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MICROS PRODUCT MARKETING
ANNOUNCEMENT

September 8, 1992

MICROS HAND-HELD TOUCHSCREEN
PRE-RELEASE INFORMATION

The MICROS Hand-Held Touchscreen system is being readied for release in the Fall of 1992. Initially, the MICROS Hand-Held Touchscreen system will be integrated into the MICROS 4700 HMS Version 6.00 Foundation Software, with plans to provide it with the MICROS 8700 HMS in the Spring of 1993 and the MICROS 2700 HMS in the late Spring of 1993.

In preparation for the market introduction of the MICROS Hand-Held Touchscreen system, MICROS has developed a Preliminary Information Packet (enclosed). This Preliminary Information Packet provides detailed technical, application, configuration, pricing, and competitive information for the MICROS Hand-Held Touchscreen system.

MICROS has acquired a limited number of Hand-Held Touchscreen terminals and Base Stations to be made available as demonstration kits. These kits, which include MICROS 4700 HMS Version 6.00 "pre-release demonstration software" are scheduled to ship in October, prior to the product release in late 1992. An order form for the kits is included with this PMA.

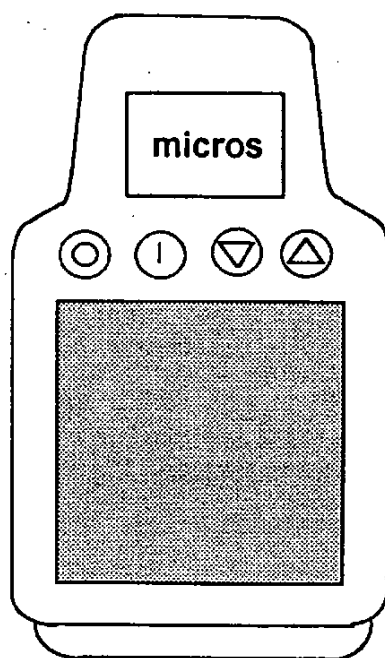
To place an order for a MICROS HHT pre-release demonstration kit, please fax the order to the attention of MICROS Marketing at (301) 490-6699 or call (301) 497-6058 for additional information.

PMA92-236

Dealer Reference Guide

*Preliminary Information Packet
for the:*

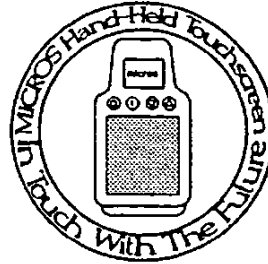
MICROS HAND-HELD TOUCHSCREEN



micros
Hospitality Information Systems

MICROS HAND-HELD TOUCHSCREEN

For Implementation on the MICROS 4700 HMS System



I. INTRODUCTION

MICROS Systems, Inc. is pleased to introduce the Hand-Held Touchscreen, a palm-sized touchscreen terminal servers use as an electronic replacement for a server's notepad. The HHT allows operators to place orders, check menu item availability, and finalize guest checks from anywhere in the restaurant at any time. Orders appear immediately at the appropriate preparation print stations while the server attends to the customers' immediate needs. With two-way communications, servers are notified if an item is unavailable before they leave the table.

The HHT system speeds customer service by transmitting and receiving order information from where it is taken. This increases table turns, improves server productivity, and allows for reduction in labor costs when fewer servers are used to handle a restaurant's tables.

The unique touchscreen interface also simplifies operator training and reduces instruction time because it is the most innovative and easy-to-learn system available today. Training on the HHT system takes only minutes since the keyboard is also the display, and complete guest check details can easily be reviewed at a glance.

The MICROS HHT utilizes spread spectrum radio frequency (RF) technology to communicate with a MICROS system. Direct sequence, spread spectrum transmission technology is more reliable than traditional FM transmission; and with transmission power of 100 milliwatts, the internal range through walls is approximately 200 -300 feet, while the outdoor range is 400-600 feet. The 8-10 hour battery life allows a HHT to be used for an entire shift before changing the batteries. A wall mounted charging unit can be installed in a convenient location to recharge battery packs and HHT units. The unit is lightweight and is ergonomically designed to be held comfortably in a server's palm when in use or else carried in an apron pocket or a holster.

The HHT uses a supertwist 120 X 96 pixel LCD display with resistive technology touchscreen overlay. The unit offers 48 key positions in a 6 X 8 matrix. The HHT features electroluminescent backlighting with automatic low light detection. In darker areas, the backlight automatically turns on.

The MICROS HHT System will be released in the Fall of 1992. It will initially be available on the MICROS 4700 HMS, and then later on for the MICROS 2700 HMS and the soon-to-be-released MICROS 8700 HMS.

II. PRODUCT OVERVIEW

The MICROS Hand-Held Terminal system consists of the following components:

MICROS HHT

- **SPECIFICATIONS**

Length:	7.51"
Width:	4.1 "
Depth:	2.31"
Weight:	19.8 oz (562 grams)
Operating Temperature:	+ 32 to + 122 F 0 to + 50 C
Display:	Supertwist LCD, 120 X 96 pixels, 12 lines of 20 to 30 proportionally spaced dark blue characters on yellow-green, anti-glare background
Keyboard:	Resistive touchscreen technology, 48 key positions in a 6 X 8 array
Antenna:	Internal
Radio Frequency:	121Kbps (instantaneous) RF spread spectrum link with built-in antenna
Processor:	Mitsubishi 37700 CMOS at 14 MHz
EPROM:	256K
RAM:	512K
Memory Retention:	Field replaceable Lithium battery, internal, provides for 3 year backup

A MICROS HHT is an intelligent device which contains, locally in each HHT, the application database required to service most all transaction requests. This means that the menu items and functions required for a specific menu/meal period reside in the HHT itself. This intelligent device architecture is unique and optimizes HHT performance as well as provides applications flexibility with the ability to download applications over radio frequency (RF). The HHT device will constantly be updated during the course of the business day as new menu item information, changes in operator privilege status, or changes in serving period menus occur.

The MICROS HHT offers a unique touchscreen interface to ease operator use, reduce training time, and provide increased operator productivity. The touchscreen functionality is very similar to the application offered in the MICROS 2700 HMS system. When an operator touches the touchscreen even lightly, the sensing layer detects the pressure and determines where on the touchscreen the finger touched. If a key is programmed to include those locations, then the system will conclude that a key has been "pressed".

Beneath the sensing layer, the LCD display shows images of programmed keys with legends in any of two character sizes. When a finger touches an area programmed as a key, the key display turns to inverse video to let the operator know the key depression was acknowledged by the system software. The touchscreen keyboard may also be programmed to "beep" if desired.

Similar to the MICROS 2700 HMS, there are basically two types of touchscreen; user generated and system generated. The combination provides significant flexibility while at the same time minimizing ongoing database maintenance.

User-generated screens are completely defined by a user (programmer/installer). They are programmed in a similar fashion to a traditional keyboard. Each key location, legend, and font size is custom chosen and a function code assigned. Optionally, the "key" can be programmed to display another screen after this key's function has been performed.

The user must also choose a touchscreen that will display while the system is awaiting a sign in. After signing in, the system can be set to select one of several transaction touchscreens. The programmer/installer must set a default initial transaction screen but this can be overridden in two ways. The programmer/installer can specify a different initial transaction touchscreen if the signed-in employee is in training. Additionally, a different initial transaction touchscreen can be setup for each employee. This is a very powerful feature as it displays to different types of operators application specific functions.

System-generated screens are displayed when a SLU key is depressed or a condiment entry is required. When one of these situations occurs, the software scans through the menu item file and assembles all those items that have been programmed to belong to this SLU or condiment group. The system has a Touchscreen Style file which details how each system generated screen should display. This includes key and font sizes.

MICROS HHT BATTERY & CHARGER

• SPECIFICATIONS

Internal Power:	Rechargeable Ni-Cad Pack
Battery Life:	8-10 hours, 4 hours typical with constant backlight
Recharging Time:	4 - 6 hours with the HHT Charger Cradle
Operating Temperature:	+ 32 to + 122 F (0 to + 50 C)
☞ Charger Unit:	Accommodates four (4) batteries
Indicators:	2 LEDs - One per charging position. Indicates charging and fully charged.
Charger Unit Size:	11" W X 4" D X 2" H
Mounting:	Tabletop or wall mount.

☞ *Indicates that this item has been changed from the ICRDA information packet*

MICROS RF BASE STATION

•SPECIFICATIONS

Length:	8.0"
Width:	5.5"
Height:	3.0"
Weight:	1.75 lbs
Operating Temperature:	+ 50 to + 140 F + 10 to + 60 C
Antenna:	Omnidirectional, 12" high with 90 degree adjustable mount
Power Requirement:	Voltage 12.6 VAC, Wall mount AC adaptor UL & CSA approved
Indicators:	Red LED - Status, Green LED - Carrier Detect
FCC Compliance:	Certified under Part 15 as class DSS
Radio Frequency:	121 Kbps spread spectrum link, external omnidirectional antenna

The MICROS HHT utilizes spread-spectrum radio frequency technology. Reliability of transmission was the key to MICROS' decision to use a radio frequency system versus an infrared based system. While an infrared implementation results in a lower product cost and escapes any FCC licensing requirements, the system requires a user to "point" the hand-held device at one of multiple receptors located around the building. The limitation of near line of sight reception and the need to hard wire multiple light receptors negated many of the benefits one would expect to receive from a hand-held terminal system, such as transmission integrity and ease of installation/cabling.

Systems offered by other MICROS competitors (Remanco, NCR, IBM) require user site licensing of the system with the FCC. This is a result of the power output requirements of the traditional narrow-band RF transmission design of the systems and/or the frequency at which the systems operate. As the airwaves continue to get more crowded, site licensing approvals will become more difficult to obtain. Further, any changes or additions to the system technically require the FCC license to be modified. Operating a system without a license or an expired license is illegal.

Given MICROS' decision to utilize a Radio Frequency transmission medium approach, spread spectrum RF is a superior technology over the use of traditional narrow-band RF transmission techniques. While spread spectrum requires the manufacturer to be FCC licensed, it does not require individual FCC site licenses.

Spread spectrum RF technology was originally developed for military applications during World War II. In 1985, the FCC allowed companies to begin commercializing the technology. The 1985 FCC rules made three radio bands available for spread spectrum applications. The first band, 902-928 Mhz, is close to the band used by cellular telephones, and is the band used by most new products (primarily spread-spectrum based PC local area networks). MICROS has chosen this band for the MICROS Hand-Held Touchscreen. FCC guidelines stipulate that spread-spectrum devices must use low power (one watt or less) and that consumers who buy spread-spectrum devices do not require site licenses to operate them.

The competitors use of a traditional RF transmitter sends signals on a specific frequency (narrow-band transmission) using high power. The MICROS spread-spectrum RF transmitter does just the opposite: It spreads low power signals across a range of frequencies. Utilizing the direct sequencing method of spread spectrum technology serves to make the system more reliable by adding redundancy to the process. The system is much less susceptible to common narrow-band RF interference because the entire message is sent over a wider bandwidth of frequencies.

MICROS LOCAL CLUSTER CONTROLLER (LCC)

• SPECIFICATIONS

Description:	ISA PC Board
Processor:	80286
RAM:	256K
Channels:	6 ports. Used for connection with User Workstations, POS Peripherals, or Base Stations

The Local Cluster Controller, or LCC, is an ISA PC board which is required to be installed in a MICROS PC operating 4700 HMS software and MICROS HHT terminals. The LCC "doubles" as a POS Interface adaptor, and can be utilized to run User Workstations, POS Peripherals, or Base Stations with a complement of HHT terminals.

The LCC can be "mixed & matched" in an existing 4700 HMS installation with PIA boards in the same PC, or LCC's can be used instead of PIA boards. Although 4700 HMS Version 6.0 application software (Fall 1992) is required to operate a MICROS HHT system, LCC boards will be available in August 1992 and compatible with Version 5.10 4700 HMS application software for those new 4700 HMS installations intending to implement MICROS HHT terminals upon release.

MICROS 4700 HMS VERSION 6.00 APPLICATION SOFTWARE

MICROS 4700 HMS application software Version 6.00 will be the first MICROS application software to support the implementation of the MICROS HHT system. This software version is currently scheduled to release in Fall 1992. Feature highlights of Version 6.00 application software are:

- System will support four (4) base stations. Each base station can transmit and receive on a different RF frequency, thereby allowing outlets "close" to each other to operate independently. Base stations can also transmit and receive on the same RF frequency, allowing operator using HHT terminals to move freely around a property where one base station would not provide sufficient coverage.
- Each Base Station can support up to 24 HHT terminals (transaction volume dependent)
- Each HHT terminal contains application software and database
- The HHT database is revenue center specific and is downloaded over RF from the Base Station to the appropriate HHT terminals

- Changes made to the 4700 HMS database using Manager Procedures are automatically downloaded over RF to the appropriate HHT terminals. The system "buffers" changes until the HHT terminal is available to accept the changes
- Orders occupying more screen space than is available can be scrolled up/down for viewing
- Orders display with full alphanumeric description. Optionally, an operator may "touch" the screen and view abbreviated menu item descriptors and item prices.
- When a HHT terminal is powered on for the first time, the system checks to insure the correct application software and database are loaded over RF to the HHT terminal
- Communications with the "host" (the MICROS PC through the Base Station) occur at the following times:
 - At "power on"
 - At Operator "Sign In" (to verify status of operator)
 - For menu items utilizing the "decrementing special" feature
 - For menu items not usually available in the HHT database for this revenue center/serving period
 - When an order is "sent"
 - When an order is "recalled"
 - At "Begin Check/Pick Up Check"
 - At "Transaction Cancel"
- The touchscreen user interface is:
 - Flexible using screen definitions
 - Easy to maintain using screen styles and SLU's
 - Similar to the MICROS 2000 Series
- HHT Application Functionality
 - Begin check/table, pickup check/table
 - Order Menu Items with auto prompting condiments
 - Execute transactions for discounts, service chargers, and tendering functionality
 - PMS room inquiries and charge posting
 - Reference number entry via alphanumeric entry touchscreen
 - Manager authorizations
 - Check printing on any roll printer in the system
 - Requisition printing to designated printers

III. SYSTEM CONFIGURATION

- **Number of HHT Terminals per Base Station**

The MICROS HHT system can, theoretically, support 255 separate HHT terminals. In practice, the limit is transaction volume dependent and is currently specified at between 15-25 HHT terminals per base station. There can be four (4) base stations per MICROS "system", allowing a maximum of 60-100 HHT terminals per system. Once again, these numbers are very much transaction volume dependent.

- **Number of Base Stations per PC**

Currently specified at four (4) base stations per PC/system. Each base station can transmit/receive on one of four frequencies. Practically, to reduce the incidence of "transmission bleed", base stations transmitting/receiving on different frequencies should not be closer than fifty (50) feet of each other.

- **Number of Batteries/Battery Chargers**

Each HHT comes with a battery pack. This single battery pack, when fully charged, will operate for an entire 8 hour shift. In those locations with more than one shift, a second battery pack should be ordered. So, for each HHT, order an additional battery.

☞ As a rule of thumb, order one (1) battery charger for four HHT's. The battery charger will hold four HHT batteries.

- **Where to Put Base Stations**

RF technology is not an exact science. Transmission strength and distance can be adversely affected by many things, such as the construction of the building, other RF devices operating in the environment, and more. Although MICROS will provide an installation worksheet/survey form available at product release, the required survey is to take a HHT system into the property and test it in the circumstances that will most closely reflect the conditions when the system will be live.

Generally, one should follow these guidelines:

- Do not enclose the base station where it will not receive adequate ventilation
- Allow the antenna access to open space
- Mount the base station in the most centrally located place possible for the covered area
- Do not mount a base station where it will be adversely affected by heat, cold, or inclement weather conditions
- Do not expose HHT terminals to prolonged direct exposure to sunlight/high temperatures. This could cause component failure due to high internal temperatures in the unit

☞ *Indicates that this item has been changed from the ICRDA information packet*

- **Check Printers**

The number and locations of soft guest check printers required to print guest checks will depend on the number and location of the sections in the restaurant where the servers will be working. Generally, one soft check printer per User Workstation would be considered sufficient. The key here is to save the servers using the HHT terminal walking to/from printers.

The use of a standard hard copy guest check printer is not supported unless the check will be printed by an operator using a User Workstation. A hard check printer implementation, obviously, requires someone at the printer to insert the hard copy guest check.

- **Outdoor Use**

An excellent implementation of the MICROS HHT system is in those outdoor areas where a standard User Workstation might be exposed to the elements. The MICROS HHT system works very well in pool areas or around water. Please follow these guidelines:

- Mount the base station in a location where it will not be exposed to water or exceed operating temperature specifications. The outdoor transmission range allows for numerous base station location options.
- Do not allow the HHT terminals prolonged exposure to heat or direct sunlight. This may raise the internal temperature of the HHT unit and cause deterioration or failure of the components.
- The cables (from base station to MICROS PC) should be covered or installed in conduit per MICROS Site Preparation Guide.

IV. FEATURES & BENEFITS

- **Touchscreen User Interface**

No NLU lists or NLU # memorization required. Those items available to be ordered display to the server. The HHT displays full guest check detail to the operator allowing them to see the entire transaction prior to "sending" orders, this insures order accuracy. Displaying all items available with "pop-up" condiment and NLU screens, reduces the opportunity for errors. The HHT makes training faster and easier, thereby eliminating costs and allowing new servers to be productive faster.

A touchscreen user interface closely resembles a "notepad" ordering process. Servers are simply recording the order as it is placed, just as they would write it. There is no delay while the server "looks up" numbers on a NLU list. The guest experience is enhanced rather than adversely affected. Both competitive hand-held products on the market now (Seiko and Remanco) utilize some preset keys, but mostly NLU #'s.

- **Full Guest Check Detail Display**

Allows operators to review entire guest check detail for accuracy prior to sending the order. Full detail display on "picked up" checks allows servers to verify the correct table prior to adding to the check.

The competitors have 2 line displays. In order to review the entire transaction, the display must be scrolled, which increases service time.

- **Spread-Spectrum RF Transmission Technology**

Insures data transmission integrity by not being as susceptible to narrow-band RF interference like traditional FM transmission hand-held products, can be used in/around pools/water, and does not require FCC site licensing. More reliable than infrared technology because of data transmission integrity, and easier/less expensive to cable/install. Infrared requires multiple receptors located around the property which can also affect the restaurants esthetics.

- **Durable ABS Plastic Case/Ergonomically Designed for Hospitality**

The MICROS HHT is designed and manufactured to withstand the harsh environment of the restaurant industry. It fits snugly in the palm of your hand.

- **MICROS Version 6.00 Application Software**

A feature-rich application software release which offers the same "touchscreen" functionality as the MICROS 2700 HMS product along with the functionality of the MICROS 4700 HMS Version 5.00. The same system/revenue center/operator reporting is available, along with individual customized server banking reports. Most all transaction/functions can be performed at a HHT (except split check, Workstation Procedures, Workstation Reports, and some check/add/transfer procedures).

- **Each Server/Manager Has a HHT**

No need to wait in line to place orders, print guest checks, or finalize guest checks. Each server and manager can perform the needed transaction functions from their own personal HHT. Managers can perform Voids from the floor and view a tables guest check to insure all items were properly ordered.

- **Orders Are Placed at Tableside**

Speed of service will be increased by entering the order at tableside and automatically outputting to order devices at different kitchen/bar preparation stations. There is no delay while a server walks to an order station and waits in line. Also, with the HHT, servers "send" an order when they leave a table, rather than collecting several orders and placing them in a traditional POS all at one time. This effectively "spaces" orders going into the kitchen. Orders are received when taken, rather than "collected" by servers and placed altogether allowing the kitchen to be more efficient.

- **Guest Checks Can Be Printed Remotely**

From the HHT, servers can direct the guest check to print. While the server walks to the printer, the check prints and is available for the server upon their arrival. This saves the server time and can increase the quality of service provided guests.

- **Servers Can Check Menu Item Availability From HHT**

The system software supports notifying servers in the event that a menu item is not available. Servers are notified at tableside, rather than after-the-order has been placed. Guests are not inconvenienced by order delays due to an out of menu item situation.

- **Servers Spend More Time in the Dining Room**


With remote preparation printers, using the MICROS HHT system allows servers to spend more time in the dining room, near the guest. The overall guest experience is enhanced, and the server has more time to sell, thereby increasing guest check averages.

V. PRICING

The following prices are preliminary. For those quotes placed prior to the date of this announcement, MICROS will honor the pricing quoted. Please utilize this pricing.

	<u>MSRP</u>	<u>DEALER</u>
MICROS Hand-Held Touchscreen Terminal	\$ 1,600	\$ 1,120
- 512 K RAM		
- Complete with one (1) battery pack		
MICROS Base Station	\$ 5,000	\$ 2,500
- Includes antenna		

PRICING

	<u>MSRP</u>	<u>DEALER</u>
Battery Pack		
- Ni Cad rechargeable batteries	\$ 75	\$ 50
 Battery Charger		
- Charges four battery packs	\$ 440	\$ 315

 *Indicates that this item has been changed from the ICRDA information packet*

VI. MICROS CONFIGURATION

	<u>MSRP</u>	<u>DEALER</u>
One (1) HHT Terminal (with battery pack)	\$ 1,600	\$ 1,120
One (1) Base Station	\$ 5,000	\$ 2,500
One (1) Local Cluster Controller (LCC)	\$ 1,250	\$ 750
Battery Charger	\$ 440	\$ 315
Extra Battery Pack	\$ 75	\$ 50

STANDARD 4700 UWS INSTALLATION

Five (5) UWS Installation (1 Bar Terminal, 1 Cashier, 3 Precheck)

	<u>MSRP</u>
One (1) 386SX PC (w/printer, 8MB RAM).....	\$ 3,000
One (1) Local Cluster Controller.....	\$ 1,250
One (1) 4700 Foundation S/W.....	\$ 3,000
Five (5) UWS II w/MIRP.....	\$ 17,500
Two (2) Requisition Printers.....	\$ 2,000
Two (2) Cash Drawers.....	\$ 420
TOTAL.....	\$ 27,170

SIMILAR CONFIGURATION USING 12 HHT TERMINALS

	<u>MSRP</u>
One (1) 386SX (w/printer, 8MB RAM).....	\$ 3,000
One (1) Local Cluster Controller.....	\$ 1,250
One (1) Foundation S/W.....	\$ 3,000
Two (2) UWS II's w/MIRP (1 Bar, 1 Cashier).....	\$ 7,000
Three (3) Requisition/Check Printers.....	\$ 3,000
Two (2) Cash Drawers.....	\$ 420
Twelve (12) HHTs @ \$ 1,600 each.....	\$ 19,200
One (1) Base Station.....	\$ 5,000
Three Battery Chargers @ \$ 440 each.....	\$ 1,320
Twelve Battery Packs @ \$ 75 each.....	\$ 900
TOTAL.....	\$ 44,090

STANDARD 4700 INSTALLATION

A Ten (10) UWS Installation (where 2 Prechecks could be replaced by 10 HHT's)

	<u>MSRP</u>
One (1) 386DX PC (w/printer, 8MB RAM).....	\$ 3,500
Two (2) Local Cluster Controller.....	\$ 2,500
One (1) Foundation S/W.....	\$ 3,000
Ten (10) UWS II's w/MIRP.....	\$ 35,000
Three (3) Requisition Printers.....	\$ 3,000
Three (3) Cash Drawers.....	\$ 630
TOTAL.....	\$ 47,630

A similar configuration using 10 HHT instead of 2 UWS:

	<u>MSRP</u>
One (1) 386DX (w/printer, 8MB RAM).....	\$ 3,500
Two (2) LCC.....	\$ 2,500
One (1) Foundation S/W.....	\$ 3,000
Eight (8) UWS II's w/MIRP.....	\$ 28,000
Four (4) Requisition/Check Printers.....	\$ 4,000
Three (3) Cash Drawers.....	\$ 630
Ten (10) HHT's.....	\$ 16,000
One (1) Base Station.....	\$ 5,000
Three (3) Battery Chargers.....	\$ 1,320
Ten (10) Batteries.....	\$ 750
TOTAL.....	\$ 64,700

VII. COMPETITIVE PRICING

The following pricing and competitive analysis may not be accurate. The information is provided simply for comparative purposes. MICROS accepts no responsibility for the accuracy of the information.

Remanco

	<u>MSRP</u>
Remanco ESP (Electronic Server Pad)	\$ 1,195
- Includes One (1) ESP terminal	
- 2 ESP battery packs	
- 1 set of menu pages	
- Installation Charge	\$ 60
- Has 120 item preset keyboard	
- 2 line display	
- Maximum of 16 - 20 ESP terminals per system	
- Cannot use around water/pool (RF interference)	
- 6-8 hour battery life	
- Has numeric fixed keys	
- Dumb terminal, gets each keystroke from host	
RBS Control Group (Radio Base Station)	\$ 4,500
- Includes Radio Base Station	
- 4 antennas and cables	
- All cables & connectors	
- Installation Charge	\$ 225
- Some installations require 2 Base Stations	
- Having 2 Base Stations only increases RF coverage	
- Having 2 Base Stations does not increase the # of ESP terminals in the system	
ESP Battery Charger	\$ 1,500
- Recharges up to 24 batteries	
- Installation Charge	\$ 60
ESP Battery Pack	\$ 20
- NiCad batteries	
ESP Starter Kit	
- 10 sets of menu pages	
- 20 preset card masters	\$ 65

ESP Control Group (bundled starter kit)	\$ 9,995
- Radio/LAN interface card installed in CPU	
- Radio Base Station	
- 4 antennas and antenna cables	
- Battery Charger	
- 2 ESP terminals (for use as spares)	
- All cables and connectors	
- Installation Charge	\$ 500
Motorola Delta Series 3000	
- 68030 processor	
- Includes UNIX, Unify, Xcel	
- Includes Vision Software	
- Price varies based on # terminals	
- Average price of processor	\$ 13,000
Autocut Roll Printer	\$ 1,195
ID Reader	\$ 125
Mag Card Readers	\$ 125
Soft Check Printers	\$ 795
UWS/Screen/Keyboard	\$ 1,995

Comparative Analysis:

1 UWS/6 HHT : MICROS and Remanco even at Retail Price
2 UWS/12 HHT: MICROS 5% less than Remanco at Retail Price
12 UWS/8 HHT: MICROS and Remanco even at Retail Price

KIT #1

TOTAL NUMBER OF KIT #1 ORDERED: _____

KIT #2

TOTAL NUMBER OF KIT #2 ORDERED: _____[illegible]

DEALERSHIP NAME: _____

SIGNATURE: _____ DATE: _____

ACCOUNT #: REFERENCE P.O.#

SHIP METHOD: ☐ UPS ☐ UPS RED ☐ UPS BLUE ☐ AIR ☐ FED-X P1 ☐ FED-X P2