benefits
Function-rich supermarket solution	Over 275 checkout functions, such as Customer Loyalty and 4610 printer support.
Object-oriented application using C++	Facilitates addition of customer functions and extensions
Customer loyalty program	Administer preferred-customer and awards programs for repeat customers and to attract new business.
Designed for migration	Moving from current IBM Supermarket Applications is made easier by SUREPOS ACE's support of existing functions, data formats and cashier interfaces.
Electronic payment systems	SUREPOS ACE provides an open design to allow you to choose the payment system that best suits your needs.

Improved user interface

You can move quickly and easily through application functions such as Accounting and Personalization by way of the SUREPOS ACE interface. Mouse support is now included to further enhance the interface.

Enhance customer loyalty

Repeat business is of critical importance for retailers. Through the Loyalty and Electronic Marketing functions integrated into SUREPOS ACE you can:

- Start a preferred customer program to encourage repeat buyers.
- Establish an awards program with multiple award boundaries to reward customers based on their purchases.
- Allow preferred customers to use their loyalty cards throughout your chain, either nationally, or on a regional basis.
- Keep demographic information to help you analyze market segments and spending habits.
- Target coupons to new or existing customers. Utilize this function to build your repeat business and to entice new customers to join your preferred customer program.
- Customize print receipt messages to positively reinforce customer loyalty.

Exceptional reliability

SUREPOS ACE is designed to run on the IBM 4690 Operating System, the retail industry's most reliable and proven platform. This provides an extremely high level of system up-time in your stores.

Unattended store closing

SUREPOS ACE allows you to run a complete store close automatically without operator initiation or intervention. Store close may be performed at the most convenient available time, including off-peak hours, with all the same configurations as a manual close. You simply select the date and time for the store close to run and SUREPOS ACE takes care of the rest.

Protect your investments—current and future

SUREPOS ACE supports existing IBM 4683 and 4693 terminals (including satellites) and 4694 terminals to help protect your investment in your existing hardware installations. You can upgrade to new functions and an open environment without worrying about replacing hardware. The system facilitates extension of the function to take advantage of future emerging technologies.

Function rich with 275 checkout functions

SUREPOS ACE provides:

- 163 functions previously provided by the IBM 4680-4690 Supermarket Application.
- 63 functions previously provided by the Supermarket Electronic Marketing offering.
- 49 new functions specifically requested by existing Supermarket Application customers.

These functions include:

- Electronic Marketing for customer loyalty programs.
- 4610 post-printing of receipts.
- Restricted sales and age verification support.
- Catalina coupon support and coupon multiplication management.
- Telepanel electronic shelf-label support.
- Foreign currency and GST/VAT tax support.
- Full-screen video support.

Designed for retailers

SUREPOS ACE is designed to provide:

- Reliable operation in an extremely demanding supermarket environment.
- A flexible architecture that enables your programmers, business partners or IBM to conveniently add new code or modify existing function.
- A straightforward migration path from the current IBM Supermarket Applications.
- Simplified installation, operation, maintenance and customization.

Reports to manage your business

SUREPOS ACE provides all of the reports previously available with 4680-4690 Supermarket Application and several more to meet specific customer requests. All reports are accessed from the reports menu, a customizable menu to suit your particular business needs.

Choose from a rich suite of reports:

- Accounting
- Sales
- Listing and Log
- Performance
- Data Maintenance
- Security
- Electronic Marketing.

You have your choice of store cash reports, department analysis, item movement and terminal or cashier productivity reports on a daily or weekly basis. The reports function also allows you to create and edit report scripts. Each script can contain those reports you run on a regular basis. Once created, a report script can be run at the touch of a button. In addition to these reports, you can access Selective Item and Selective Customer reports through the Manager's Procedures Menu.

Store manager tools

A popular set of management tools previously available with the IBM 4680-4690 Supermarket Application is accessed through this menu. In addition, the Selective Item report is now seamlessly integrated into SUREPOS ACE.

- *Terminal Monitor*—Monitor the activities of any active terminal in your store. You can actively view the performance of any terminal or cashier.
- *Selective Item Report*—Access the Item Reporting and Maintenance Workbench to quickly build item movement lists and create batches to update item prices.
- *Electronic Journal*—A fast and efficient report of daily transactions from today or from previously stored journals.
- *Exception Log Report*—A customizable report that allows you to track activities such as voids, refunds and other important business activities.
- *View Summary Journals*—Want to analyze historical sales data? Use this powerful option to view and print your information.

Advanced security

SUREPOS ACE provides many security options, including:

- Operator passwords, which can restrict specific application functions such as personalization and accounting.
- Multi-tiered overrides, which provide another level of security that enables cashiers and managers to override specific operations only up to limits that are specified in personalization.
- Change Password, which enables you to easily control passwords and enables cashiers to change their own passwords.

Comprehensive online help

Need a reminder about how to complete or start a controller operation, or more information about a specific personalization option? SUREPOS ACE now includes a complete panel-level help system to speed you through your tasks. The help system is easily tailored should you decide to modify the application to suit your specialized business needs.

Adding customized functions

Adding your own specialized functions to existing applications can be an expensive and time-consuming prospect. To make it easier to add new function quickly, we have developed SUREPOS ACE using modern tools and technology, such as C++ and object-oriented techniques.

We also created a Developer's Toolkit that enables your programmers or business partners to quickly modify function and add new code. This toolkit provides a means to speed new function to your stores to assist you in minimizing your costs.

This toolkit includes SUREPOS ACE development files, build tools and a POS device simulator to allow you to thoroughly test your new code. The toolkit operates in a Windows NT® environment and provides DOS and NT build tools.

Before you decide to create new code, be sure to carefully review SUREPOS ACE functions with special attention to the span of control provided through personalization before you invest in creating function that may already exist in the product.

Tracking your money

Cash flow is monitored through the SUREPOS ACE Accounting functions. These allow you to keep precise totals of the tender that flows in and out of your stores. You can choose pre-defined daily or weekly accounting periods, or define your own time span for an accounting period.

Track your totals based on specific cashiers, terminals or both. Tender counts, loans and pickups are managed through the comprehensive Accounts Management View function.

Line item and department discounts can also be tracked to provide a more accurate picture of individual department sales figures.

To ease the setup and operation of Miscellaneous Accounts, Accounting now includes the Miscellaneous Accounts Maintenance Workbench. This Workbench enables you to establish accounts for paying local delivery vendors and setting up deposit accounts for your local banks.

Year 2000 ready

When used in accordance with its associated documentation, SUREPOS ACE is capable of correctly processing, providing, and receiving date data within and between the 20th and 21st centuries, provided that all products used with it properly exchange accurate data with it.

World-class retail services

The IBM North America Retail Services Center (NRSC) can assist you with virtually any system need you may have for your business. We can help you with:

- System design and development
- Customization and personalization
- System integration and testing
- Tailored documentation
- Implementing pilots
- Evaluation
- Installation and rollout to your stores
- Support
- Help Desk

Contact us today for any or all of these offerings. If you need any systems services not listed here, we probably provide it.

Electronic payment services

Electronic tender support, such as credit, debit, Automated Clearing House and Electronic Benefits Tender can be provided in a variety of ways to best match your business needs. You can use the IBM NRSC to create a customized payment solution, to integrate an existing third party electronic payment package or customize the IBM SUREPOS ACE Electronic Payment Support application.

For more information

To find out more about IBM SUREPOS ACE and other IBM Point-of-Sale applications and products:

- Contact your IBM representative.
- For sales assistance in North America, call 1 800-IBM-4YOU (1 800 426-4968).
- To place an order in North America, call IBM Direct at 1 800-IBM-CALL (1 800 426-2255).
- Access the IBM Retail Store Solutions Home Page at: www.ibm.com/solutions/retail



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