

Independent grocers stay competitive and grow their business with innovative, reliable point-of-sale technology



## IBM SurePOS ACE Independent Grocer Package



*“Independent grocers need powerful technology and functionality at the POS in order to compete in the marketplace.”*

Independent grocers face an increasingly competitive marketplace. They have to compete with large grocery chains and supercenters with name recognition, mass buying power, advertising assistance, extensive loyalty programs and the most current point-of-sale technology. IBM knows independent grocers need the same powerful technology and functionality at the POS in order to compete. They need the tools to provide a fast checkout experience, better cashier productivity and expanded services to shoppers. That's why IBM has developed a reliable, affordable POS solution specifically for independent grocers.

### The complete POS solution

IBM and its broad network of IBM Business Partners have been providing industry leading point-of-sale solutions for more than 30 years. IBM Retail Store Solutions offers the IBM SurePOS ACE (Application Client Server Environment) Independent Grocer Package (AIG) supported by IBM's highly skilled Business Partners who are dedicated to providing a high level of service to the independent grocer.

IBM has utilized decades of retail POS experience in developing the AIG package to be flexible and extendable to meet the needs of a demanding grocery retail environment and continues to make significant annual investment in ACE technology to surpass industry standards and requirements.

### Overview

- **Objective**  
*Offer independent grocers a compelling POS solution with technical support—packaged at an affordable price*
- **Solution**  
*The IBM SurePOS™ ACE Independent Grocer Package*
- **Benefits**  
*Innovates store operations with a complete POS solution to manage transactions and data, help lower costs and stay competitive*

**The IBM SurePOS ACE Independent Grocer Package includes:**

The AIG Package is offered in a **Basic** version, with keyboard, and a **Premium** version, with touch display. See below.

- IBM SurePOS™ 700 Model 723
- IBM 4690 Operating System (OS) V5R2
- IBM SurePOS ACE V6R2
- IBM SurePOS ACE Electronic Payment Support (EPS) V6R2
- IBM SureMark™ Printer—choice of model TI9 (pearl white, dual-station, MICR, Imaging) or model TG9 (iron gray, dual-station, MICR, Imaging)
- IBM 50-key keyboard with magnetic stripe reader (MSR) with 2 X 20 LCD (Basic Package only)
- IBM SurePoint™ 12" touch display 2 WB or 2 GB (Premium Package only)
- IBM full size cash drawer
- One year hardware and software maintenance

**Powerful solutions for independent grocers**  
**IBM SurePOS 700 Series—**  
**powerful and versatile**

The award-winning, energy efficient IBM SurePOS 700 is the most powerful point-of-sale solution in the IBM portfolio, delivering maximum performance and adaptability. It is built IBM retail-hardened and designed for long-term durability and reliability in rigorous retail environments. A variety of unique features help reduce complexity and



*Components of the bundle may vary from the photo shown. Please see actual bundle description.*

lower total cost of ownership. IBM Retail Systems Management, including IBM Remote Management Agent and Light-Path Management, helps streamline operations by efficiently monitoring and managing the POS software and devices at a single store or multiple stores. The SurePOS 700 speeds checkout and helps empower employees with the necessary tools to improve productivity and enhance customer satisfaction. It helps reduce costs with energy efficient performance and virtually tool free design. And, it optimizes the technology investment by integrating easily with legacy systems and a service life of 7+ years.

**IBM 4690 Operating System—**  
**reliable and secure**

Designed specifically for rugged retail environments, the IBM 4690 Operating System (OS) delivers outstanding functionality, manageability and reliability. It includes powerful security features, including complex passwords, to help protect store data and maintain network security. It also provides a high level of availability that helps keep store operations running smoothly and allows retailers to manage store and customer data in real time. The IBM 4690 OS supports a wide variety of hardware, peripherals and software and protects IT investment by providing a secure, easy-to-manage platform to which new capabilities can be added without replacing equipment or disrupting store operations.

**IBM SurePOS Application Client Server Environment (ACE)—  
innovative and dependable**

The comprehensive IBM SurePOS ACE POS application provides the foundation for the IBM SurePOS ACE Independent Grocer Package. This innovative application is designed to improve reliability at the POS, optimize customer service and lower costs. It provides a myriad of powerful POS capabilities including high volume scanning for fast checkout and electronic marketing for loyalty programs and complex promotions. Now in its eleventh release in over 10 years, the popular retail application supports data maintenance and account management to manage store information and streamline reporting.

It speeds checkout by including an open department key, eliminating 'unknown department' errors; terminal offline, recording transactions even if the controller is unavailable; and weight signaling, confirming successful weigh-in of an item. It also offers multiple

tendering options including EBT and WIC support, integrated EFT payments and PIN encouragement, which promotes processing payments as PIN debit instead of credit. Recent updates include Flexible Spending Account support which enables the POS to accept FSA cards as payment and enhancements to Telecheck Electronic Check Acceptance (ECA) which automates the check acceptance process so the cashier does not have to manually enter the authorization code on the paper check when the check is being converted to an ACH (Automated Clearing House) transaction.

**IBM SureMark Printer—  
fast and efficient**

SureMark printers are designed specifically for retail. These quiet, high quality printers include a thermal print station and advanced electronic journaling. The dual-station also offers an impact print station for multipart forms and checks. They are built for ultimate

retail-hardened performance and are easy to manage and easy to service in demanding retail environments. IBM SureMark printers have an extended service life of 7+ years.

**IBM SurePoint Touch Display—  
interactive and compatible**

The IBM SurePoint™ 12" flat-panel, full-color point-of-sale display is an innovative infrared (IR) touchscreen for rapid, accurate transactions.<sup>1</sup> The SurePoint display is a liquid crystal display (LCD) that works for effective multimedia operator training, full-motion video advertising and interactive customer displays.

**Trust IBM retail experience, service and support**

The IBM SurePOS ACE Independent Grocer Package is a comprehensive solution, including integration, development and support, available from authorized IBM Business Partners. Technical support is available locally to keep stores operating at peak productivity.



### For more information

To learn how the IBM SurePOS ACE Independent Grocer Package can accelerate your business, please contact the authorized IBM dealer in your area or visit [ibm.com/products/retail](http://ibm.com/products/retail).

### Solution components

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<sup>1</sup> Included in Premium package only



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