

BULKY DOCUMENTS

(exceeds 300 pages)

Proceeding/Serial No: 9 1163719

Filed: 3-5-07

Title: Officer's Certificate of

Deposition of Mark Walter Leaper

Part 2 of 2

This is Exhibit ...C1..... referred to in

APPENDIX 1

to the Applicant's Reply to Opposer's

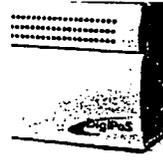
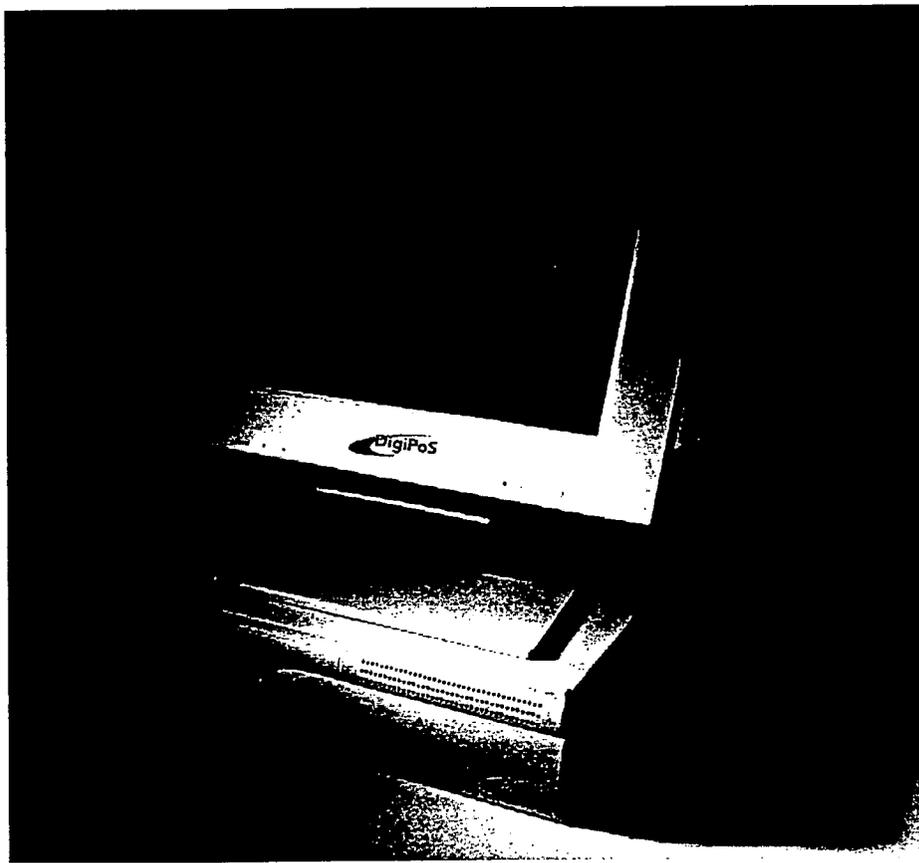
First Set of Requests for Production of Documents

C1



DigiPoS iBox 46xx Migration Solution

••• Retail by Design

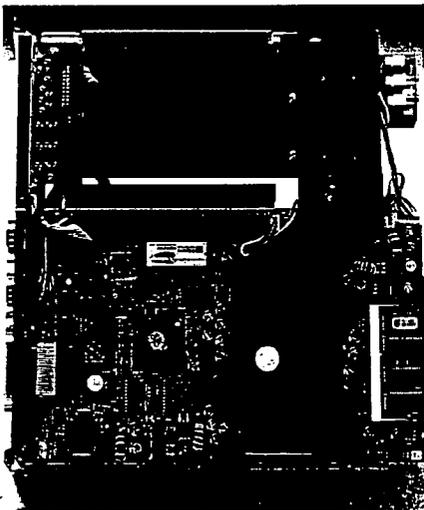


Unlock your business from IBM
with the DigiPoS iBox Migration Solution



DigiPoS

The DigiPoS iBox 46xx Migration Solution



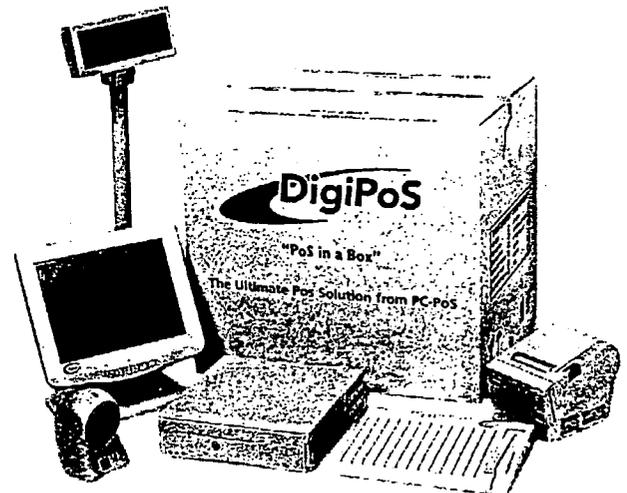
Why is the DigiPoS the critical success factor for top retailers? It's simple. We listen to the intense demands of retailers and deliver a hardware solution that completely exceeds their expectations. We have taken everything the world's largest retailers are asking for and engineered a technological breakthrough in retail hardened, value packed point of sale hardware that thrives with ease in the most challenging environments.

The DigiPoS Systems Group, established in 1994 – was formed with a very clear vision: To bring to Retailers the high technology POS hardware solutions critical to their success.

10 years on, with an international reputation for optimal performance and retail hardened durability, the DigiPoS Millennium and Power POS range has been the key hundreds of retailers spanning 5 continents have chosen time and time again.

The DigiPoS range has been developed as open-architecture solutions using non-proprietary components, which provide a lower total cost of ownership to retailers. They also come filled with several feature-rich components such as remotely hosted diagnostics, jet stream cooling technology, disk on chip, and a retail friendly footprint all backed up by the industry's only 3 year warranty.

The reality is that it takes more than a white box with a good price to maintain maximum uptime and hardware reliability, it takes a way of thinking. The kind of thinking and precision engineering that you'll find inside every DigiPoS.



The Ultimate Solution by DigiPoS:
The POS in a Box



DigiPoS

iBox 46xx Migration Solution

PC-PoS embarked on the iBox project in an effort to provide a technology gateway to those retailers that currently use legacy IBM 468x and 469x technology. By designing a base unit that will allow IBM peripheral component use, PC-PoS will deliver the processing power necessary to run the most current POS applications without a full-scale replacement of their POS hardware. The end result is a migration strategy that will offer retailers all of the operational and service benefits of newly developed POS application technology immediately, and the ability to renew or replace peripheral devices when and if the need arises.

In creating a replacement strategy for IBM 46xx base units, a number of factors needed to be addressed in order to make the iBox a fully functional upgrade from the original base. In addition to re-creation of the unique protocol used for the IBM machines, it was necessary to ensure that all peripherals could be powered from the base unit, retaining ancillary devices such as scanners, scales, pin pads, and existing cabling.

The addition of the iBox PCI adapter card and cable daughter card to a DigiPoS base unit enables IBM printers, keyboards, customer displays, cash drawers, scanners, and other peripherals to plug directly into the back of the DigiPoS iBox as they did on the original IBM 46xx base. Power is supplied for each peripheral device through the existing cable (eg. +38VDC to the printer) eliminating the need to externally power any of the connected devices and reducing the number of cables at the point of sale.

Total Cable Management

- Power and data on single cable
- Ease of maintenance

Resilience

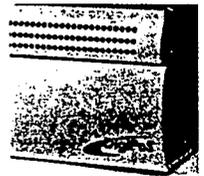
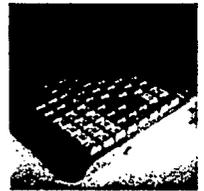
- Robust chassis
- Long life ownership
- Fuse protected motherboard

1.2Ghz processing

- Fast transactions
- Up to 256MB RAM
- 40GB hard drive capacity

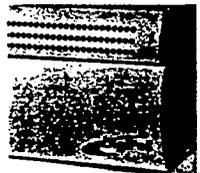
Single power supply

- Reduced point of failure
- Cost efficient
- Reduction in heat



retail by design

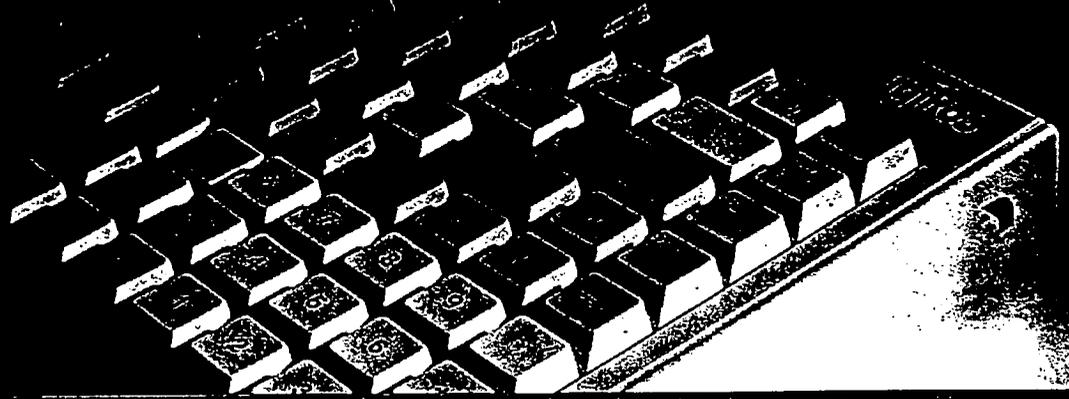
DigiPos



// The DigiPos iBox Migration Solution	
Main Memory:	144 Pin SO- DIMM RAM 128MB (Up to 512MB)
IBox connections:	Printer, Customer Display, Keyboard, Cash Drawer, Magnetic Stripe Reader
Serial Port:	COM1, COM2, COM3, COM4(COM3/4 output on Riser card). IRQ selector by BIOS setup (Jumper-less) and +5v or +12V output on pin 9 by jumper selector
FDD:	1.44MB/ 3.5" FDD x 1
Disk On Chip:	Disk On Chip Socket on board.(2MB to 144MB)
AGP 3D Graphics:	VIA-8604 AGP, Share memory from 2MB up to 32MB Support AGP(2X) VGA controller, 3D/2D Graphics Accelerator, Support DVD Video Accelerator, VESA DPMS VGA Monitor for Power Management Direct X, VPE, MPEG2 APM/ACPI 1.0 NT4.0/5.0, Windows95/98 utility PC98 compliant CRT/TV output and LCD TMDS output (TV/LCD output Optional)
Disk on Chip:	8MB W/Self-Diag Program Pre-Installed (Socket up to 144MB)
Front Panel:	AC Power on/off button Door for FDD and Power switch (with keylock) 3 LED indicators: Power on/off, HD access & LAN activity
Expansion Slots: (POS Riser Card)	Two FREE Slots Riser Card: One ISA Bus/One PCI Bus with COM3/COM4, FDD output and IDE2 CD-ROM output Connector.
AC Power Supply:	80W Internal Industrial Power Supply (UL, CSA, VDE, EMI meets FCC *B*)
Vertical Stand:	Two U type stand per set (Option)
Operation Temp:	0° C to 40° C (without HDD up to 60° C)

OPTIONS:

- IDE2 CD-ROM** On board PCI Bus Master IDE1/2 controller with Win95 utility, support Ultra DMA/33
- PCI Modem Card** 56K PCI MODEM Card
- Disk On Module** Port Compact Flash Card ATA
- Dual VGA output** IDE Type I/IJ socket
- Support 2nd CRT PCI VGA Display



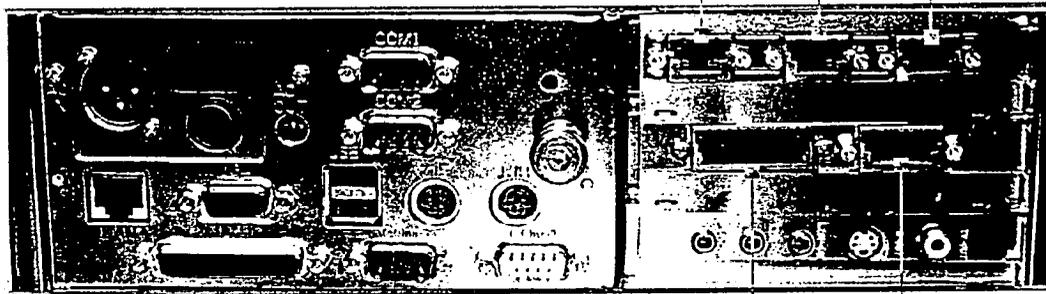
The Concept and Goal

PC-PoS embarked on the iBox project in an effort to provide a technology gateway to those retailers that currently use legacy IBM 468x and 469x technology. By designing a base unit that will allow IBM peripheral component use, PC-PoS will deliver the processing power necessary to run the most current POS applications without a full-scale replacement of their POS hardware. The end result is a migration strategy that will offer retailers all of the operational and service benefits of newly developed POS application technology immediately, and the ability to renew or replace peripheral devices when and if the need arises.

IBM Customer Display

IBM Scanner

IBM Cash Drawer



IBM Printer 38/5 Volt Power

IBM Keyboard & MSR

The iBox Implementation

In creating a replacement strategy for IBM 46xx base units, a number of factors needed to be addressed in order to make the iBox a fully functional upgrade from the original base. In addition to re-creation of the unique protocol used for the IBM machines, it was necessary to ensure that all peripherals could be powered from the base unit, retaining ancillary devices such as scanners, scales, pin pads, and existing cabling.

The addition of the iBox PCI adapter card and cable daughter card to a DigiPoS base unit enables IBM printers, keyboards, customer displays, cash drawers, scanners, and other peripherals to plug directly into the back of the DigiPoS iBox as they did on the original IBM 46xx base. Power is supplied for each peripheral device through the existing cable (eg. +38VDC to the printer) eliminating the need to externally power any of the connected devices and reducing the number of cables at the point of sale.

DigiPoS iBox Specifications

Processor:	Intel Celeron 850 MHZ FCPGA CPU
RAM:	144-pin SO-DIMM RAM 128 MB (Up to 512MB)
AGP 3D Graphics Port:	VIA-8604 AGP, share memory from 2MB - 32MB
Serial Port:	Serial Port COM1-4 (COM 3/4 output on Riser card) IRQ selector by BIOS setup (Jumper-less) and +5, 9, 12, 24V output
USB:	TWO USB port support Windows 98/2000/ME
Parallel Port:	LPT1(SPP, EPP, ECP)
Expansion Slots:	Two FREE Slots Riser Card: One ISA Bus, one PCI Bus with COM3/COM4, FDD output and IDE2 CD-ROM output Connector
Keyboard / Mouse Port:	PS2/PS2
Case Dimension:	11" (W) x 11" (D) x 3" (H) (280 x 280 x 75mm)
Software:	DOS / Windows inc. XPe, Linux, SCO Xenix, Unix, Novell
Options:	IDE2 CD-ROM, PCI MODEM, Disk On Module Port, Dual VGA output

Total Cable Management

- Power and data on single cable
- Ease of maintenance

Resilience

- Robust chassis
- Long life ownership
- Fuse protected motherboard

50Mhz Processing

- Fast transactions
- Up to 256MB RAM
- 40GB hard drive capacity

Single Power Supply

- Reduced point of failure
- Cost efficient
- Reduction in heat

DigiPoS Technology

- Jet Stream
- Total cooling of key components

3 Year Warranty

- DigiPoS parts and labor inclusive
- Covers total solution
- Reduced TCO

Retail Market Specific

- Modular solution
- Easy installation
- Low profile
- Ergonomic

Enhance Performance Features

- 4 x powered serial ports
- 2 x PCI expansion slots
- 2 x ISA expansion slots
- Upgradeable TV and video streaming
- Optional video customer display



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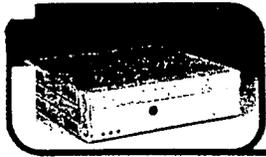
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DigiPoS Features & Benefits



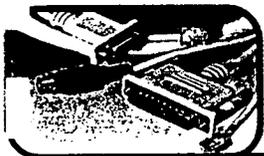
Small Footprint

As retail space becomes more expensive, it is increasingly important that all available space be used to the fullest potential. The DigiPoS enables retailers to choose a powerful, retail purpose built open platform that minimizes the amount of real estate required for retail technology. At 11" wide, 11" deep and 3" high, the DigiPoS Retail Workstation is an ideal solution for space challenged environments.

Powered Serial Ports



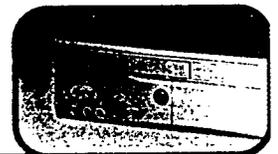
As part of the retail specific design of the DigiPoS family, four powered serial ports have been provided to enable peripheral devices to be powered without the use of individual external power supplies. Each of the powered ports are switch selectable to 5 unique positions (no power, +5v, +9v, +12v and +24v) allowing for correct configuration of all PoS peripheral devices. This feature reduces the number of cables required by supplying power and data through a single cable.



Cable Management

The DigiPoS cable management features ensure that the necessary cables for the configuration of the system are easily hidden and managed. For example, an RS232 printer will typically require an interface cable, a power cable and a cash drawer kick cable. With the DigiPoS, all three of these individual cables are included in a single wrap. This alleviates the need to fasten multiple cables together and achieves a tidier appearance at the point of sale. The added bonus with this approach is the simplified troubleshooting and maintenance through easily identified cables. As an option for the DigiPoS, a rear cable cover for the unit will allow the workstation to be positioned on a countertop without leaving the cables and ports exposed to customer's eyes and hands.

Lockable Front Cover



With retail staff having more familiarity with PC's than ever before, retailers are becoming increasingly sensitive to PoS terminal access. The DigiPoS workstation includes a lockable front access cover that hides the floppy disk drive, terminal reset switch, and the local diagnostic activation button behind a fold down door. With this access door locked, there are no user accessible options on the exposed front on the DigiPoS unit. This simple feature can protect data and reduce the possibility of a virus entering a retailer's network from a point of sale terminal.



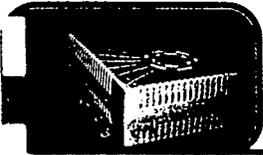
Liquid Cooled Chipsets

The DigiPoS incorporates an innovative liquid cooling method that radiates heat away from the CPU and graphics chipsets keeping them far cooler than a traditional cooling fan configuration. This heatpipe technology enables the DigiPoS to utilize high performance chipsets and retain its small footprint.

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DigiPoS

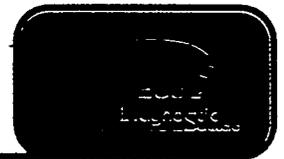
www.digipos-systems.com



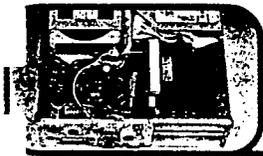
External Power Supply

In order to preserve the small footprint of the DigiPoS and still provide ample power for the unit and necessary peripherals, we've added an external power supply for optimal functionality. This auto switching (110v/220v) power supply unit is connected to the DigiPoS with a positive latching, high quality connector to prevent inadvertent loss of power from cable disconnection. The external PSU allows for quick power assessments and prevents long term downtime or removal of the PoS unit in the event of a power supply failure.

DigiPoS Diagnostics



One of the truly unique features of the DigiPoS is the resident diagnostic application that allows each peripheral component's status to be verified on the terminal's monitor. This low level diagnostics test ensures that each peripheral port and the device connected to it are functioning correctly. As well, data such as serial numbers, number of printer cycles and firmware revision levels are available through the DigiPoS Diagnostics.



Fuse Matrix

The consequences of power spikes, brownouts and static electricity on computer equipment can be significant and sometimes costly, especially when the motherboard of a PC is the affected area when power surges occur. The DigiPoS has been designed with a Fuse Matrix to minimize the impact and the cost of power related problems. Should a surge of power or static hit the DigiPoS, one of the internal fuses will blow and shut the unit down before any damage to the motherboard or other internal circuitry can result. The cost of the easily replaced fuse is insignificant compared to the alternative of replacing a main circuit board.

Performance

The DigiPoS Millennium & Power PoS utilize 850MHz and 1.2GHz (respectively) Intel® chipsets, providing ample processing power while retaining their surprisingly small footprint.

- The socket 370 Gateway delivers a future upgrade path for faster CPUs, ensuring system longevity and a lower total cost of ownership.
- The DigiPoS features an on-board 10/100mbps network adapter. The integrated Wake on LAN (WoL) facility provides system management and remote diagnostics capabilities.
- In addition to the standard 4 x powered serial ports, this unit benefits from an XVGA output and cash drawer input/output, reassuring the connectivity to all your PoS peripherals.
- Two standard USB ports, bidirectional parallel port, two PS/2 ports and 3 expansion slots (PCI x 2/ISA x 1) provide for current peripheral options and future flexibility.

Optional Features

Removable second hard drive

24x CD-ROM

Uninterruptible external power supply

Digital video out

This is Exhibit^{C3}..... referred to in

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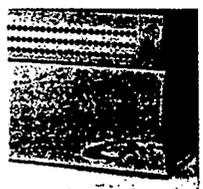
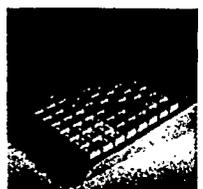
First Set of Requests for Production of Documents

DigiPoS

The DigiPoS Power POS

Welcome to the world of DigiPoS Millennium - leading edge POS, the key to implementing robust, high end technology in the retail and hospitality industry. The center of IT networking & solutions specifically designed to fit the needs of the retail business, combined with technical support and impeccable customer service from PC-PoS.

The DigiPoS Millennium system is the time and money saving asset for any retailer. Take advantage of the exclusive complete DigiPoS "PoS-in-a-Box Solution" and receive a 3 year unlimited warranty.



Power PoS Features

Total Cable Management

- Power and data on single cable
- Trunking Poles
- Ease of maintenance

Single power supply

- Reduced point of failure
- Cost efficient
- Reduction in heat

Resilience

- Robust chassis
- Long life ownership
- Fuse protected motherboard

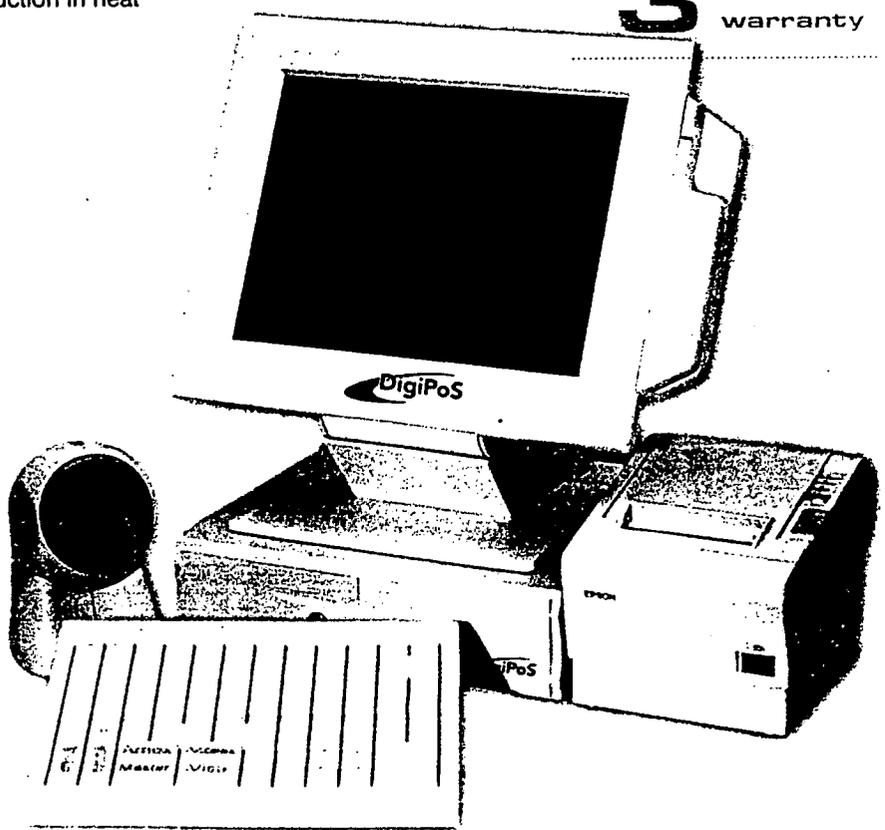
1.2 Ghz processing

- Fast transactions
- Up to 512MB RAM
- 40GB hard drive capacity
- On board LAN

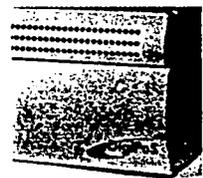
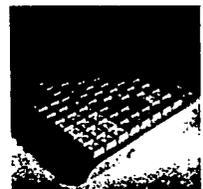
All Complete DigiPoS "PoS IN A BOX SOLUTIONS"

now with

3 year warranty



DigiPos



// The DigiPos Power POS Socket 370

CPU:	Intel PIII 1 GHZ FCPGA CPU
Disk on Chlp:	Disk On Chip Socket on board (8MB Standard)
Parallel Port:	One LPT port(SPP/EPP/ ECP). IRQ and address selector by BIOS setup
USB:	TWO USB port support Windows 98/2000/ME
Enhance PCI IDE:	On board PCI Bus Master IDE1/2 controller with Win95/98/2000 utility, support Ultra DMA/66
AGP/PCI/PCI-E:	2x AGP/PCI Slot (max. 2MB/ 62MB) Support AGP/PCI/PCI-E Controller
Port:	<ul style="list-style-type: none"> • Support 3D/2D Graphics Accelerator • Support VESA DPMS VGA Monitor for Power Management • Direct X, VPE, MPEG2 • APM/ACPI 1.0 • PC98 compliant • CRT/TV output and LCD TMDS output(TV/LCD output Optional) • Support Dual monitor output(Optional) under Windows98/2000 • Support DVD Video Accelerator • NT4.0/5.0, Windows95/98 utility
Audio Port:	• AC97 CODEC Compliant Audio Port.(Line in/Line out/MIC in)
Back Panel:	<ul style="list-style-type: none"> • VGA CRT 15-pin DSUB connector • PS/2 Keyboard & Mouse connector • COM 1, 2, 3 & 4: 9-pin DSUB output connector • Cash Drawer Interconnect(For Cable Management) • Audio(Line In/Line Out/MIC In) & TV(RCA/S-Video Output Optional) • External DC Power Supply Input Connector • LPT 25-pin DSUB connector • USB1/USB2 connector. • LAN RJ-45 output connector.
Thermal Solution:	<ul style="list-style-type: none"> • One Low Noise 50 mm FAN (Two ball) for Power Supply and HDD • One Low Noise 50 mm FAN(Two Ball) for CPU Heat-Pipe (Water cooling system) & Air Tunnel
Case Dimension:	11"(W)x11"(D)x3"(H) (280x280x75mm)

OPTIONS:

- IDE2 CD-ROM** On board PCI Bus Master IDE 1/2 controller with Win95 utility, support Ultra DMA/33
- PCI MODEM** 56K PCI MODEM Card
- Disk On Module** Port Compact Flash Card ATA IDE Type I/LJ socket
- Dual VGA Output** Support 2nd CRT PCI VGA Display

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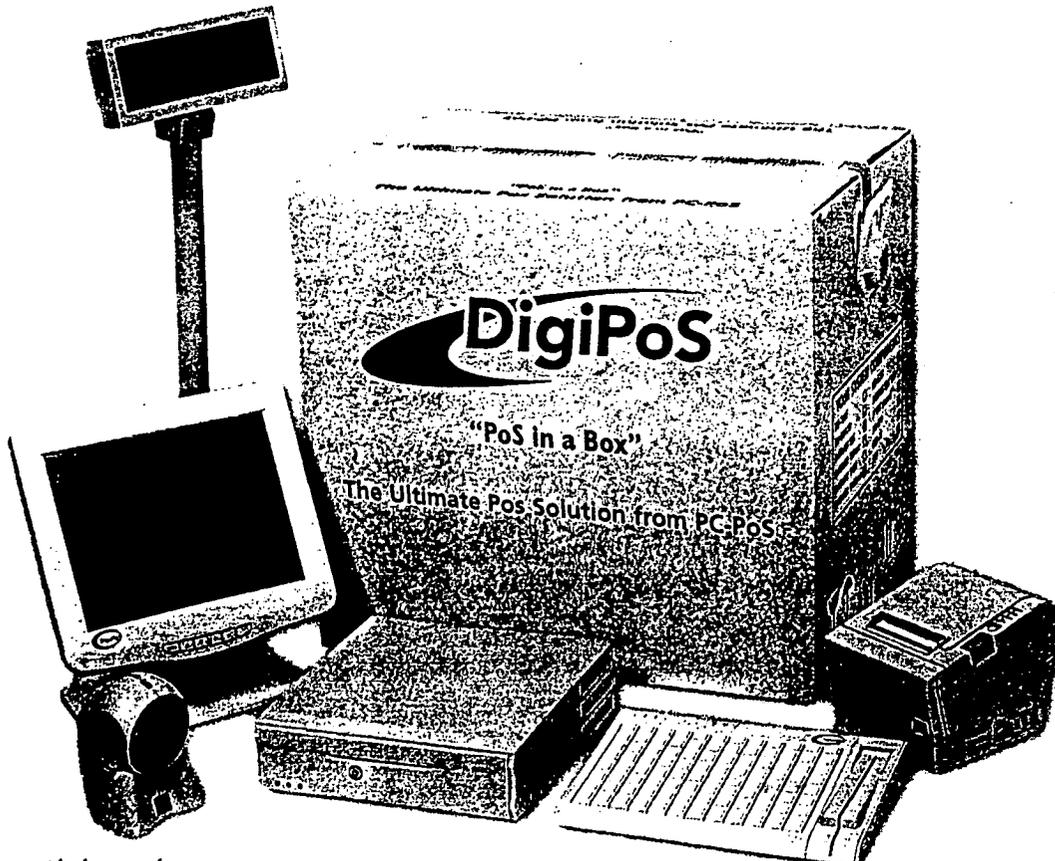
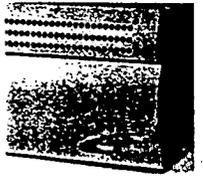
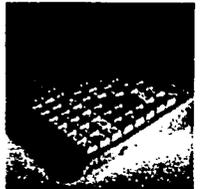
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DigiPoS

C4

The DigiPoS POS in a Box

- Pre-Installed software application Gold Disking services available
- Flexible configuration, advanced testing procedures, 72 Hour delivery service
- Keyboard mapping service
Programming / configuration service
- Optional touch screen and / or MSR
- Best of breed peripheral options



At DigiPoS
POS WE ARE SOLUTIONS!

now with

3 year
warranty



retail by design

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DigiPoS

The DigiPoS LCD Range

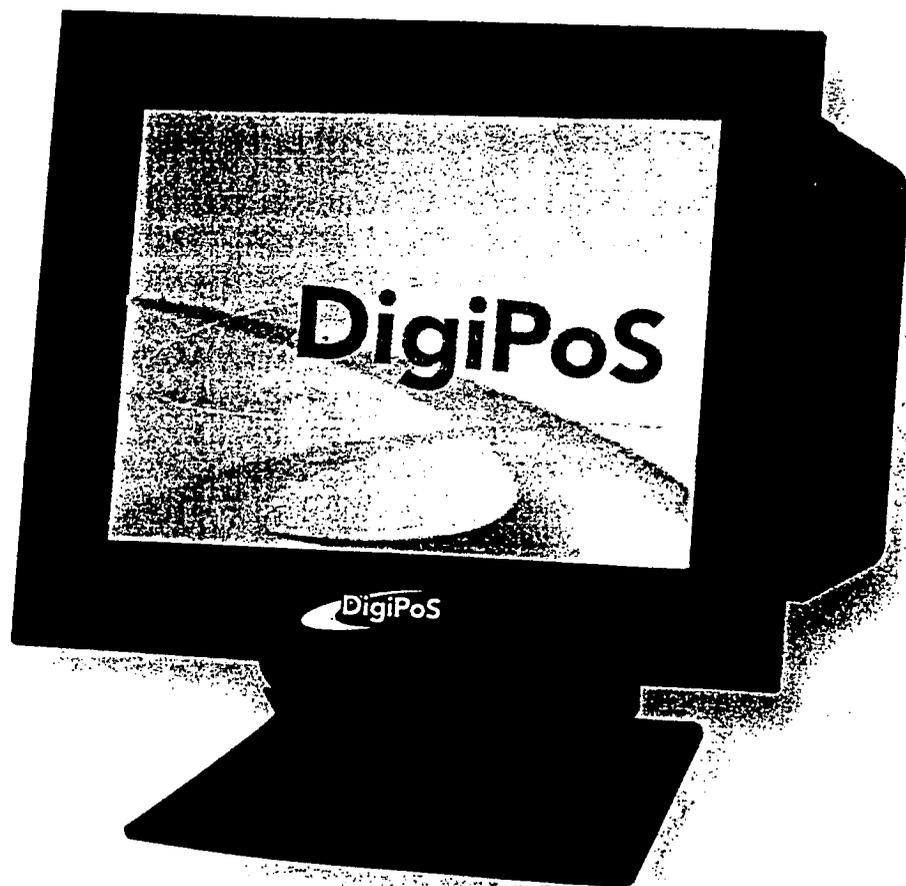
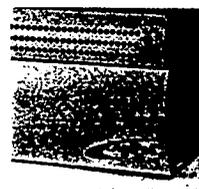
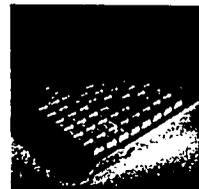
The DigiPoS range of LCD's come in a selection of screen sizes encompassing 12.1" up to 15.1". The Thin Film Transistor (TFT) DigiPoS LCD's offer resolutions ranging from 800 x 600 up to 1024 x 768.

- DigiPoS LCD Touch Screen

All of the DigiPoS LCD displays are available with a touch screen and Micro touch option.

- Magnetic Stripe Reader (MSR)

An integrated MSR is available for the 12.1" & 15.1" displays. All of the DigiPoS LCD's can be powered directly from the DigiPoS unit.



This is Exhibit^{C6}..... referred to in

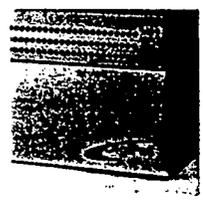
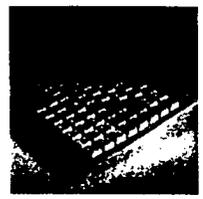
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DigiPoS

C6



// The DigiPoS LCD's	
Display Size	285.7 x 214.3 mm / 304.1 x 228.1 mm
Display Mode	VGA 640x350 (70Hz) VGA 720x400 (70Hz) VGA 640x480 (60/72/75Hz) SVGA 800x600 (60/72/75Hz) Mac. 832x624 (75Hz) XGA 1024x768 (60/70/75Hz) (15" only)
Max Resolution	1280 x 800
Contrast Ratio	150 / 400
Brightness	200 cd/m²
Response Time	30ms (Rising), 20ms (Falling) / 15ms (Rising), 10ms (Falling)
Viewing Angle	+300 ~ -450(L/R), +100 ~ -450(U/D) min. / +800 ~ -800(L/R), +800 ~ -800(U/D)
Signal Connector	15Pin Mini D-sub
OSD	Auto-Adjustment, Contrast, Brightness, Phase, Color Temperature
Audio System	1W per Channel / 2W per Channel
Power	Universal 90-240V, 12V / 35W
Dimensions	315 x 205 x 62 mm / 240 x 165 x 152 mm
Touch Screen	Optional
Certification	FCC-B, CE, UL, TUV, TCO95

- OPTIONS:**
- Magnetic Stripe Reader
 - Black or white
 - Micro Touch option

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DigiPoS

C7

DigiPoS Range of Keyboards

• DigiPoS 'Qwerty' Over PoS Keyboard

This keyboard offers 75 fully programmable keys, as well as a qwerty layout. With an optional magnetic card reader, this keyboard compliments any PoS solution within a retail environment

• DigiPoS Keyboards

There are several options within the range of DigiPoS keyboards. This unique offering is designed specifically for the point of sale market. Available with or without Magnetic Stripe Reader (MSR) this keyboard is available with either 96 or 128 fully programmable keys

• Datakey Mini

A mini qwerty keyboard designed for applications where space is at a premium

• MSR

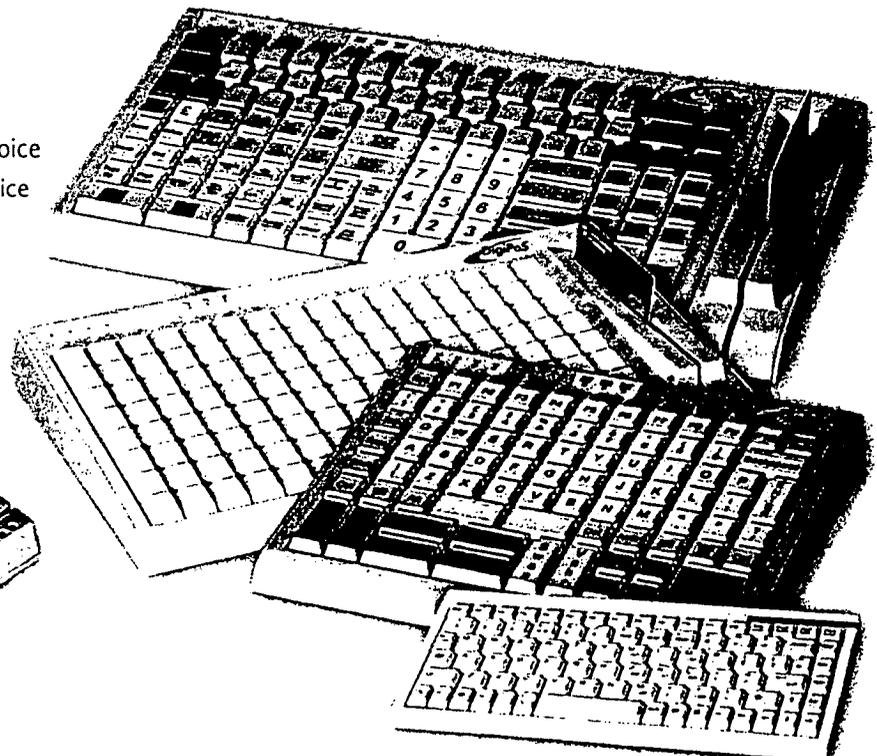
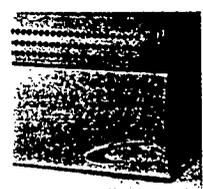
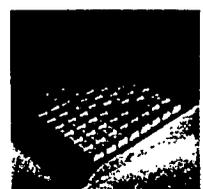
The ultra compact style of the MSR series of magnetic stripe readers, together with the choice of tracks 1 & 2 or 2 & 3, makes the ideal choice for retail applications.

MSR-412 Track 1 & 2 - Keyboard Wedge

MSR-423 Track 2 & 3 - Keyboard Wedge

MSR-512 Track 1 & 2 - RS232 Serial

MSR-523 Track 2 & 3 - RS232 Serial



This is Exhibit^{CB}..... referred to in

APPENDIX 1

to the Applicant's Reply to Opposer's
First Set of Requests for Production of Documents

DigiPoS

CRTs and Customer Displays

A professional range of displays that offer unrivaled price performance ratios from the easy read 2 line displays to mono and color CRT options

- MD-935 Monitor

This 9" mono monitor offers a small footprint ideal for the point of sale

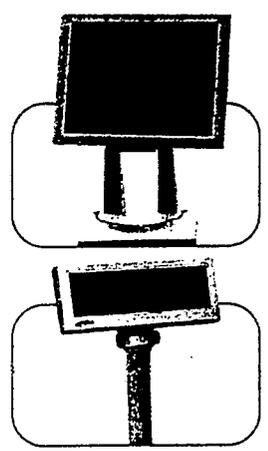
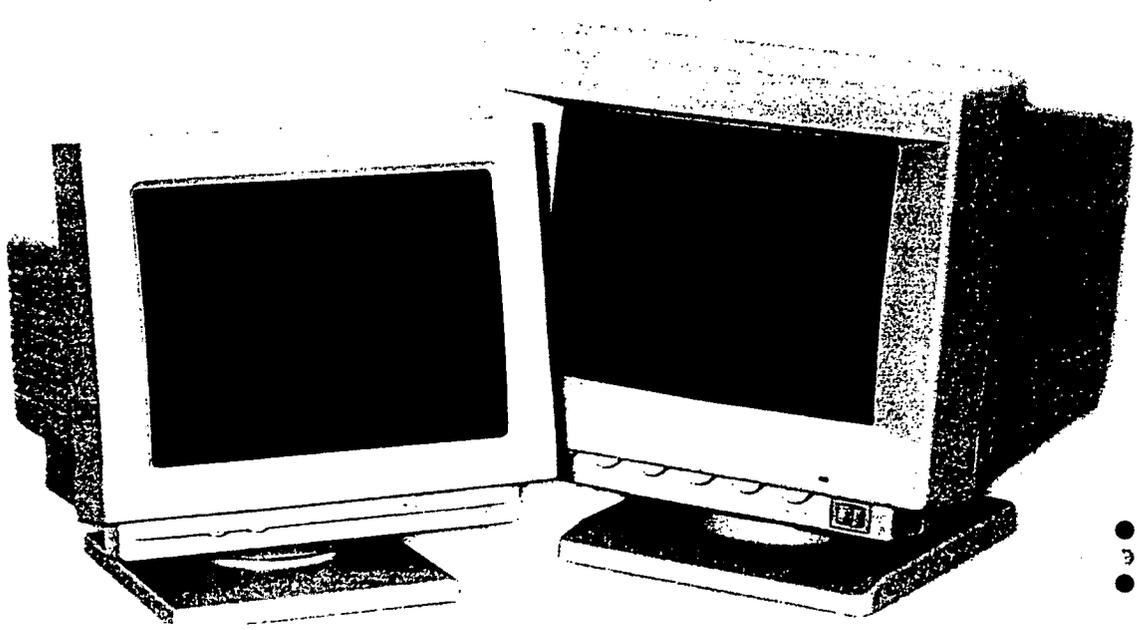
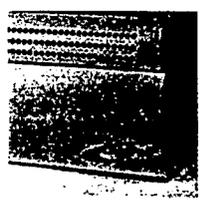
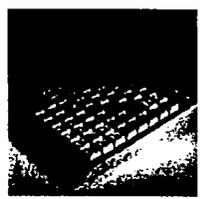
- CD-1038 Monitor

This small footprint 10" color monitor is ideal for the point of sale market. Offering 800 x 600 resolution

- CD-5220 Display

The CD-5220 is our entry level customer display and offers a price performance ratio unmatched in the market place. This 2 line x 20 column display shows a significant amount of data in easy to read characters measuring 9.8mm x 6mm

Complete with interchangeable poles of varying sizes, the height can be adjusted as required. Optional ESC/PoS compatibility is available



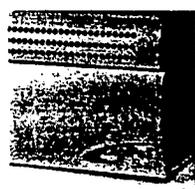
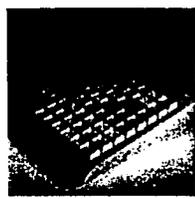
This is Exhibit⁴⁹..... referred to in

APPENDIX 1

to the Applicant's Reply to Opposer's

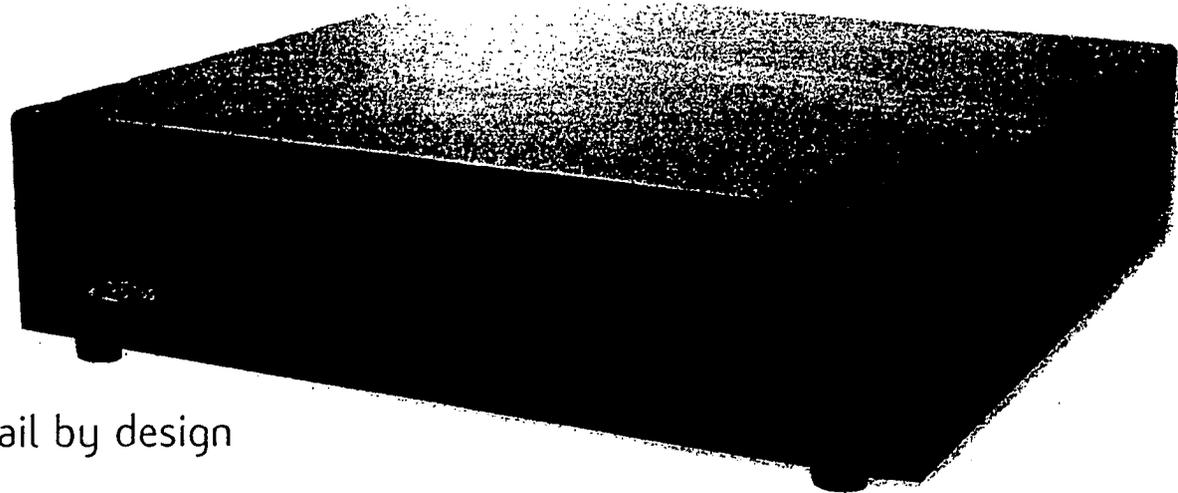
First Set of Requests for Production of Documents

C9



The DigiPoS Cash Drawer (EC410 - ECW or EDG)

- Stainless steel front
- Dimensions: 410mm wide x 415mm deep x 110mm high
- Weight: 6.8KG
- 5B/5C fixed coin insert with plastic gripper, 2 cheque slots, and ground spring
- 24V 1A (240ohm), 6 pin Epson connector (Solenoid: 2&4, M/S switch 6&3, Earth:1, Removed: 1)
- Black dual-end RJ45 female socket connector cable, 1 meter from back of cash drawer with ground spring
- Comes with Micro-switch, DigiPoS logo and barcode label



This is Exhibit^{C10}..... referred to in

APPENDIX 1

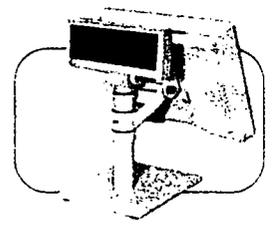
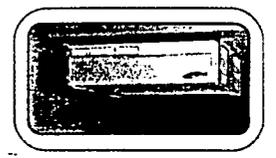
to the Applicant's Reply to Opposer's

First Set of Requests for Production of Documents

DigiPoS

Mounting Options & Ergonomics

The DigiPoS range of mounting options are designed to meet all the requirements of the retail and hospitality market place, including customer display mounting poles, under counter mounting for a tidier checkout, and brackets to stand unit on it's side

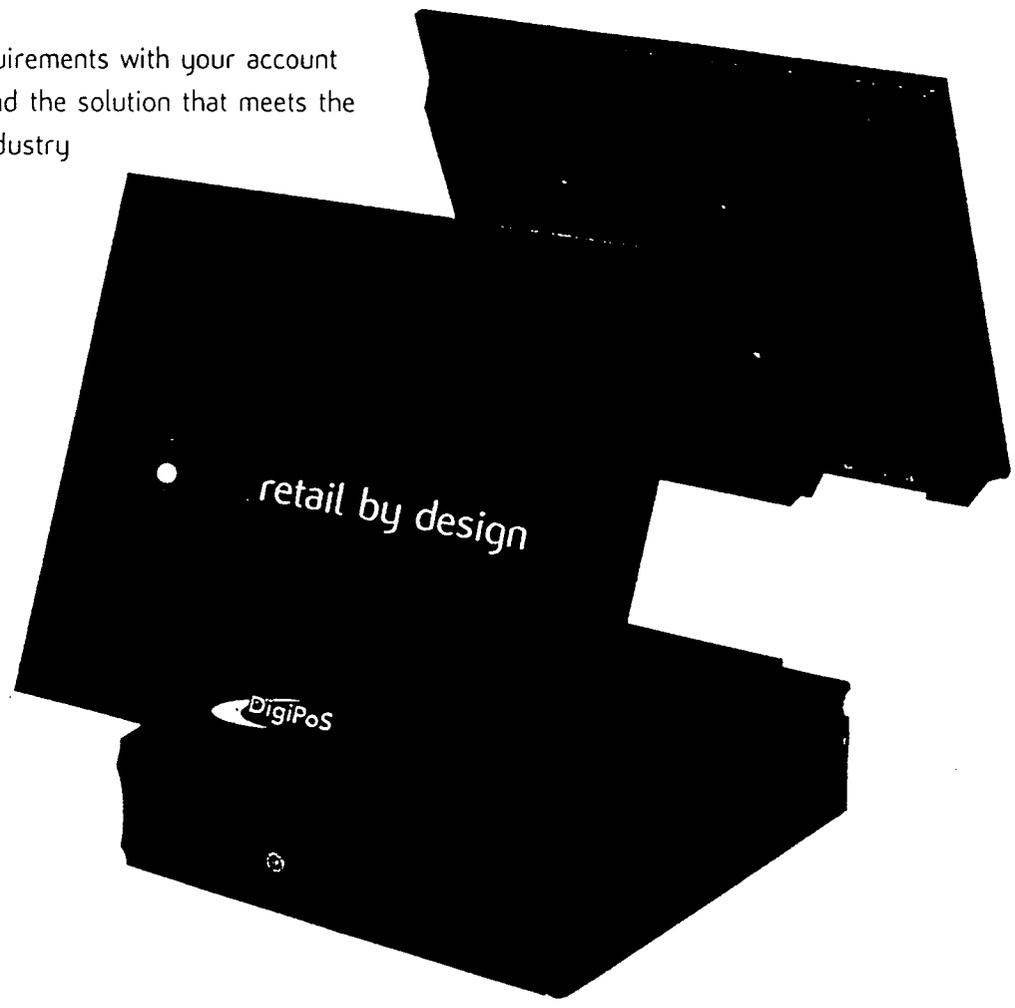


Improved Ergonomics

The position of the equipment can be quickly and simply adjusted to meet the requirements of all POS markets

By improving the ergonomics of the checkout, cashier productivity and accuracy can be enhanced

Please discuss your individual requirements with your account manager so that we can recommend the solution that meets the ever increasing demands of the industry



This is Exhibit^{C11}..... referred to in

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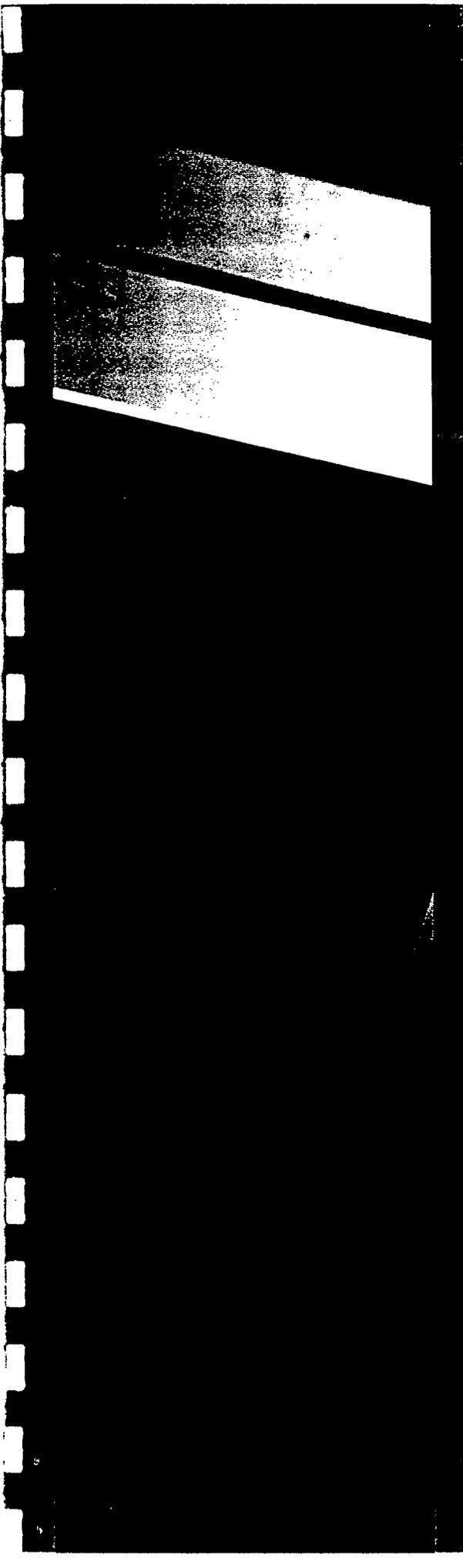
DigiPoS Millennium / Power POS

••• Retail by Design



The DigiPoS suite of systems are uniquely packaged to give you the ultimate Retail Solution

111



The DigiPoS Millennium and Power POS

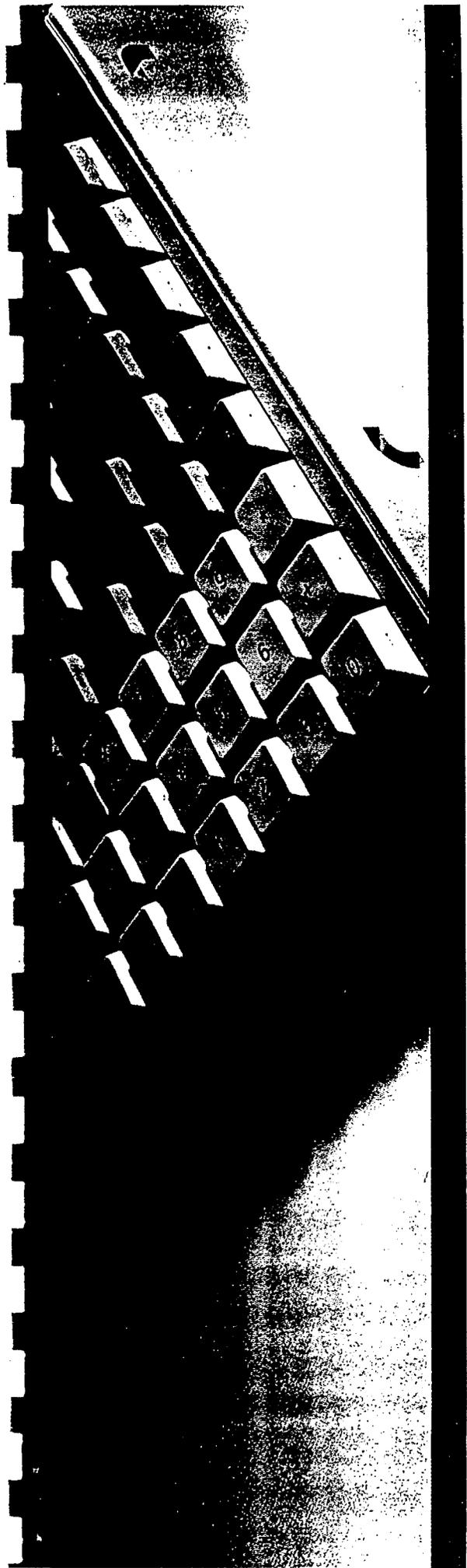
Why is the DigiPoS the critical success factor for top retailers? It's simple. We listen to the intense demands of retailers and deliver a hardware solution that completely exceeds their expectations. We have taken everything the world's largest retailers are asking for and engineered a technological breakthrough in retail hardened, value packed point of sale hardware that thrives with ease in the most challenging environments.

The DigiPoS Systems Group, established in 1994 – was formed with a very clear vision: To bring to Retailers the high technology POS hardware solutions critical to their success.

10 years on, with an international reputation for optimal performance and retail hardened durability, the DigiPoS Millennium and Power POS range has been the key hundreds of retailers spanning 5 continents have chosen time and time again.

The DigiPoS range has been developed as open-architecture solutions using non-proprietary components, which provide a lower total cost of ownership to retailers. They also come filled with several feature-rich components such as remotely hosted diagnostics, jet stream cooling technology, disk on chip, and a retail friendly footprint all backed up by the industry's only 3 year warranty.

The reality is that it takes more than a white box with a good price to maintain maximum uptime and hardware reliability, it takes a way of thinking. The kind of thinking and precision engineering that you'll find inside every DigiPoS.



Performance Systems

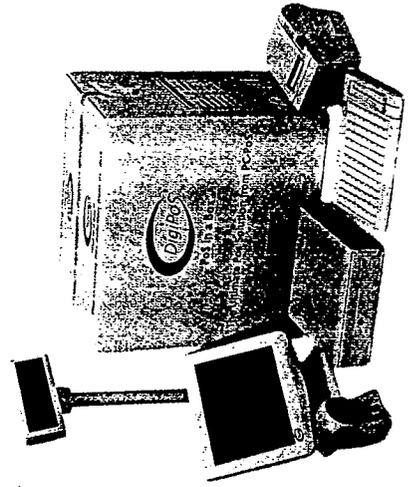
- 850Mhz - 1.2Ghz FCPGA
- Dual USB Ports
- 133Mhz Bus
- 10/100 BaseT on Board Network
- 4 x Powered Serial Ports
- 1 x Parallel Port
- AGP Video
- Cash Drawer Pass Through

Reliability

- Cable Management
(Optional cable cover)
- Jet Stream Cooling System
- External PSU
- Fused RS232 Outlets
- Power & Network Status

We think *inside* the box

The DigiPoS Millennium "PoS-in-a-Box" is uniquely packaged to give you all of your system specifications within one box. A complete hardware solution, which is fully configured and ready for use. The DigiPoS POS workstation can include; DigiPoS Millennium, printer, keyboard, scanner, LCD/CRT and cash drawer.



Cost of Ownership

- On-board Diagnostics (local & remote)
- Lockable Front Cover
- 3 Year Return to Depot Warranty

Expansion

- Universal Power Supply
- Removable Hard Drive
- CD-ROM
- LCD Power Output
- LCD Touch Screen
- PCI x 2
- ISA x 1
- Second Powered Printer Port

DigiPoS Millennium / Power PoS Specifications

Processor:	850Mhz - 1.2Ghz
RAM:	128MB Standard (Expandable to 512MB)
FDD/HDD:	1.44MB/20GB HDD
VGA:	AGP x 2
Serial Port:	4 x powered 5, 9, 12, 24 Volt
Expansion:	ISA X 1, PCI X 2
USB:	USB x 2
Parallel Port:	LPT1(SPP, EPP, ECP)
Keyboard / Mouse Port:	PS2/PS2
Case Size:	(W)280mm x (D)280mm x (H)75mm
Weight:	5.5kg
Safety Approvals:	FCC, CE EN 60950
Other Approvals:	Weights & Measures Approved (Convenience and Petroleum)
Software:	MS DOS/Windows '95, '98, NT, 2000, Linux, XP, XPe
Options:	CD-ROM, Dual Hard Drive (RAID)



1320 Heine Court, Burlington, Ontario, Canada L7L 6L9

Tel: 905 319 9750 Fax: 905 332 9233

E-mail: info@digipos-systems.com Web: www.digipos-systems.com

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c12.



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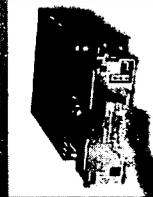
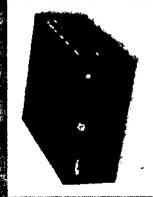
APPENDIX 1

to the Applicant's Reply to Opposer's

First Set of Requests for Production of Documents

Ex. #	<u>24</u>
Exam of	<u>Mark Leaper</u>
	<u>Digi</u> vs <u>Digi Pos</u>
On	<u>Jan. 12/07</u>
TRIUNE REPORTING SERVICE LONDON, ONTARIO	

RETAIL POS



DigiPos Systems Is Proud to

Introduce a Disruptive Technology

Exclusively for the Retail POS Market....

Go ahead, compare it... we DARE you!



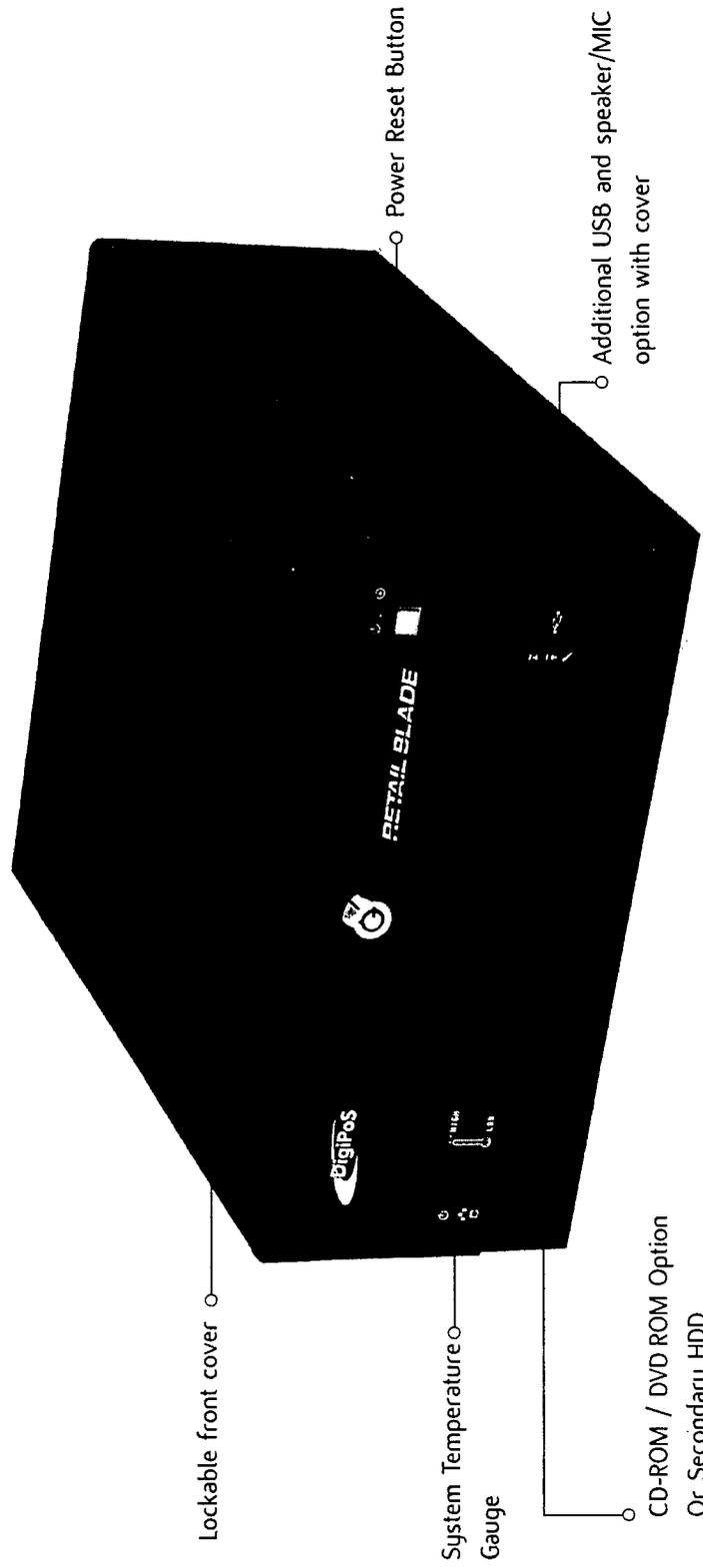
D

"In retail, it's all about getting more from less. Retail Blade genuinely represents the kind of thinking that drives cost of ownership down while extending the life of POS investments. It's about time that retailers got more options; more flexibility and the benefits of blade technologies that reach beyond the data center and out to the point of sale."

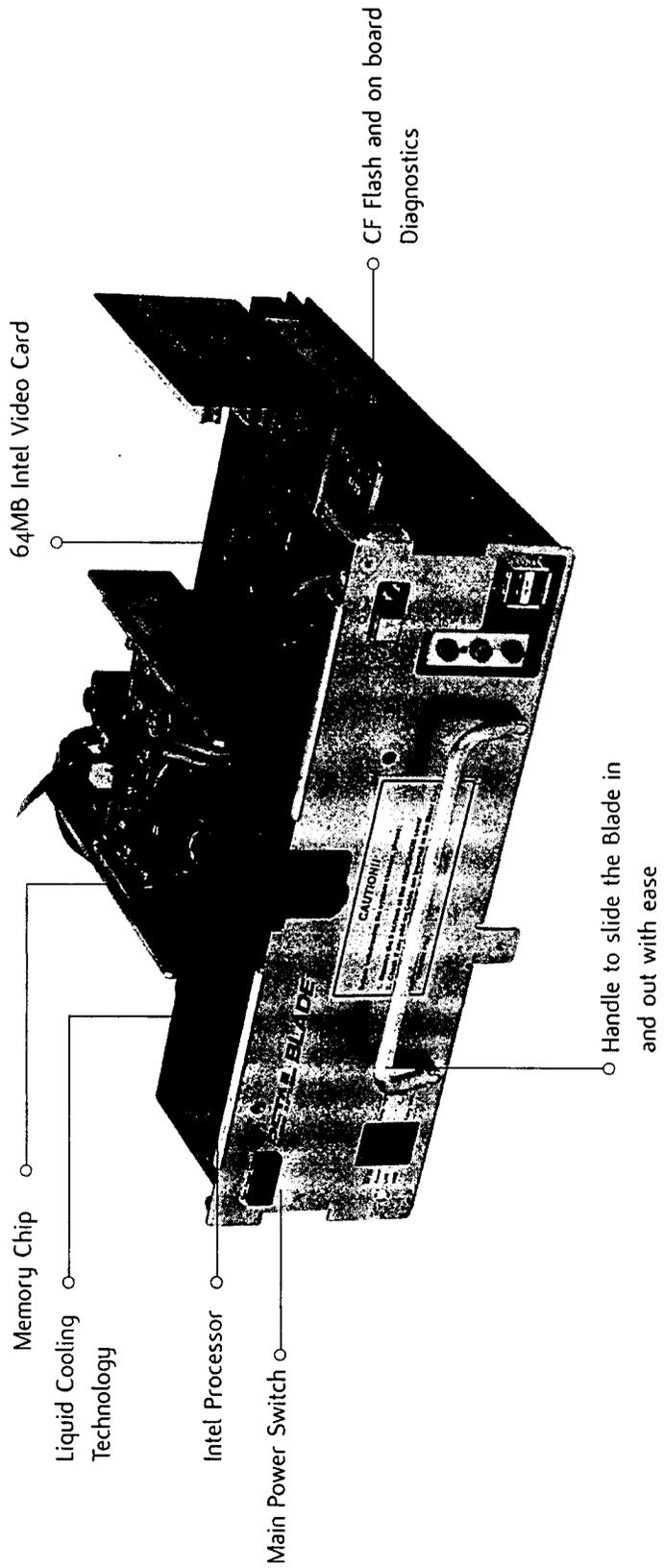
- Robert Marano of the Advanced Technology Group at PricewaterhouseCoopers

RETAIL BLADE™

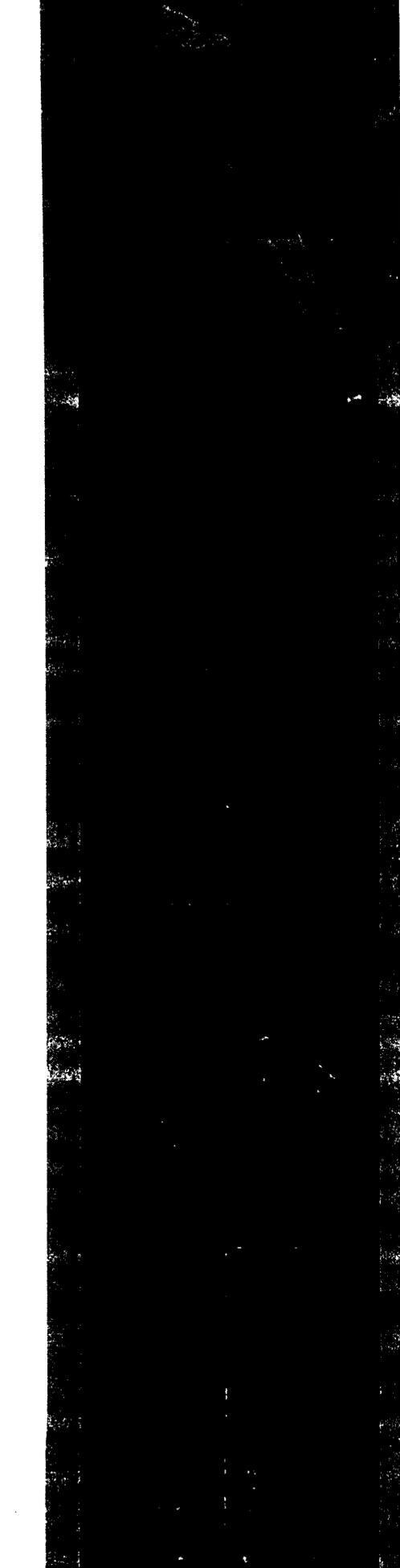
The Host



RETAIL BLADE™



Retail Blade | Simplicity Saves!



DigiPoS Systems Retail Blade™ is the ONLY electronic point of sale platform that enables customers to maintain compatibility, configurations and installations while extending the performing life of their POS investments...

...Beyond a Full Decade.

DigiPoS Systems Retail Blade™ challenges all competitors to measure up in extended life cycle, flexibility, openness, power management, ruggedized construction, and self service designs that quantifiably deliver the lowest total cost of ownership and highest ROI.

DigiPoS Systems Retail Blade™ delivers an entire family of innovative POS systems for every budget and performance requirement, and allows for upgrades without destroying your original investment!

DigiPoS Systems Retail Blade™ Simply Delivers Savings... Simply.

RETAIL BLADE™



The Foundation

THE RETAIL BLADE® HOST

Clever Connectivity

The Retail Blade® Host is a powerful, flexible, and scalable platform for retail applications. It features a robust architecture that supports a wide range of hardware and software configurations, ensuring optimal performance and reliability for your business.

Intelligent Power Management

Our intelligent power management system automatically adjusts power consumption based on system load, reducing energy costs and extending the lifespan of your hardware components.

With advanced thermal management and fan speed control, the Retail Blade Host maintains optimal operating temperatures, ensuring consistent performance even in high-traffic environments.

Remote Real Time Diagnostics

Our remote real-time diagnostics system allows you to monitor and troubleshoot system issues from anywhere, at any time. This proactive approach minimizes downtime and reduces the need for on-site service calls.

The system provides detailed logs and alerts for hardware and software anomalies, enabling you to address potential problems before they become critical.

Five Stage Proactive Heat Management

The five-stage proactive heat management system continuously monitors system temperatures and adjusts cooling strategies to prevent overheating and protect your data.

By intelligently managing heat, the Retail Blade Host ensures that your system remains cool and stable, even during peak usage periods.

Rockable HDD and CD-ROM

The DigiPos Systems Retail Blade® Host features a rockable hard drive and CD-ROM drive, providing easy access to your data and software. This design is ideal for environments where frequent hardware changes are required.

The modular architecture allows you to upgrade or replace components without affecting the rest of the system, ensuring maximum flexibility and scalability.

Easy In-Store Self-Service Backplane

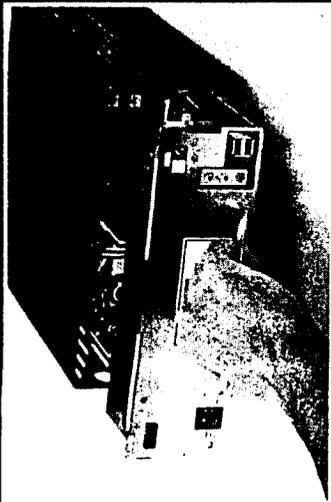
The easy in-store self-service backplane simplifies the process of adding and removing components, making it easy for store staff to manage the system. This reduces the need for specialized technicians and lowers your total cost of ownership.

With clear labeling and intuitive design, the backplane ensures that you can quickly identify and address any issues, keeping your system running smoothly at all times.

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Retail Blade™ 18

The Value Solution

The entry Retail Blade™ solution for specialty and lower volume retailers who want to ensure that there are numerous growth and scalability options. The retailer with fewer POS installations that require each and every one to have the highest availability and easiest serviceability.

Retailers can place the precise level of performance needed - right where it is needed - and if requirements change, the Retail Blade™ simply addresses the changing requirements.

Now that's simply smart!

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Retail Blade™ 1: Specifications

Entry level performance with all the benefits of Retail Blade™ technology



CPU Intel® Celeron® 478 Socket 478

Main Memory 1GB DDRAM 260 Pin 2GB (2x 1GB)

System Chip Set North Bridge Intel® 865G South Bridge Intel® G31

BIOS Award BIOS with Enhanced ACPI 2.0 / SATA / IDE / USB / FireWire

Graphics Intel® 865G Video up to 64MB, side Intel® eGPU

Power On / Off Control System side Remote Power on / ATX Kickstart

Power Control 24V D.C to ATX Power Inverter

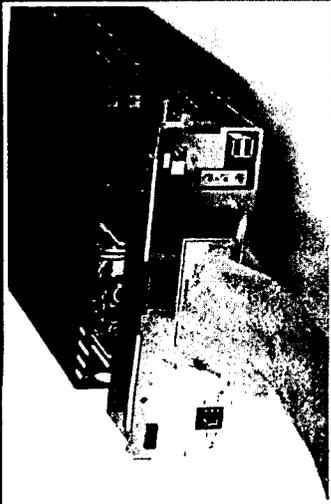
Hard Disk 30GB IDE 5400RPM



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Retail Blade™ 2

The Mainstream Solution

The Retail Blade™ solution for multichannel and higher volume retailers with a need for high performance on the counter top. A fully proofing approach to current needs and confidence that small simple changes are necessary to have your POS capability grow with a retailer's unique needs.

Retailers can place the precise level of performance needed - right where it is needed - and if requirements change, the Retail Blade™ simply addresses the changing requirements.

Now that's simply smart!

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Retail Blade™ 2: Specifications

Mainstream performance and functionality coupled with the advantages of Retail Blade™ technology



CPU: Intel® Celeron® 2.5GHz Socket 478

Main Memory: 64 MB DDR SDRAM, slots up to 2 GB

System Chipset: North Bridge: Intel® 865GV South Bridge: Intel® 865G

BIOS: Award BIOS with Advanced Configuration and Power Management (ACPI) BIOS

Graphics: Intel® 865GV Chipset with Integrated Intel® Graphics Accelerator

Power On/Off Control: System-side remote power On/Off (ATX 9945) Control

Power Control: 24VDC to 5V Power Inverter

CompactFlash: bootable compact flash card (Type I) on optional device

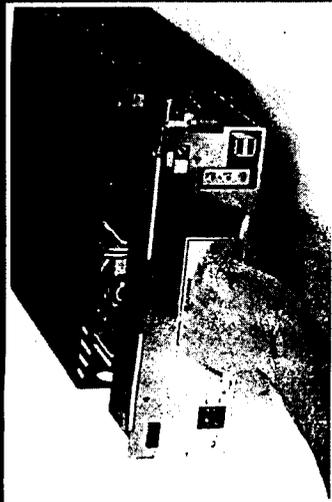
Hard Disk: 8GB IDE 5400 RPM

Diagnostics: On-board DigiPos Diagnostics Software



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Retail Blade™ 3

The Performance Solution

The Retail Blade™ for sophisticated retailers who desire high performance to support complex multi channel highest volume environments. Growing retailers who appreciate the need for the most flexibility will appreciate the number of options for mixed implementations.

Retailers can place the precise level of performance needed - right where it is needed - and if requirements change, the Retail Blade™ simply addresses the changing requirements.

Now that's simply smart!

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Retail Blade™ 3: Specifications

High End PoS client performance with the unique advantages of the Retail Blade™ Host



CPU: Intel® P4 2.4GHz Socket 478

Main Memory: 64 Pin DDRAM 2 slots up to 2GB (400MHz)

System Chip Set: North Bridge: Intel® 865G South Bridge: Intel® ICH5

BIOS: Award BIOS With Enhanced ACPI / AP5 / AP4 / APM / ACPI / P5 / bus2 / OnBoard DRAM ECC

Graphics: Intel® 865G AGP up to 64MB using Intel® Extreme

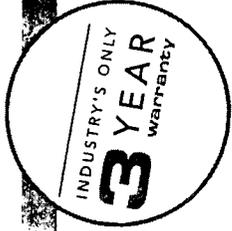
Power On/Off Control: System side Remote Power On / ATX Trigger Control

Power Control: 24V DC to ATX Power Inverter

Compact Flash: Bootable Compact Flash Card (Type I/II) on daughter board

Hard Disk: 10GB EIDE 7200RPM or 80GB SATA 7200RPM (option)

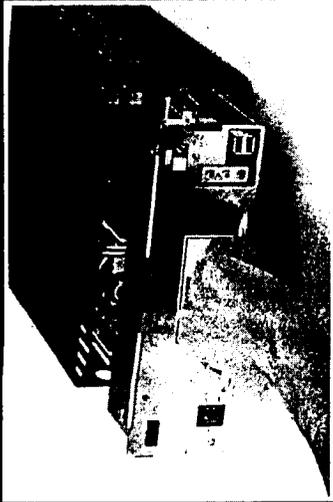
Diagnostics: On-board DigiPos Diagnostic Software



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Retail Blade™ 4

The Workstation

The highest performing Retail Blade™ with an open technology road map providing access to future enhancements when introduced to the industry. The complex retailer who is placing more of the store management applications out onto the counters will appreciate support for video, DVD/CD-ROM, and numerous other functions.

Retailers can place the precise level of performance needed - right where it is needed - and if requirements change, the Retail Blade™ simply addresses the changing requirements.

Now that's simply smart!

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Retail Blade™ 4: Specifications

The highest performance available in a Retail specific POS Workstation



CPU

Intel® Pentium® 4 8GHz Socket 479

Main Memory

3GB PC DDRAM (2x1GB + 1GB) (2GB Max)

System Chip Set

Northbridge Intel® 865GV
Southbridge Intel® ICH5

BIOS

Award BIOS with Management (CMOS) Setup / Power Management /
PCI bus / LAN / Onboard SATA

Graphics

Intel® 865GV AGP up to 5x16MB using Intel® Extreme

Power On / Off Control

System side remote power button / ATX Irigger Control

Power Control

24V DC (ATX) Power Inverter

Compact Flash

Bootable Compact Flash (SPI) type / 16MB / 32MB / 64MB

Hard Disk

80GB SATA 7200RPM

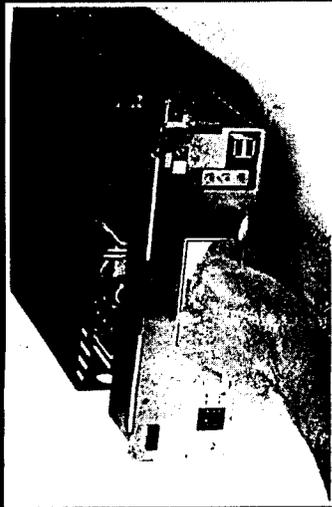
Diagnostics

On-board Diagnostics / Diagnostic Software



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Retail Blade™ 5

The Server

The powerful server solution in the unique Retail Blade™ format. The open platform concept of the Retail Blade allows for an easy upgrade path as new technologies are introduced. It also allows for an optional dual hard disk in order to store important data and backup precious information gathered from POS transactions.

Retailers can place the precise level of performance needed - right where it is needed - and if requirements change, the Retail Blade™ simply addresses the changing requirements.

Now that's simply smart!

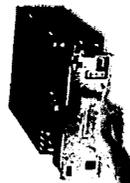
RETAIL BLADE™

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Retail Blade™ 5: Specifications

Advanced server functionality on a common Retail Blade™ platform



CPU

Intel® P4 2.8GHz Socket 775

Main Memory

18.4Gb DDRAM x 2 slots up to 15.36GB (1000MHz)

System Chip Set

North Bridge: Intel® 865G
South Bridge: Intel® ICH7

BIOS

Award BIOS With Enhanced ACPI / APM / SMM /
PCI bus 2.1 / OnNow / DRAM ECC

Graphics

Intel® 865GV AGP up to 512MB using Intel® Extreme

Power On/Off Control

System side Remote Power On / X-Trigger Control

Power Control

24VDC to ATX Power Inverter

Compact Flash

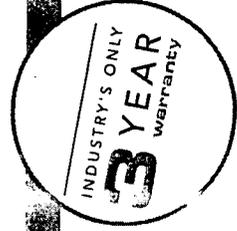
Bootable Compact Flash Card (Firmware / BIOS) on daughter board

Hard Disk

1Mb 120GB S-ATA 7200RPM with on-board RAID interface

Diagnostics

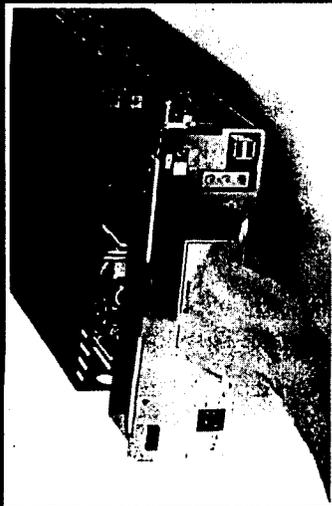
On-board DigiPos Diagnostics Software



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Retail Blade™ Thin Client The Foundation

The Retail Blade™ Thin Client is yet another flexible choice for retailers who like the benefits of thin client/server computing architectures but appreciate the need for counter-top performance. An inexpensive option for POS system deployment with the advantages of in-store self maintenance and upgrade-ability. Retail Blade™ can be either

THIN or THICK.

Retailers can place the precise level of performance needed - right where it is needed - and if requirements change, the Retail Blade™ simply addresses the changing requirements.

Now that's simply smart!

RETAIL BLADE™

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Retail Blade™ Thin Client: Specifications

Advanced connectivity and upgrade-ability, low total cost output



CPU

Intel® Xeon® processor

Main Memory

512MB

System Chipset

North Bridge: Intel® 865GV
South Bridge: Intel® 82801GB

BIOS

Award BIOS with Enhanced ACPI / APV / Down Load /
PnP / BIOS / On Now / BIOS / etc

Graphics

Intel® 865GV AGP 16MB / 512MB / 512MB / Intel® Extreme

Power On / Off Control

System Side Remote Power On / Off / Trigger Control

Power Control

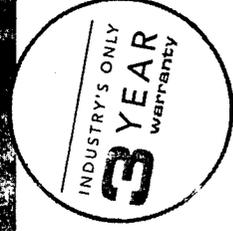
24 x 24 x 100 WPA Inverter

Compact Flash

Beepable compact flash card - 1Gbps / 11.5m / daughter module

Hard Disk

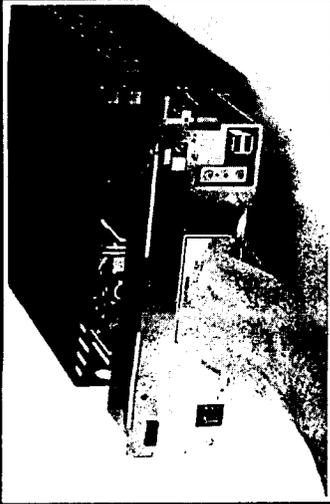
N/A



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Retail Blade™ iBox 46xx Migration Solution

The iBox Retail Blade™ is designed for IBM installed customers desirous of choices, options and a migration strategy to more flexible high performance POS. The Retail Blade™ Host provides a foundation to facilitate the move to open Windows and/or Linux environments that deliver better price performance. Integrations are simpler. Deployments are simpler. Maintenance is simpler. Retail Blade™ is simpler.

Retailers can place the precise level of performance needed - right where it is needed - and if requirements change, the Retail Blade™ simply addresses the changing requirements.

Now that's simply smart!

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Retail Blade™ iBox: Specifications

The ability to update legacy POS systems at a fraction of the cost of full replacement

CPU

Intel® Celeron® 2.0GHz, Socket 478

Main Memory

1GB DDRAM x 2 slots, up to 2GB (533MHz)

System Chip Set

North Bridge: Intel® 865G
South Bridge: Intel® ICH5

BIOS

Award BIOS with Enhanced ACPI / PnP / APM / DMI / SCS /
PCI bus 2.1 / OnNow / DRAM ECC

Graphics

Intel® 865 GV AGP up to 64MB using Intel® Extreme

Power On/Off Control

System side Remote Power On / AWX Trigger Control

Power Control

24V DC to AC Power Inverter

Compact Flash

Bootable Compact Flash Card (Type I/II) on daughter board

Hard Disk

40GB IDE 7200RPM or 80GB SATA 7200RPM (option)

Diagnostics

On-board DigiPos Diagnostic Software



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DigiPoS Systems Group

Your unique needs are our product requirements. At DigiPoS Systems, our research and development is driven by what our customers tell us they want. Just like you, we recognize if we stop giving our customers what they want, they stop being our customers. Rely on the only global POS systems provider who exclusively serves the retail market. We don't do anything else. We're simply the best at what we do.

DigiPoS Systems, part of the International Retail Solutions Group, is a retail POS designer and manufacturer of innovative solutions for the retail industry. With over 100,000 systems installed in over 16 countries - in just over 10 years - the global markets are voting with their wallets and DigiPoS Systems is a name you simply won't soon forget.

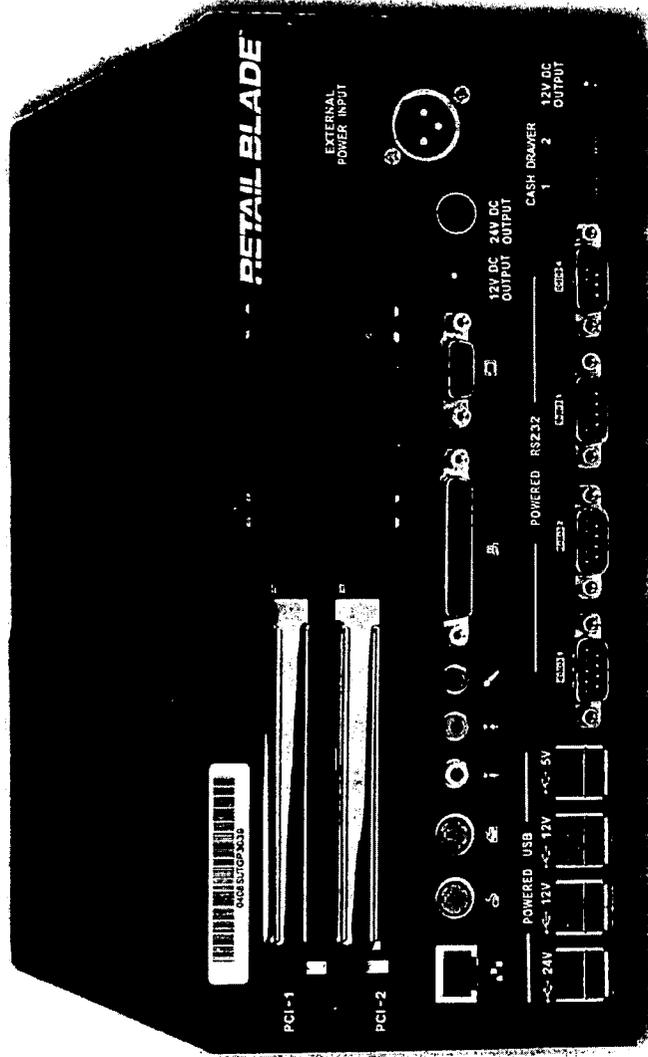


Our Customers

Adams	Celtic Football Club	Harvey Nichols	Mothercare	Schuh
Aer Rianta	Circuit City	Hobbs	Oasis	Spar
Aldiss	Claire's	Jessops	OK Foods	SSG
Awear	Defi Mode	Jigsaw	Paul Smith	Ted Baker
B Wise	DKNY/Fossils/Skechers	K's Merchandise	Peacocks	TGI Fridays
Beaverbrooks	ecco shoes	Klix	Pets at Home	The Co-operative Group
Benny's	English Heritage	Kurt Geiger	Pharmatechnik	Virgin Mobile
Bewise	Escada	Liberty	Phase 8	Vision Express
Brown Thomas	EstØe Lauder	Little Chef	Primark	Vodacom
Cache Cache	Expert	Londis	Rangers Football Club	Value Drug Mart
Canal Walk	Fat Face	Mackays	River Island	Warner Brothers
Caviar House	Fenwick	Madame Tussauds	Roches	WHSmith
CBS	Granada Retail	Majestic Wine	Russell & Bromley	Yates

RETAIL BLADE™

The Backplane (Connectivity)



Our Foundation

When the company was established in the early 90's, it was apparent that hardware was fast becoming the poor relation to the more exotic world of software development. The lack of focus on truly open Point of Sale products was leading to a 'me too' systems environment which created precious little added value for the Retail channel resellers. It was further apparent that most mainstream PoS manufacturing design was far too constrained, since it failed to exploit best practice synergies that were well established in the broader computing technology sector. This constraint led in turn to PoS designers adopting a closed system strategy that focused on methods to lock in retailers at the hardware level whilst simultaneously competing with independent vendors in the rapidly emerging software development businesses. My vision was then to develop a global business that was totally committed to providing open PoS systems that preserved the long-term value of retail technology for developers and Retailers alike.

Almost 10 years after setting these goals, the DigiPoS Systems Group now represents an exceptional testament to those beliefs. Today, we continue to see the enduring benefits enjoyed by retailers who are using and evolving our open technology DigiPoS platforms across a diverse range of demanding Retail systems environments. Features such as IP based diagnostics and PoS specific power management, ensure that our systems really are built to last and meet the criteria of 'Retail by design'.

I truly believe that this unprecedented success is a direct reflection of the customer driven demand for innovative solutions and superior service. Exceeding this demand for excellence has always been the goal of our dedicated and experienced international team and our growth has been founded on our ability to offer these benefits to retailers across the globe.

We are continuing to deliver our vision by ensuring that our company, products and services, continue to exceed market expectations. From the outset we have been, and will remain, technology experts operating solely in the store systems business. This strategy ensures that other market sector interests do not dilute our organizational IQ and knowledge base. Our determination to remain a Retail only focused group has now distinguished DSG as one of the leading specialist suppliers in the PoS market worldwide.

Our future goal is to deliver the benefits of emerging technology such as RFID, Biometrics and Wireless PoS by continued investment in leading edge design. This coupled with the solid experience of our team of over 300 staff and more than 1500 specialist resellers, will ensure we continue to provide an environment of confidence and surety in our products and in our business. Our simple aim is to provide our partners with Retail systems that have a low cost of ownership, but without sacrificing quality or functionality.

If you are an existing client of our group, I thank you for your loyalty and support, if you are newly introduced to our business, I urge you to engage our specific country management team and challenge them to exceed your own expectations. You will find a wealth of local knowledge of your particular Retail sector and you can rely upon the fact that your business can call upon an international support team that is unrivalled in the Retail market today.



Graham Worsfold
Founder

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Fax: +886 222 64052



Email: info@digipos-systems.com Web: www.digipos-systems.com

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This is Exhibit^E..... referred to in

APPENDIX 1

to the Applicant's Reply to Opposer's

First Set of Requests for Production of Documents

Ex. #	<u>25</u>
Exam of	<u>Mark Keaper</u>
	<u>Digi</u> vs <u>Digi POS</u>
On	<u>Jan. 12/07</u>
TRIUNE REPORTING SERVICE LONDON, ONTARIO	

**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD**

DIGI INTERNATIONAL, INC.)	
)	Opposition No. 91163719
vi.)	
)	Re: Serial No.
)	76561858
)	
DIGIPOS SYSTEMS INC., formerly)	
PC-POS (NORTH AMERICA) INC.)	

**EXHIBITS 26 - 41 REFERRED TO IN THE DEPOSITION
TRANSCRIPTS OF MARK WALTER LEAPER**

<u>TAB NO.</u>	<u>DESCRIPTION</u>	<u>EXHIBIT NO.</u>
26.	Printout of website located at www.digipossystems.com Which refers to DigiPos products and services	26
27.	Photocopies of business cards and letterhead of DigiPos Systems Inc.	27
28.	Press Release – Commercial Success	28
29.	Press Release – New Point of Sale Technology Press Release – New Product Release	29
30.	Advertising of DigiPos Systems Inc. POS Systems	30
31.	Press Release - DigiPos Systems is the winner of The Microsoft 2005 Global Technology Innovation Award.	31
32.	Appendix One, Exhibit "M"	32
33.	Appendix One, Exhibit "N"	33
34.	Appendix One, Exhibit "O"	34
35.	Appendix Two, Tab Seven	35
36.	Appendix Two, Tab Nine	36

37.	Appendix Two, Tab Ten	37
38.	Appendix One, Exhibit "G"	38
39.	DigiPoS Abstracts	39
40.	Photograph of whiteboard drawing done by Mr. Leaper	40
41.	Two brochures showing DigiPoS logo	41

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This is ExhibitF..... referred to in

APPENDIX 1

to the Applicant's Reply to Opposer's

First Set of Requests for Production of Documents

Ex. #	<u>210</u>
Exam of	<u>Mark Leaper</u>
	<u>Digi</u> vs <u>DigiPos</u>
On	<u>Jan. 12/07</u>
TRIUNE REPORTING SERVICE	
LONDON, ONTARIO	



The Company

DigiPoS Systems Group, established in 1994, was formed with a very clear vision: to bring to retailers high technology solutions critical to their success. The traditional hardware options were often hybrid, based systems, that had evolved from the significant IT growth in the 1980's. It was recognized that retailers needed:

- A dedicated, specialist retail technology company
- Technology that was developed to meet their specific needs
- Unraveled service and support from a single organization committed to the sector

The opportunity was clear - to deliver systems, service and support that was aimed specifically at the special needs of retailers - to bring retail technology solutions, by design. 10 years on and with a new identity under the International Retail Solutions Group, the company has witnessed exceptional growth born out of demand from retailers for the company's new technology and specialist retailer support. Now spanning five continents the business has continued to meet the needs of retailers, providing innovative solutions, backed up by first class customer service. The DigiPoS suite of 'Designed for Retail' solutions have established a reputation within the sector for innovation and value - as thousands of retailers have adopted the new performance standards the systems deliver.

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DigiPoS
SYSTEMS

And the winner is.....

RETAIL BLADE™

Microsoft Selects DigiPoS as Global Winner of
Technology Innovation Award - Partner of the Year

Microsoft | Partner Program

[Read Press Release >](#)



DigiPoS Technology

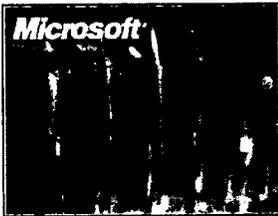
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Support

Partners

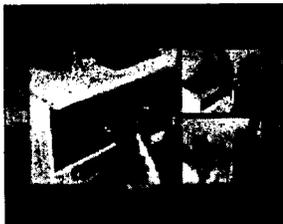
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**THIS JUST IN: Microsoft Selects DigiPoS as Global Winner of
Technology Innovation Award - Partner of the Year**

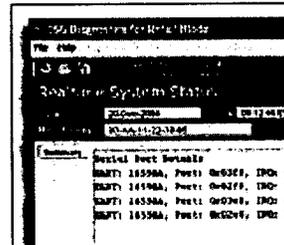
July 11th, 2005

During their annual Worldwide Partner Conference, Microsoft recognized DigiPoS Systems Group to receive their Technology Innovation award, acknowledging the ground-breaking DigiPoS Retail Blade technology, which was released earlier this year, for the point of sale market.



**Digipos Retail Blade:
Fundamentally changing the way
Retailers approach PoS
deployment (Video Clip)**

See the revolutionary Retail Blade and understand why thousands of systems are being installed across the Globe - cutting edge technology for Retail with a 10 Year Warranty.



**FOR IMMEDIATE RELEASE:
GLOBAL SYSTEMS MANAGER -
(GSM) Real-time remote POS
system monitoring alerts!**

The **only** software in the industry who can locally AND remotely access and assess the POS system health as well as connected peripherals attached to the POS via the web.



**FOR IMMEDIATE RELEASE:
DigiPoS Systems scores
Tottenham contract for Point of
Sale revamp**

May, 2005

Premiership Football Club, Tottenham Hotspur have selected DigiPoS, the leading Retail Solutions provider, to deliver a new PoS platform for their six retail outlets.



**FOR IMMEDIATE RELEASE:
NEXT selects new Retail Blade
solution from DigiPoS for EPoS
revamp**

April, 2005

Since January, NEXT have been implementing DigiPoS Retail Blade systems in their stores, following a successful pilot which began in October 2004 in the Northampton

store....>>



FOR IMMEDIATE RELEASE:
Majestic wine completes POS roll-out

June, 2005

Britain's leading wine warehouse retailer announced today that they have completed the roll out of 250 leading-edge DigiPoS PowerPoS systems across Majestic's 122 store estate.

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SYSTEMS

DigiPoS Technology

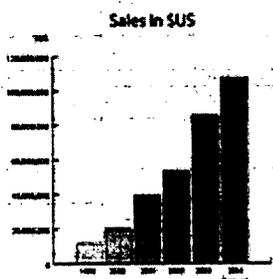
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Key Achievements

Year	Milestone
1994	PC-POS Limited commenced operations in Basingstoke
1999	PC-POS Inc set-up in May 1999 PC-POS Germany GmbH set-up in June 1999 PC-POS Australia acquired in November 1999
2000	PC-POS France acquired in January 2000 PC-POS Scandinavia acquired in June 2000 as a part of PC-POS Nordic Kassen-Dietrich acquired in November 2000 as a part of PC-POS GmbH PC-POS Taiwan Electronics Corp set-up in November 2000 Vista Retail Support Ltd acquired in December 2000 as a part of PC-POS Ltd
2001	PC-POS North America Inc set-up in September 2001
2002	PC-POS (Europe) Ltd set-up in January 2002 PC-POS (Nordic) AB acquired in March 2002
2003	Real Time Control Ltd acquired from NSB Retail in April 2003 Management buyout in August with Barclays Private Equity Group and name change to DigiPoS Systems Group in April 2003

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DigiPoS
SYSTEM

BUSINESS

DigiPoS Technology

Products

Services

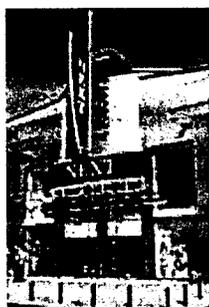
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Recent News

Upcoming Events



NEXT: DigiPoS Retail Blade installed across stores

- **Major UK fashion Retailer NEXT first to do a complete rollout of the DigiPoS Retail Blade**
- Next selects Retail Blade for EPOS revamp
- **Rhode Island Retailer Benny's experiences increased productivity since deploying DigiPoS as their POS...(more)**
- **DigiPoS Systems is selected to become an official EPSON ACCLAIM PARTNER**
- **CLAIRE'S Stores Inc. selects DigiPoS for their POS System in Europe!...(more)**
- **DigiPoS Systems Group announces it's growth into the Asian POS market...(more)**

Press Room:

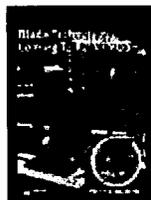


POS Overhaul Improves Inventory Management

Integrated Solutions for Retailers, May 2005

Written by Kristen Chapin

Value Drug Mart replaced its stores' POS hardware and software to create a single environment and enable more-informed inventory and replenishment decisions.



Blade Technology Coming to Retail POS

Retail Info Systems News covers the Retail Blade

RIS NEWS, January, 2005

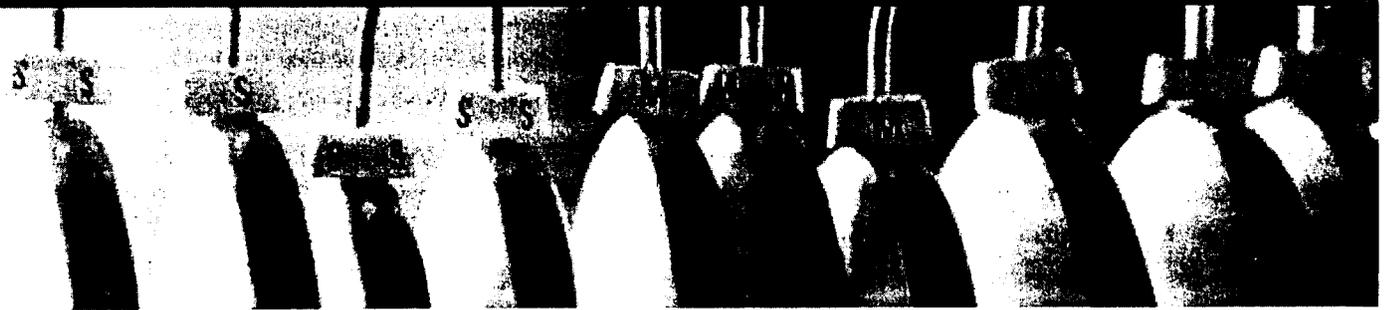
Written by Bob Calandra

Turn POS Data Into Intelligence

Escada Canada's revamped store systems give executives there a crisp view of present, and future sales, inventory, and customer data



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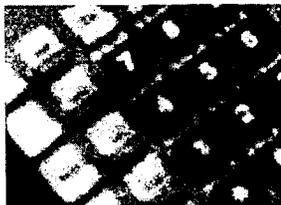
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SYSTEMS

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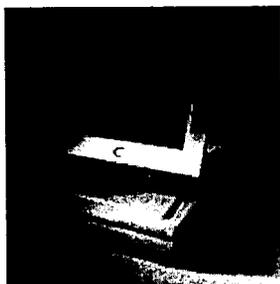
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DigiPoS Technology

• What is a DigiPoS?

The DigiPoS range of systems are purpose-built retail and hospitality point of sale (pos) computers.

Their design was created out of a need for flexible POS solutions, allowing retailers to customize their systems to fit their specific needs, thus reducing costs and increasing their return on investment.

NEW!

RETAIL BLADE

INDUSTRY'S ONLY

3 YEAR
warranty

The DigiPoS does this by offering a wide range of features such as an external power supply (that can easily be swapped out in case of failure), powered serial ports (increased connectivity to other pos devices), internal fuses (to block mother board failures as a result of power spikes), as well as added security and cable management features.

In addition, and most importantly, it comes with the DigiPoS Diagnostics software to locate and diagnose failures in seconds (even before it happens!) saving valuable time and money for tech support call out.

We stand behind the DigiPoS range of systems and peripherals so much that we have backed each system up with the industry's only **three-year warranty program**, which demonstrates our commitment in providing high quality POS hardware for even the most demanding environment.

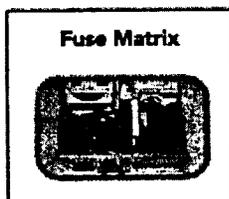
FEATURES & BENEFITS:



Embedded on the 8MB Disk on Chip which ships with every DigiPoS base is a diagnostic utility called **The Global Systems Manager** that will provide significant information about the DigiPoS base unit and peripheral devices. Because it boots directly from the disk on chip, this utility can eliminate software/hardware finger pointing by determining if a peripheral device is operating properly external to the application and operating system. In addition, this feature is extremely useful for improving service levels and depot repairs because it allows the right component or part to arrive at the store after a simple phone call.



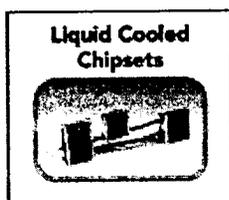
The DigiPoS power supply is an external unit for a number of reasons. First and foremost, it allows for a smaller footprint base unit while still providing ample power for the base unit and all of the peripheral devices (a 250 watt power supply is standard, compared to 40-80 watts from a traditional PC). The second reason for the external unit is the ease of replacement. The power supply in any PC or POS terminal is the single largest point of failure. By making it external to the unit with a positive latching connector, it is simple to replace in the event of a problem and completely secure when connected to the unit.



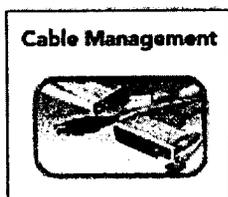
Unfortunately, power spikes, brownouts and static electricity are all unavoidable hazards. The consequences of power related problems on computer equipment are significant and sometimes costly since inevitably the motherboard that is affected by the event. The DigiPoS system employs a bank of fuses built into the board to minimize the impact of such events. Should a power surge or static hit the DigiPoS, one of the internal fuses will blow before damage to the motherboard or other internal circuitry can occur. The fuses themselves are standard automotive fuses, which are both readily available and inexpensive compared to the alternative of a blown motherboard. In addition, this feature also protects all RS232 connected peripherals.



One of the many drawbacks of using a standard PC / Cash drawer configuration is that each peripheral device requires its own external power supply. The DigiPoS system provides four powered serial ports that allow power to be provided to each connected device through the existing inter-cable. This feature eliminates the need for individual power supplies and reduces the number of cables at the point of sale in half. Not only does this provide a more efficient configuration, it will improve reliability by reducing the number of cables required.



In creating a retail specific terminal, it is extremely important to understand the possible environments where the unit will be required to function. POS base units are often installed in poorly ventilated areas or have otherwise obstructed airflow to and from the unit. This fact, along with the increased heat generated by newer CPU chipsets can produce overheating problems with standard PC cooling technology. DigiPoS' unique liquid cooling technology radiates heat away from the CPU and graphics chipsets, keeping them far cooler than a traditional cooling fan approach.



Powered serial ports eliminate the need for external power supplies. Taking a step further, DigiPoS Systems has created cable sets that allow for further reduction in cabling and better identification of the cables that are required. For example, a typical receipt printer requires a power cable, an interface cable and a cash drawer kick cable. DigiPoS Systems has developed a single cable that houses all three functions. The cable is easily identified and therefore makes telephone support significantly easier along with the obvious reduction of clutter and mess behind the register. An optional rear cover for the DigiPoS system adds to the management of cables and reduces the chance of prying eyes and hands removing a cable from the back of the unit.

For above counter installations, this is often a necessity.



As retail space becomes more expensive, it is increasingly important that available space be used to its fullest potential. The DigiPoS system enable retailers to choose a powerful, retail purpose-built open platform that req a minimum of space. At 11" x 11" x 3", the DigiPoS system is ideal for wh valuable inches are at a premium.

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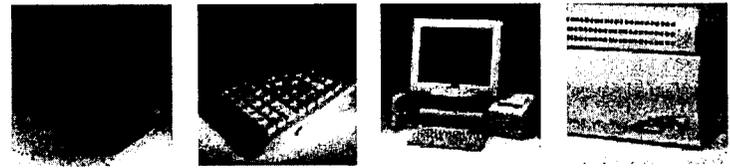
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DigiPoS for Retail | DigiPoS for Hospitality

[DigiPoS Power PoS](#) . [DigiPoS iBox](#) . [DigiPoS Thin Client](#) . [DigiPoS Retail Blade](#) . [DigiPoS Touch PoS](#)

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DigiPoS Systems Services

From day one DigiPoS Systems' intention were set out to provide a unique brand of service combining quality with excellent response times.

Over the years the ethos of the company has remained intact with service and quality being the main priorities. We strive to exceed our customers expectations and always seek to improve the products a services we offer.

The fundamental difference that separates us from the rest is that we are small and flexible enough to be able to react quickly to change but are large enough to handle significant product quantities with n change to our processes.

Some of the services we have to offer our customers are:

- Gold Disk Imaging & Replication Services
- COM port configuration
- Scanner configuration for barcoding
- Installation of additional PCI cards
- Inputing lane/store IP addresses
- Specialty Labelling
- Customer specific tracking and reporting software
- and much more!

Ask your account rep for more details on what other services we have to offer you.

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DigiPoS
SYSTEMS

DigiPoS Technology

Products

Services

Support

Partners

Case Studies

Drivers and Utilities

Manuals

Partner Support Login

RMA

Remote Diagnostics Login

DigiPoS Support & Downloads

Drivers & Utilities

Here you will find a variety of product drivers and operating materials. Should you require more special assistance of a technical nature please call our **Technical Support Team at 1-866-847-2767** for further assistance.

Manuals

For your reference, we have placed a number of downloadable operating manuals for many of the DigiPoS products and peripheral range.

Partner Support Login

For those clients who access to our customer support portal. You may also register for a password to enter this part of the site, or call 1 866 847 2767 to request a log in.

RMA

On the rare occasion that you need to return one of our products for maintenance, you may use our online RMA form to generate your RMA number.

Diagnostics

This will take you outside our website to our exclusive remotely hosted DigiPoS Diagnostics program. must have a pre-approved password in order to log in to this site.

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DigiPoS
SYSTEMS

dione

CISCO SYSTEMS

Metrologic

EPSON
Fast only for Retail

Microsoft

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Key Partners

Partners have been an integral part in the growth of the DigiPoS Systems Group. Collaboration on technology development, cooperation over specific projects and refining the services and offering to retailers have all been enhanced through relationships with organizations across the spectrum.

Partner relations range from training through to peripheral supply and to systems and support - services that ensure retailers across the globe have the confidence of carefully selected specialist partners that worked alongside the group.

At DigiPoS Systems North America, we value and celebrate the relationships and the offerings our partners give to enhance the POS industry. Please see a selection of our valued partners and their offering by visiting their website.

Software



JPMA:

JPMA is a worldwide supplier of Point-of-Sale software to the retail industry. More than 126,000 lanes operate JPMA designed software throughout the world.
www.jpma.com



MAGSTAR:

A leading provider of retail enterprise systems to small to mid-sized hard/soft line operations throughout North America and the Caribbean. Selected for four consecutive years to the RIS News Leaderboard.
www.magstarinc.com

RAYMARK:

Raymark provides the Xpert-Series(tm) integrated retail suite and proven experience in the areas of implementation, training and customer support.

RAYMARK

Modules include merchandise management, POS, planning and reporting real-time environment.

www.raymark.com

SDI:

SDI is dedicated to the development, implementation and support of full integrated retail solutions that are designed to reduce store operating costs, increase management effectiveness and provide the best possible shopping experience for the customer.

www.sdiretail.com

Hardware

**EPSON:**

Epson is one of the leading suppliers of advanced POS technology solutions and services for a wide range of industries including retail, banking, hospitality and supermarkets.

www.pos.epson.com

**TIPRO:**

A global leader offering a full range of programmable keyboards that can be combined with various modular user identification, pointing devices and readers.

www.tipro.net

**PREH:**

With our standard keyboards, OEM keyboards, keypads and touchscreen are a partner for individual customized solutions. Furthermore, Preh has a great deal of know-how and many years of experience in OEM and project solutions.

www.preh.com

**METROLOGIC:**

We are experts in optical image capture and processing solutions. We utilize our expertise to design, manufacture and market sophisticated imaging and scanning solutions serving a variety of point-of-sale, commercial and industrial applications.

www.metrologic.com

Service and Support

**AM/PM SERVICE:**

AM/PM Service, one of Canada's largest Point of Sale (POS) companies, provides point of sale systems, POS software, and POS support. AM/PM Service is a privately held company and was founded in July 1987. We currently provide on-site service in excess of 20,000 customers with 50

Point of Sale systems, scanners and retail automation systems.
www.ampmservice.com



SOURCE SUPPORT:

Source Support Services provides one source to meet all our customers' outsource computer support needs. We do this through cost-effective IT management of our clients' hardware infrastructure. This saves time and money by having one source to insure that computer system repairs are handled in a timely and efficient manner.

www.sourcesupport.com

VAR and Channel Partners

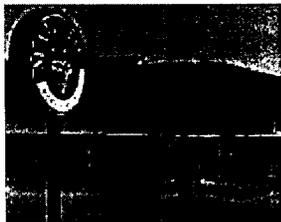


BlueStar:

BlueStar is the #1 Solutions-based distributor of specialty electronics solutions. Value Added Resellers that service the point-of-sale, security and automation identification vertical markets. BlueStar, BlueStar Canada and BlueStar Latin America work with value-add partners to bring new and proven technology to the commercial enterprise. BlueStar is committed to doing Whatever it Takes to help grow the business of our VAR partners.

www.bluestarinc.com

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[WH Smith](#)
[Circuit City](#)
[Oasis](#)
[Claire's](#)
[Game](#)
[Benny's](#)


Case Studies

Majestic Wine

Founded in 1981, Majestic Wine Warehouses began with just two outlets in London. A successful retailing formula however, has now seen stores open the length and breadth of the country since that time - culminating in Majestic being selected as Wine Retailer of the Year for 2002 and 2003.

To meet their expanding requirements, Majestic selected DigiPoS to provide the EPoS technology backbone for the business - a contract that was awarded in recognition of the technology expertise and innovation that the DigiPos team were able to provide at the early stage of specifications and discussion. Now as Majestic continues to expand, opening some 8-10 outlets annually, the DigiPos Epos solution has been adopted as the de facto standard for the group.

Jim Bendon, information technology director for Majestic, summarised the relationship and experience working with DigiPos: "The service and support we have received since day one has delivered a great deal of confidence in the whole of the DigiPoS Group. It's meant that when we open a new outlet we be sure of our technology and the backup service that's behind it - all elements that have been critical to our continued expansion."

In 2003 as the requirements for Chip and Pin have become increasingly clearer, the two companies have continued to work closely in partnership to ensure not just the correct strategy for the Wine Retailer but the detailed practical implementation. Jim Bendon from Majestic again summarised: "The Professional Services team from DigiPoS have continued to provide every level of assistance in the assessment of our requirements, leading to a very comprehensive solution."

As Majestic continues its expansion into France and other regions, the DigiPoS solution will continue to be at the centre of both the IT requirement and solution for the group.

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DigiPoS Support & Downloads

General

Keyboards:

- Tipro keyboard programming utility (ZIP 2.6Mb)

LCD Support:

- Elo Touch Driver (EXE 2.07Mb)
- Micro Touch Driver (EXE 3.81Mb)

DigiPoS

99 - 2K:

- DigiPoS 99, 2K Weights & Measures Scale Approval (PDF 35Kb)
- **Chipset:** Device driver for IDE interface (ZIP 775Kb)
- **Disk On Chip** utility software (ZIP 152Kb)
- **Hardware Monitor:** Bios monitoring software for **Windows 2000** (ZIP 1.3Mb)
- **Hardware Monitor:** Bios monitoring software for **Windows 9x** (ZIP 1.3Mb)
- **LAN:** Network interface software. All operating systems (ZIP 2.7Mb)
- **Video:** Video drivers for **Linux** (ZIP 1.2Mb)
- **Video:** Video drivers for **Windows 2K** (ZIP 127Kb)
- **Video:** Video drivers for **Windows 95** (ZIP 9.8Mb)
- **Video:** Video drivers for **Windows 98** (ZIP 9.8Mb)
- **Video:** Video drivers for **Windows NT** (ZIP 120Kb)

Millennium:

- DigiPoS Millennium Weights & Measures Scale Approval (PDF 603Kb)
- **CD-ROM:** Various drivers for CD-ROM's (ZIP 536Kb)
- **Chipset:** Chipset drivers set, must be installed immediately after OS installation (ZIP 1.1Mb)
- **Disk On Chip** utility software (ZIP 152Kb)

- **LAN:** Network interface software. All operating systems (ZIP 2.7Mb)
- **Sound:** Sound card drivers. All operating systems (ZIP 4.6Mb)
- **Video:** Video drivers for **Linux** (ZIP 1.4Mb)
- **Video:** Video drivers for **Windows NT4** (ZIP 3.8Mb)
- **Video:** Video drivers for **Windows 2K and Windows XP** (ZIP 4Mb)
- **Video:** Video drivers for all versions of **Windows 9x & ME** (ZIP 4.6Mb)

UTC:

- **CD-ROM:** Various drivers for CD-ROM's (ZIP 536Kb)
- **Chipset:** Chipset drivers set, must be installed immediately after OS installation (ZIP 53Kb)
- **Disk On Chip** utility software (ZIP 439Kb)
- **LAN:** Network interface software. All operating systems (ZIP 2.7Mb)
- **Sound:** Sound card drivers. All operating systems (ZIP 2.1Mb)
- **Video:** Video drivers for **Linux** (ZIP 5.4Mb)
- **Video:** Video drivers for **Windows NT4** (ZIP 312Kb)
- **Video:** Video drivers for **Windows 2K and Windows XP** (ZIP 115Kb)
- **Video:** Video drivers for all versions of **Windows 9x & ME** (ZIP 420Kb)

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DigiPoS Support & Downloads

General

OPoS Training:

- OPOs Training Manual (Zipped Word Doc 42Kb)

DigiPoS

DigiPoS 3000:

- DigiPoS 3000 Technical Manual (PDF 1.8Mb)

DigiPoS Millennium:

- DigiPoS Millennium Brochure (PDF 3Mb)
- DigiPoS Millennium User Guide (PDF 640Kb)
- DigiPoS Millennium Technical Manual (PDF 2.1Mb)

Epson

TM-H5000:

- TM-H5000 Troubleshooting Guide (PDF 102Kb)

TM-L60II:

- TM-L60II Troubleshooting Guide (PDF 92Kb)

TM-T88II:

- TM-T88II Troubleshooting Guide (PDF 82Kb)

TM-U210:

- TM-U210 Troubleshooting Guide (PDF 81Kb)

TM-U295:

- TM-U295 Troubleshooting Guide (PDF 84Kb)

TM-U375:

- TM-U375 Troubleshooting Guide (PDF 96Kb)

TM-U590:

- TM-U590 Troubleshooting Guide (PDF 85Kb)

TM-U675:

- TM-U675 Troubleshooting Guide (PDF 104Kb)

TM-U950:

- TM-U950 Troubleshooting Guide (PDF 99Kb)

Metrologic**7600:**

- 7600 User Guide (PDF 4.7Mb)

IU860:

- IU860 User Guide (PDF 562Kb)

IU951:

- IU951 User Guide (PDF 2Mb)

IU6130:

- IU6130 User Guide (PDF 850Kb)

IU6520:

- IU6520 User Guide (PDF 403Kb)

IU6720:

- IU6720 User Guide (PDF 2.3Mb)

IU7120:

- IU7120 User Guide (PDF 1.9Mb)

IU7220:

- IU7220 User Guide (PDF 6.6Mb)

IU7320:

- IU7320 User Guide (PDF 6Mb)

IU9500:

- IU9500 User Guide (PDF 2.5Mb)

MIC 2:

- MIC2 User Guide (PDF 1.5Mb)

Pulsarc 2:

- 7600 User Guide (PDF 217Kb)

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APPENDIX 1

to the Applicant's Reply to Opposer's

First Set of Requests for Production of Documents

Ex. #	<u>21</u>
Exam of	<u>Mark Leaper</u>
	<u>Digi</u> vs <u>DigiPos</u>
On	<u>Jan. 12/07</u>
TRIUNE REPORTING SERVICE LONDON, ONTARIO	

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BUSINESS CARD



Mark Leaper
President

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W: www.digipos-systems.com



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This is Exhibit^I..... referred to in

APPENDIX 1

to the Applicant's Reply to Opposer's

First Set of Requests for Production of Documents

Ex.#	<u>28</u>
Exam of	<u>Mark heaper</u>
	<u>Digi</u> vs <u>DigiPos</u>
On	<u>Jan. 12/07</u>
TRIUNE REPORTING SERVICE LONDON, ONTARIO	

\$0 to \$100 million sales in just under 9.8 Years!



For Immediate Release

Friday, October 31, 2003

Contact: Shayna Miller - 905 319 9750

Retail Hardware and Support specialists DigiPoS Systems Group who's Head Office is in Basingstoke, UK, has announced results for Financial Year ending August 2003 - showing sustained, profitable growth from sales revenues in excess of \$100 million. From a standing start in 1994 - in just under 10 years - the company has witnessed exceptional growth, as globally retailers have selected the "DigiPoS - Designed for Retail" POS solutions.

This demand driven expansion has also seen the incorporation of two of the UK's largest Retail Service companies, Vista and RTC into the group, contributing further to the organizations significant reach, right across the global retail market. Now, with operations in over 16 countries encompassing North America, Europe, Africa, Asia, and Australia the company employs over 300 Retail specialists throughout its Solutions, Service and Support divisions.

Speaking of the results DigiPoS Systems Group CEO, Tim Bittleston said:

"Just over a year ago we forecast this years revenues would top the \$100 million mark and together this is exactly what our employees and partners have achieved. This is a landmark point in our continued growth, which reflects the consistent levels of demand we have received for both our technology solutions and support services. It is important to understand when reviewing these figures that the revenues have been achieved only through our specializing in the Retail and Hospitality sector. This is further testimony to the major impact the group has made on the Retail Technology marketplace, which was historically dominated by non-specialist hardware manufacturers for twenty to thirty years.

As the markets mature in each country we are realizing a very dominant position (now only No.2 to IBM in the UK), and our pace of development is hastening, demonstrating our ability to understand Retailers needs and how to exploit proven technologies. The Group's reputation has gone from strength to strength and we look forward to the coming 12 months which will see our delivery of still further innovative and enhanced technology to Retailers".

The experience of hundreds of Retailers appears to bear out the reasons behind the strong sales performance best exemplified by comments from one DigiPoS Customer, Jim Bendon, from award winning Retailer Majestic Wine Warehouses: "The service and support we have received since day one has delivered a great deal of confidence in the whole of the DigiPoS Group. Its meant that when we open a new outlet we can be sure of our technology and the backup service that's behind it - all elements that have been critical to our continued expansion" adding also: "The Professional Services team from DigiPoS have continued to provide every level of assistance in the assessment of our requirements leading to a very comprehensive solution"

About DigiPoS Systems

Established in the UK in 1994, the DigiPoS Systems Group has delivered its specifically "Designed for Retail" DigiPoS hardware brand right across the retail sector. Now operating in over 16 countries throughout North America, Europe, Africa, Asia, and Australia, the company continues to enhance its reputation as the specialist retail solutions provider. The group has received considerable recognition for providing cost effective, high performance hardware and service combinations, while building a reputation for innovation and value. The group now employs over 250 people and maintains an impressive profitable trading record. This has been achieved through aggressive organic growth, driven by retailer product/service demand, combined with carefully selected acquisitions.



DigiPoS Systems

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Canada L7L 6L9

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TF: 1 866 847 2767

Email: info@digipos-systems.com

Web: www.digipos-systems.com

BARCLAYS PRIVATE EQUITY BACKS £35 MILLION MANAGEMENT BUYOUT OF PC-POS



DigiPoS Systems moves quickly in the U.S. Market by inking an agreement to provide DigiPoS equipment to Circuit City

For Immediate Release

Friday, October 31, 2003

Contact: Shayna Miller - 905 319 9750

Barclays Private Equity has backed the £35 million (approximately USD \$57 Million) management buy-out of PC-PoS, a market-leading provider of retail technology hardware and services. As part of the deal Barclays Private Equity, the pan-European mid-market private equity house, will take a 32.5 per cent stake in the new holding company, DigiPoS Systems Group Limited.

Founded in the UK in 1994, DigiPoS Systems Group now operates across 12 countries worldwide and recently announced sales in excess of \$100million. The company supports a wide variety of national and international retailers, such as Harvey Nichols, Circuit City, Oasis, Jessop, Spar Group and Majestic Wines spanning all vertical markets in the sector. DigiPoS Systems is regarded as the specialist, retail only provider of high end Technology Solutions and Support Services to retailers. It distributes point of sale hardware systems and peripherals such as printers, scanners and specialist keyboards. It also offers project management and engineering support services to compliment the general offering. In 1996 it developed it's own unique POS system, the DigiPoS, designed specifically for the retail market and which is now recognized as world class.

The DigiPoS products are 'retail hardened' - designed especially for the rigorous retail environment. This enables them to survive in humid environments, as well as in hot or dirty surroundings - conditions often found within retail outlets such as convenience stores, bars, restaurants and supermarkets. In the last year the products have also been approved for use with weighing equipment and are certified to work on petroleum forecourts.

The products have been developed as open-architecture solutions using non-proprietary components, which provide a low lifetime cost to retailers. They boast unique features such as remote diagnostics and jet stream cooling functioning with a plethora of third party software solutions making them the products of choice for many software development houses.

Mark Taylor, of Barclays Private Equity who led the deal, said: "DigiPoS operates in a market that has experienced double digit annual growth in recent years, with predictions that growth will continue at an annual rate of circa 15 per cent. Continued high levels of consumer spending in the UK and US, and the eagerly anticipated recovery in the company's European markets, ensures the outlook for retailers is healthy. The competitive advantage that retailers can derive from up to date PoS equipment is expected to drive further upgrading of systems, many of which are seven to 10 years old."

Taylor continues: "The MBO provides the management team with the opportunity to exploit the market, continuing to increase turnover and profit as done in recent years, both organically and by acquisition."

Tim Bittleston, Group CEO of DigiPos, commented: "We are delighted to have secured Barclays Private Equity's backing to help us continue to build a profitable and unique business-to-business company, and to capitalize on the potential of an excellent business in a growing sector. Barclays Private Equity understands the business focus and believes in our growth plans. We look forward to working with them to enhance the DigiPoS brand and market share across our global operations."

The transaction was project managed, and management were advised, by Adrian Dray of KPMG Corporate Finance. Other advisers to the deal included PricewaterhouseCoopers (market and financial due diligence), Osborne Clarke (Private equity legals) and Stevens & Bolton (management legals). Debt for the transaction was provided by HSBC.

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Web: www.digipos-systems.com

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This is Exhibit⁵..... referred to in

APPENDIX 1

to the Applicant's Reply to Opposer's

First Set of Requests for Production of Documents

Ex.#	<u>29</u>
Exam of	<u>Mark Harper</u>
	<u>Digi</u> vs <u>DigiPOS</u>
On	<u>Jan. 12/09</u>
TRIUNE REPORTING SERVICE LONDON, ONTARIO	

Blade Technology Comes to Retail

PLEASE DISTRIBUTE FOR IMMEDIATE RELEASE

Burlington - October 26th, 2004

DigiPoS Systems introduces the patented new point of sale technology called Retail Blade™ exclusively for the Retail Industry. In a market dominated by general computer manufacturers and PC brands, DigiPoS Retail Blade™ represents a retailer driven design that sets an entirely new standard in electronic point of sale systems.

Blade technology has taken the server market by storm led by computer icons like HP, Intel and IBM. Blade adoption growth has exceeded 340% over the past few years according to IDC¹. The popularity of blade technology comes from the benefits it delivers to IT departments and corporate profitability.

WHY BLADE TECHNOLOGY? SIMPLIFY AND SAVE!

- † Acquisition Cost: Because blade technology shares common components, replacements and upgrades do not require the repurchase of most of the highly reliable and common components bringing overall costs lower. Retail Blade™ offers customers a one time purchase of the Retail Blade™ Host and upgrades or maintenance are simply a matter of replacing a blade.
- † Installation and Deployment Cost: Incremental growth or large deployments are simplified and configurations are much easier to manage using blade technology. Retail Blade™ provides a one time install cost, maintenance and upgrades are merely a blade replacement.
- † Performance Management: Blade technology utilizes real time remote monitoring capabilities to better manage systems and optimize performance. As processor power is needed, a blade is added to make the blade server immediately more powerful. Retail Blade™ provides options from 1 GHz to 3GHz of Intel Processor power.
- † Power Management: Blade technology shares a common power source reducing the needs for numerous power supplies and cables. Retail Blade™ even provides powered serial and USB ports, supported by solid state automatically resetting fuses.
- † Smart Connectivity: Numerous cables are simplified, shared and easier to manage. Retail Blade™ simplifies cabling, power monitoring and remote diagnostics through the Retail Blade™ Host.
- † Maintenance and Operation: Blade technology reduces the effort it takes to manage and maintain systems through simplicity in design. Retail Blade™ provides non technical in store maintenance and upgrades without disruption to the connections, power, or applications.
- † Cost of Ownership: Blade technology has proven blade server farms are delivering 20% to 30% overall cost of ownership savings in power, maintenance, deployment and acquisition costs. Retail Blade™ is certain to deliver better ROI and total cost of ownership with more options and longer useful life than currently available offerings.

Core concept behind blade server technology - Simplify and Save - it is the very same concept behind DigiPoS Retail Blade™.

Continued on next page >>>

DigiPoS Systems Group - Contact: Shauna Miller, Marketing Programs Coordinator

1320 Heine Court, Burlington, Ontario, Canada L7L 6L9 | Tel: 905 319 7050 Toll Free: 1 866 847 2767 Fax: 905 332 9333 | Web: www.retailblade.com Email: info@digiapos-systems.com

DigiPoS
SYSTEMS



"This is the most exciting technology I have seen introduced in this industry in two decades!"

-Mark Leaper,

President, DigiPoS Systems Group

Blade Technology Comes to Retail - Continued



THE DIGIPOS SYSTEMS RETAIL BLADE™ INNOVATION



The DigiPoS Systems Retail Blade™ innovation brings most of the blade features and benefits to retail counters. Authorized non-technical store personnel can affect blade replacements and upgrades without having to rip out the entire POS to ship back to a manufacturer or lose valuable uptime waiting for a trained technician to arrive.

The DigiPoS Systems Retail Blade™ is comprised of the Retail Blade™ Host, a passive backplane that acts as the platform for managing connectivity; powered ports for peripherals; a high density hard drive (non technical in-store swappable); optional CD ROM and real time remote diagnostics capability for the POS and peripherals, all within a small footprint installation. In addition, the Retail Blade™ Host is guaranteed against failure for ten full years.

Each DigiPoS Retail Blade™ provides retailers with flexibility and options suitable to their needs. The Retail Blade™ customer purchases a Retail Bladeo Host and then chooses any one of the interchangeable Retail Blade™ configurations. There is the Thin Client Blade for retailers wanting to install or extend their thin client POS estate. For retailers who want more power at the counter for delivering video, training, scheduling, merchandising and more at the POS, a customer can choose between 1 GHz to 3 GHz Intel processor blades. There is even an iBOX Retail Blade™ for IBM customers migrating to open compatible systems.

As the Retail Blade™ customer's needs change, the only decision to make is which Retail Blade™ to replace the existing one with. The Retail Blade™ Host installations (and all the connections) remain untouched. The deployment time, cost, and reliability is significantly improved.

For application changes or updates too large for network download, non-technical store personnel can swap hard drives and reboot the system.

DigiPoS Systems is introducing a ground-breaking real-time remote monitoring and diagnostic capability for the Retail Blade™ system and the peripherals attached to it. This enables a retailer's IT department to graphically peruse the entire POS estate across the network and be able to see the condition of the POS and peripherals. A predictive tool will enable IT departments to proactively ensure optimum system availability and reliability.

Robert Marano of the Advanced Technology Group at PricewaterhouseCoopers adds, "In retail, it's all about getting more from less. Retail Blade™ genuinely represents the kind of thinking that drives cost of ownership down while extending the life of POS investments. It's about time that retailers got more options; more flexibility and the benefits of blade technologies that reach beyond the data center and out to the point of sale."

DigiPoS Systems is proud to be the first in the industry to deliver a purpose built design that addresses the real needs of retailers in a time when technology life cycles are getting shorter, more complex and costly. DigiPoS Retail Blade™ means longer useful life for retailer's POS investments; more options; greater flexibility and, most importantly, a better return on investment (ROI).

¹ IDC is predicting that blades will rise from about 4 percent of servers sold to at least 20 percent by 2006. Blade servers include processors and memory on a single board, but cooling, power, storage, and network connections are accessed through a backplane and can be shared among a collection of blades.

DigiPoS Systems Group - CONTACT: Shayna Miller, Marketing Programs Coordinator
1320 Heine Court, Burlington, Ontario, Canada L7L 6L9 | Tel: 905 319 7050 Toll Free: 1 866 847 2767 Fax: 905 332 9233 | Web: www.retailblade.com Email: info@digiapos-systems.com

About DigiPoS Systems

DigiPoS Systems is a designer and manufacturer of purpose built retail electronic point of sale solutions. With over 100,000 units installed globally, DigiPoS Systems provides open systems solutions for grocery, hospitality, fashion and general retail estates. While DigiPoS Systems is the largest reseller of Microsoft's RMS company also enjoys a strong alliance relationship with Epson, Metrologic, Microsoft and Dione. DigiPoS Systems holds patents and intellectual property on Retail Blade™ technology.

DigiPoS Systems Group Releases the Global Services Manager (GSM), the first of its kind for the POS market

DigiPoS
SYSTEMS

FOR IMMEDIATE RELEASE

JANUARY 14, 2005 BURLINGTON, ONTARIO, CANADA.

DigiPoS Systems Group announces an exciting new product release for the DigiPoS line called the Global Service Manager (GSM). The name does very little to expose why this is a ground breaking innovation in Point Of Sale.

GSM enables retailers to run diagnostics on the DigiPoS system AND all attached compatible equipment (scanners, scales, printers, card readers, etc.) locally. Equally, GSM enables retailers to access systems remotely and monitor thresholds around a number of parameters including fan speeds, system temperatures, CPU speed, disk errors and more so that as a system collects information on itself, if a threshold is breached (say temperature starts to rise) the system activates a reaction (speed up fans) and sends an alert to an email address(es) and pagers and cell phones an administrator provides.

GSM enables retailers to view individual systems, all the POS and peripherals in a store or all the POS systems and peripherals across a region! Alerts enable retailers to then drill down to areas of concern.

In addition, as USB devices deliver information to the port including serial numbers, asset tracking and inventory control is a snap! (Actually, a click of the mouse) as we can monitor the entire estate and come back with a report of all POS systems on the network and the serial numbers and descriptions of all compatible peripherals attached.

Before now, these monitoring and remote diagnostic capabilities were the exclusive purview of mainframes, clusters and high end servers - and DigiPoS Systems Group is the first to bring it to the retail counter in DigiPoS POS solutions.

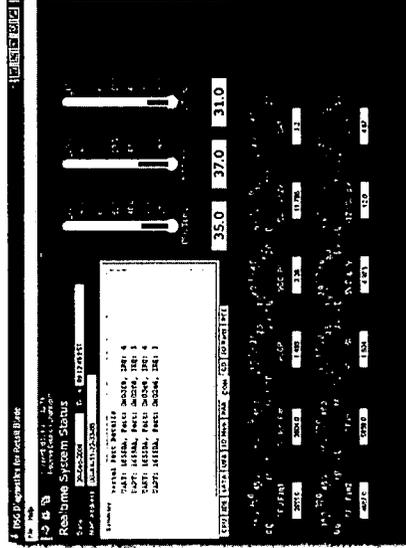
A great year is ahead of DigiPoS - first, we introduce a breakthrough "only one of its kind" - DigiPoS Retail Blade and now we add a line dug deeper in the sand - and defiantly dare ANY competitor to step up - DigiPoS delivers TODAY the first and only POS with remote diagnostic and remote monitoring capability for POS systems and peripherals.

CONTACT: DigiPoS Systems
1320 Heine Court, Burlington, Ontario, Canada L7L 6L9 | Tel: 905 319 7050 Toll Free: 1 866 847 2757 Fax: 905 332 9233 | Email: info@digiapos-systems.com Web: www.digiapos-systems.com

Press Release

About DigiPoS Systems

The DigiPoS Systems Group has developed an industry reputation for delivering highly reliable point-of-sale hardware solutions that provide exceptional client value. Designed for Retail hardware solutions are used by chain and independent retailers in every vertical market and has been installed in over 100,000 lanes. The DigiPoS Systems Group established in 1994, has subsidiary operations in over sixteen countries worldwide and has achieved rapid growth and sustained profitability driven by demand for its products and services.



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This is Exhibit^K..... referred to in

APPENDIX 1

to the Applicant's Reply to Opposer's

First Set of Requests for Production of Documents

Ex. #	<u>30</u>
Exam of	<u>Mark Leaper</u>
	<u>Digi</u> vs <u>Digi POS</u>
On	<u>Jan. 12/07</u>
TRIUNE REPORTING SERVICE LONDON, ONTARIO	

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Lower TCO

On Board Diagnostics

Small Footprint

Powered Ports

Liquid Cooling Technology

Cable Management



Tel: 02 8338 3333

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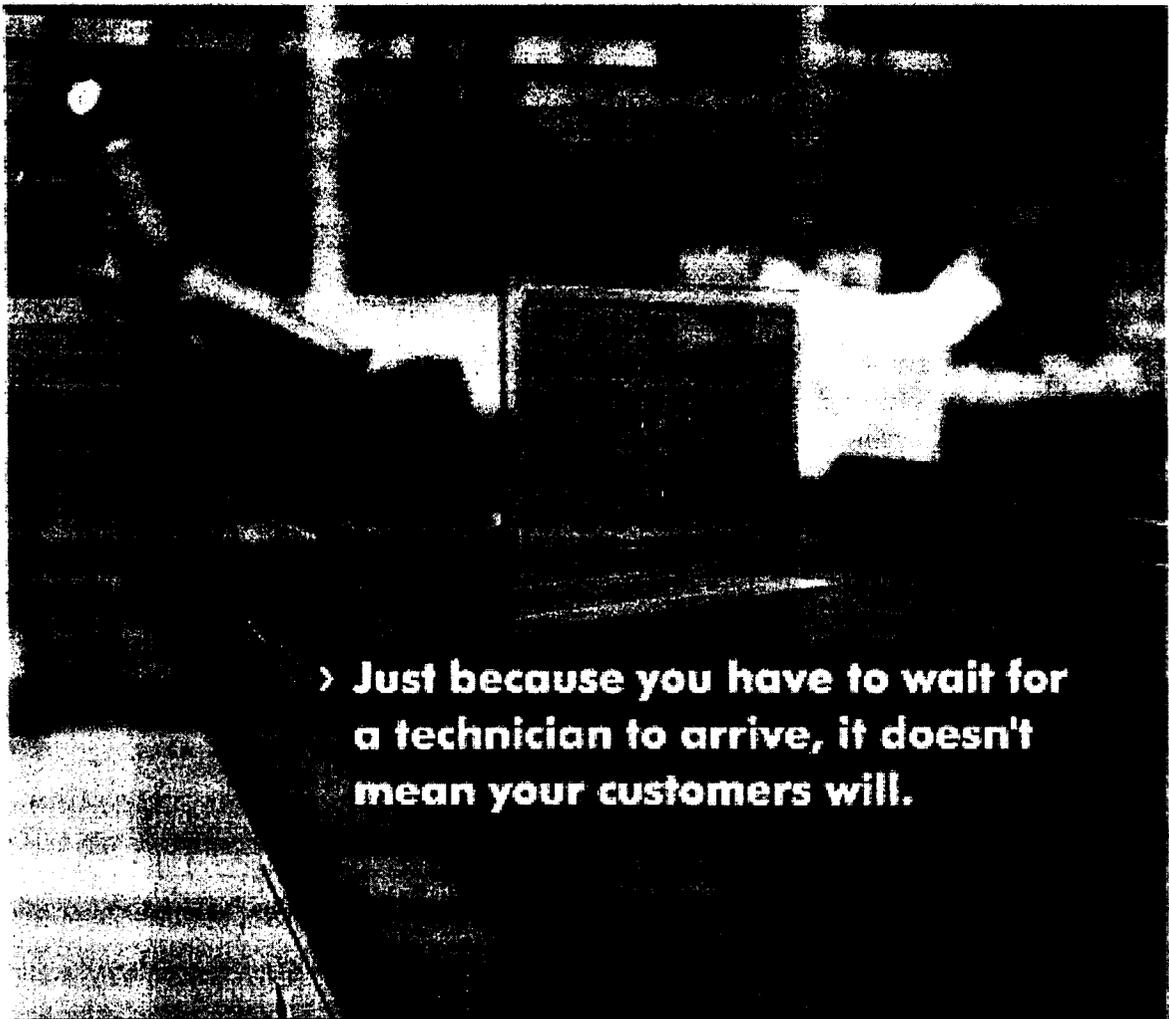
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RETAILER'S BEST FRIEND



Our sales people will
be excited to see you,
but we promise they
won't lick your face...



› Just because you have to wait for a technician to arrive, it doesn't mean your customers will.

Fix it yourself with self-service Retail Blade technology in minutes.... not hours...

- › WITHOUT tools
- › WITHOUT unplugging cables



Call (02) 8338 3333 or visit www.retailblade.com.au for more details

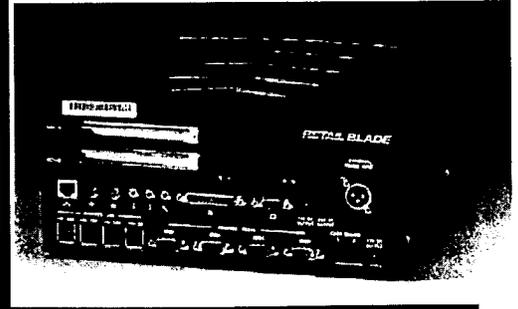
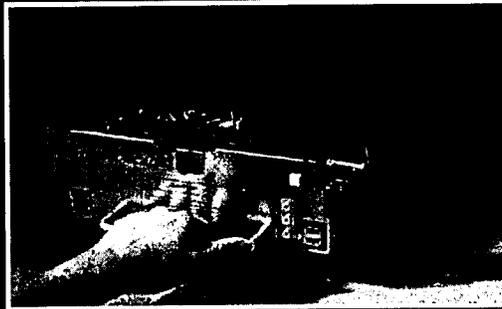
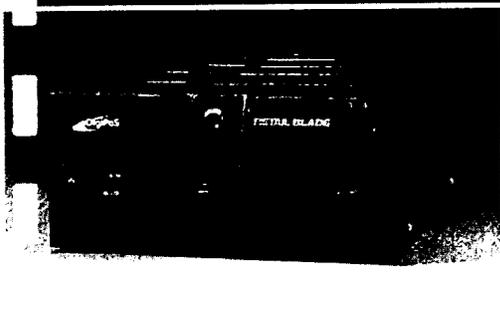


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We **DARE** you to upgrade your POS system in **45** seconds...

From 1 GHz to 3 GHz...

- **WITHOUT tools**
- **WITHOUT unplugging cables**
- **WITHOUT modifying software**



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31

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Microsoft Selects Digipos as Global Winner of Technology Innovation Award - Partner of the Year

FOR IMMEDIATE RELEASE - August 2, 2005
The 2005 Microsoft Partner Program Awards recognize Microsoft Partners that have developed and delivered exceptional Microsoft-based solutions over the past year.

With nearly 2000 entries submitted from around the globe, Microsoft announced Digipos Systems Retail Blade as their choice for their 2005 Global Technology Innovation Award, Global Partner of the Year. The awards ceremony took place on July 9th at the Minneapolis Convention Center during their annual Worldwide Partner Conference.

"The past year has been unparalleled in terms of the level of innovative solutions Microsoft Partners have developed and delivered to our mutual customers," said Allison Watson, vice president of the Worldwide Partner Sales and Marketing Group at Microsoft. "Those at Digipos Systems have set themselves apart from an extremely competitive field, and we applaud them for this well-deserved victory. Their achievement is exemplary of the kind of vision that will help take us beyond the solutions of today to realize the full potential of technology in business."

"Retail Blade technology epitomizes the spirit of this innovation award by delivering a change in POS. It's been our goal to address genuine customer needs, which is the same approach of the development of Microsoft's WePOS and RMS - developed to reduce the number of things that keep retailers up at night," says Graham Worsfold, founder of Digipos Systems Group.

Digipos Systems Retail Blade is the first and only stand alone "point of service" (POS) system with the benefits of Blade technology. This enables retailers using the Retail Blade to upgrade or repair their systems by sliding out the tray (blade) that is currently in the system, and sliding in a replacement or upgraded blade in literally minutes. This is all without the need for a technician, change of software, or having to disconnect all the cables and send it back to the manufacturer.

The most common POS installations require retailers to tear up and rip out all of their existing systems in order to bring in the power needed to run the most popular POS applications (including customer relationship management applications, loyalty programs, stock control, merchandising, and much more.) The Digipos Retail Blade is designed to enable retailers to upgrade components, software and applications without a full-scale replacement. Simply replace only the incremental components to bring it to the desired level of performance. The cost is only a fraction of a full

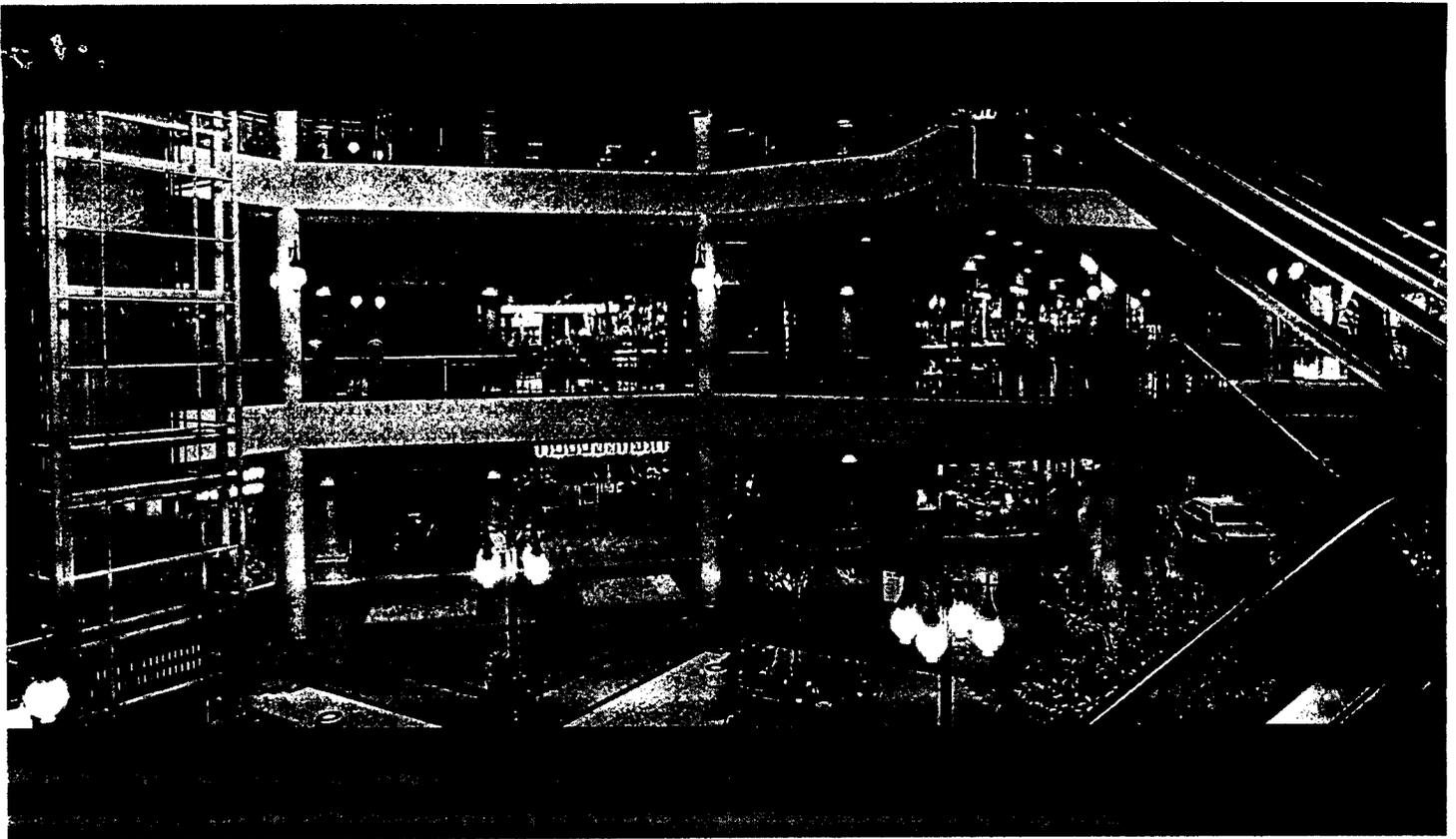
replacement, ultimately meaning Retailers can have the same POS installed for ten years or more and not suffer when technology moves forward. This puts the control back into the hands of Retailers, who are able to leverage a ten year warranty on the Retail Blade Host.

"The total cost of ownership rises significantly when an upgrade requires hardware to be replaced and all the peripherals have to be taken off and re-connected and application software has to be reinstalled. Digipos Systems' Retail Blade should give retailers a 30% to 40% savings on their cost of ownership, since the longer they can keep their core investment working for them, the better their return on investment," says Rob Marano, Director, PricewaterhouseCoopers.

Mark Leeper, President of Digipos Systems Group says: *"Being recognized for this prestigious award is very exciting for us. It is evident that the industry is truly acknowledging and embracing the benefits Retail Blade technology has to offer Retailers and partners like Microsoft."*

Digipos provides cost-saving service enhancing POS solutions to Retailers around the globe such as Claires, Laura, NEXT, Harvey Nichols, Majestic Wine, ESCADA, Swarovski, Merkur Chocolates, and many others.

Press Release



MICROSOFT Announces the
2005 Winner of the Global
Technology Innovation
Award:

*"...and the Winner is...
DigiPoS System's Retail
Blade!"*

Microsoft Partner of the Year, 2005

IMPORTANT: PRESS INFORMATION



RETAIL BLADE™

Microsoft Partner of the Year – Innovation: DigiPoS Systems

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Today's most common POS installations require retailers to rip and replace all of their existing systems in order to bring in the power needed to take advantage of popular POS applications (including customer relationship management applications, loyalty programs, stock control, merchandising, and much more). The DigiPoS Retail Blade is designed to enable retailers to upgrade components, software and applications without a full-scale replacement. Simply replace only the incremental components to bring it to the desired level of performance. The cost is only a fraction of a full replacement, ultimately meaning Retailers can have the same POS installed for ten years or more and not suffer when technology moves forward. This puts the control back into the hands of Retailers, who are able to leverage a ten year warranty on the Retail Blade Host.

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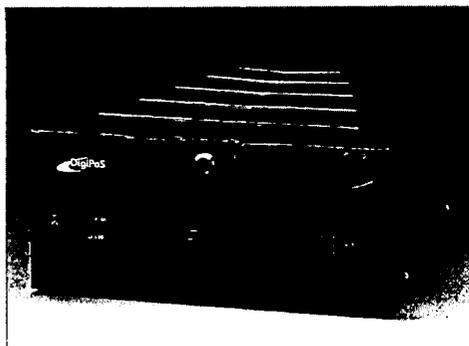
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DigiPoS provides cost-saving service enhancing POS solutions to Retailers around the globe such as Claire's, Laura, NEXT, Harvey Nichols, Majestic Wine, ESCADA, Swarovski, Merkur Chocolates, and many others.

"This award is recognition that DigiPoS System's Retail Blade technology is changing the Retail POS landscape."

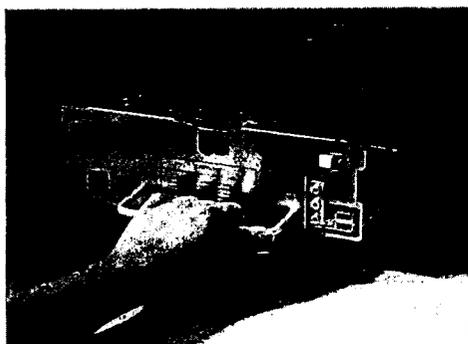
How **Retail Blade** is changing the POS landscape

Ground Breaking Technology:



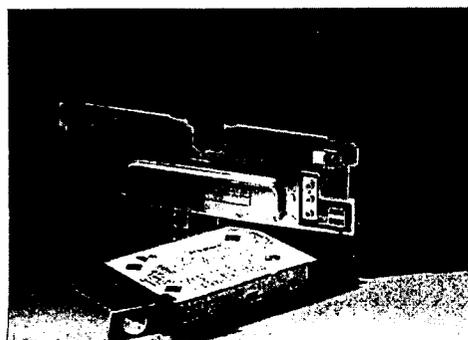
Blade Technology means easier operations, shared components, reduced cost, ease of maintenance, and significant scalability. It has taken the creativity and commitment of one of the Retail Sector's strongest Innovators – DigiPoS Systems to deliver these benefits straight to the Retailer. Major Retailers across the globe are discovering the tangible benefits of total flexibility, combined with reduced cost of ownership from Retail Blade. By comparison, conventional POS systems represent a static, rigid technology path with reduced control and high cost implications.

Self-Serviceability:



Through DigiPoS Systems, Retailers can now experience the rich characteristics of Blade Technology. Host systems can be upgraded in under a minute – in store – with all peripheral products remaining in place – eliminating the complicated technical processes normally associated with repair or upgrade. The swappable motherboards and hard drives provide for instant maintenance, long life cycles and complete control for the Retailer over the technology development of the retail technology estate.

Increased Flexibility - Reduced Cost:



Retailers can now upgrade specific systems when and where needed, changing only the motherboard for example, to keep pace with current technology and capability. Therefore the host system unit does not need replacement and comes with a 10 year Warranty – while the motherboard and hard drives are supplied with a minimum of 3 years warranty. To view a demonstration of how you can upgrade a Retail Blade and hard disk in 45 seconds, visit our website at www.digipos-systems.com or www.retailblade.com to download your free whitepaper.

And the winner is.....

RETAIL BLADE™

Microsoft Selects DigiPoS as Global Winner of
Technology Innovation Award - Partner of the Year

Microsoft | Partner Program



About DigiPoS Systems

The DigiPoS Systems Group has developed an industry reputation for delivering highly reliable point-of-sale hardware solutions that provide exceptional client value. "Designed for Retail" hardware solutions are used by chain and independent retailers in every vertical market and

has been installed in over 100,000 lanes. The DigiPoS Systems Group established in 1994, has subsidiary operations in over sixteen countries world-wide and has achieved rapid growth and sustained profitability driven by demand for its products and services.

DigiPoS
SYSTEMS

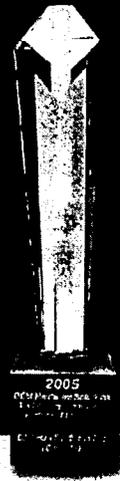
DigiPoS Systems Group

1320 Heine Court • Burlington • Ontario • Canada • L7L 6G9
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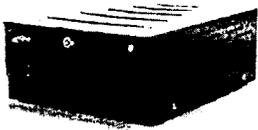
And the winner is.....

RETAIL BLADE™

Microsoft Selects DigiPoS as Global Winner of
Technology Innovation Award - Partner of the Year



Microsoft Partner of the Year Technology Innovation DigiPoS Systems



DigiPoS Systems has announced it has won the Partner of the Year Award for "TECHNOLOGY INNOVATION" at the 2005 Microsoft Partner Program Awards. The company was chosen out of an international field of top Microsoft Partners for delivering market-leading customer solutions built on Microsoft's .NET.

The Retail Blade from the Retail Blade Company, with the new implementation of POS windows embedded for Point of Sale program, places the solution at the forefront of the industry in terms of cost of ownership, reduced maintenance, and its ability to provide retailers with a simple, scalable, and easy solution.

To view a demonstration of how you can upgrade a Retail Blade, visit www.digipos.com or visit our website at www.digipos-systems.com.

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RETAIL BLADE™

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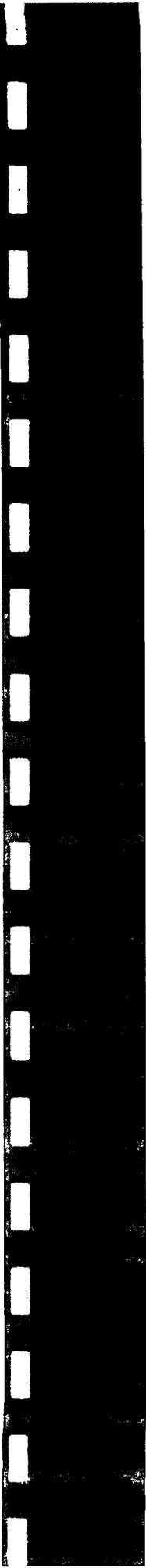
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RETAIL BLADE™

Advanced Retail Technology

A White Paper Produced by



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Executive Summary

As a specialist supplier of retail technology DigiPoS Systems Group have designed and developed a unique method of adding specific retail functions to industry standard PC architecture. The objective of this technology is to preserve an open systems software platform that can also meet the unique demands of the retail systems environment. The DigiPoS core technology has already set a new standard in store systems design by embedding features such as IP based system diagnostics, chipset water cooling and flexible power management solutions into an ultra small footprint design.

Now **RETAIL BLADE** technology¹ creates a whole new design standard by introducing a groundbreaking patented processor interconnection concept. By separating the industry standard computing elements from the more specialist retail devices, the retail user is now able to upgrade or migrate critical PoS systems without inhibitive redevelopment costs. This technology provides similar user benefits seen in state of the art file servers known as "Blade" servers.

Blade connection allows total system independence and incorporates self-diagnosis capability such that users are able to upgrade and replace devices without suffering significant server downtime. This same mission critical protection is also necessary for retailers who rely totally upon the user interface at the Point of Sale for all their MiS and stock control data generation. The advent of Blade serversⁱⁱ has caused a huge market shift in technology usage with market growth witnessed at 2% in 2002 to a staggering 20% expected in 2006¹. Blade server technology revenue growth in 2002-2003 was 545% and worldwide shipments are growing at a rate of 375%. The cause for the explosive growth is that the Blade design concept addresses an important issue that impacts all retail specific installations:

The technology trap that is inherent within the definition of "Moore's Law" in relation to processing power² implies that users will face potential issues with incompatibility and obsolescence in the CPU processing chipsets approximately every two years. This leaves the typical retail technology user into locked to specialist systems that in many cases are using outdated and unsupported operating systems and inadequate application software. The prospect of maintaining commercial competitive advantage using store technology is daunting, since it is often too costly to remove and replace entire store solutions. Therefore, retailers face either enormous capital cost to upgrade their store systems or to live with systems and solutions that fail to meet their commercial expectations and which will eventually impact profitability.

¹ John Humphreys – Senior Research Manager, IDC – Blades: 2004 and Beyond – Web cast / slides.

² The observation made in 1965 by Gordon Moore, co-founder of Intel, that the number of transistors per square inch on integrated circuits had doubled every year since the integrated circuit was invented. Moore predicted that this trend would continue for the foreseeable future. In subsequent years, the pace has slowed, but nevertheless data density has doubled approximately every 18 months, and this is the current definition of Moore's Law, which Moore himself has underwritten. Most experts, including Moore himself, expect Moore's Law to hold for at least another two decades. The impact to business users has been the constant and unrelenting need to upgrade computer solutions in order to benefit from the more powerful processing environment.

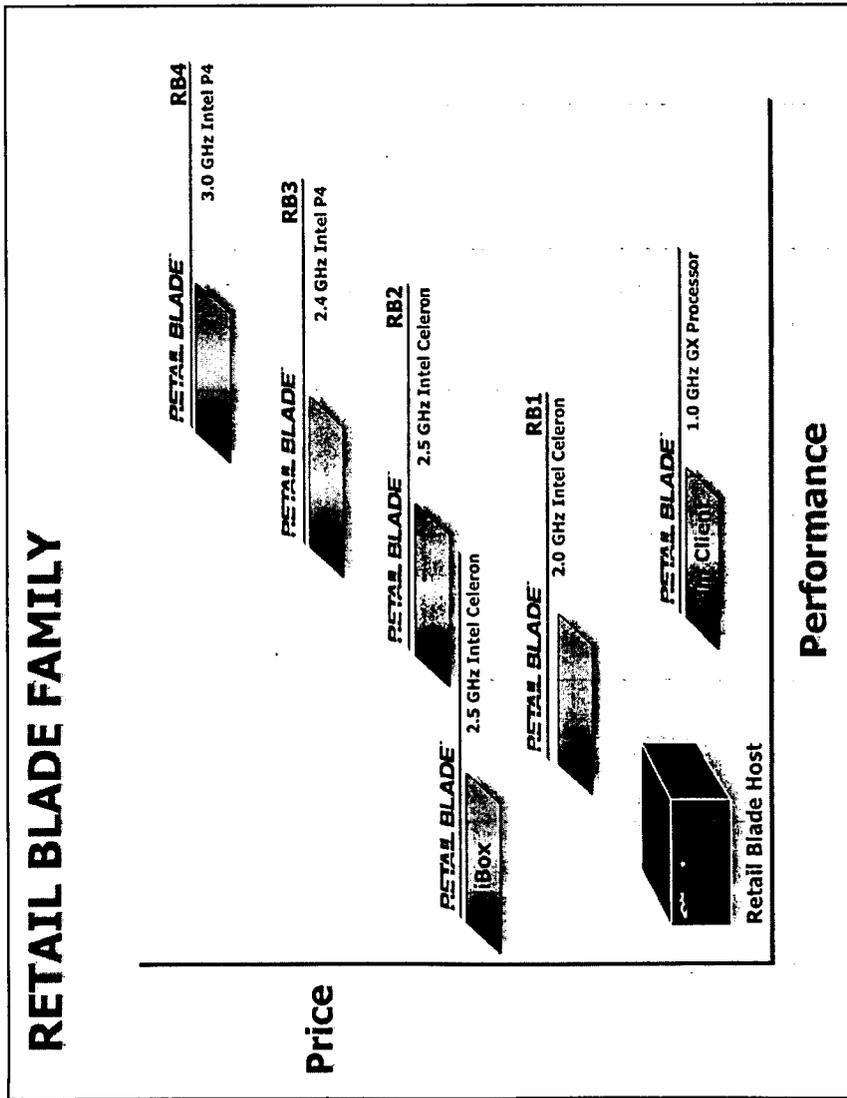
The technology employed in the **PETAL BLADE**[™] product offers retailers a chance to introduce counter measures to these system limitations and affords a strong competitive advantage that enables commercial development of store systems at significantly lower capital cost and continued cost of ownership.

The technology advances outlined in this paper differentiate the product set, as a "designed for application" retail hardened device. The retail users commercial and technological protection is derived from a patented "passive backplane" interface that allows the Blade-based industry standard computer processing components to be removed and upgraded as required. The change in the Blade computing device does not affect or impact in any way the interfaces and physical connection to the other more specialized store systems components. This process, which is normally a costly manpower intensive sequence, requires no specialist tools and can be performed at a retailers store by competent individuals with no specific engineering or product training.

The basis of the **PETAL BLADE** approach allows forward thinking retailers to create security and longevity in their in-store technology that will protect against loss of investment and will gain the commercial advantage of being first to market with technology innovation. DigiPoS Systems Group is now the only global store solutions supplier that are able to offer retailers a 10-year technology warranty on the Retail Blade[™] host.

PETAL BLADE™ Design Criteria

This paper provides an overview of the technology utilised in the design of the **PETAL BLADE™** range of retail systems. The basic design facilitates the use of open architecture PC technology, such that the base processor chipset can be used as a fundamental building block of any retail system. The design allows common computing components to become inter-operable regardless of the specific user environment, market sector or application software vendor.



The implementation of user replaceable processor technology utilised in the product range creates a highly flexible PoS Engine – the Blade, which can be removed and upgraded as required without disturbing the interconnection to the other retail devices within the store. This engine uses the proven “Blade” benefits that provide a fully upgradeable, scalable hardware platform that uses state of the art technology but within a stable, reliable configuration. This benefits retailers who are then able to take advantage of “technology leaps” when and as they wish at a fraction of the cost normally associated with upgrading store systems.

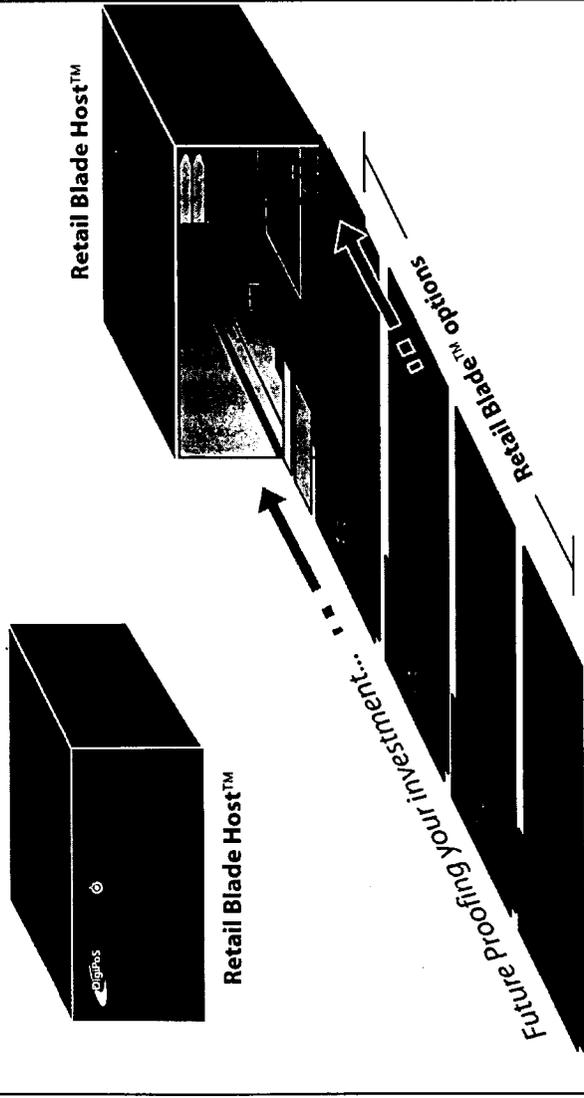
The advantages of the **RETAL BLADE** are:

- Technology becomes a driver to the business profitability rather than the business being driven by changes in technology
- The retailer can be selective as to in-store architecture and deciding when or where latest technology is deployed without changing the overall system integrity and core retail components.
- Preservation and surety of Return on Investment in terms of:
 - Lower capital cost due to modular scaleable design
 - Reduced staff training because of common devices
 - Enhanced store layout by buying only the performance you need right now, (i.e.: “pay as you grow”)
 - Lower maintenance cost due to reduced physical connectivity
 - Longevity of operation by applying phased upgrades
 - Reduced store downtime by shortened system implementation
 - Potential to allow clients to operate mixed technology solutions within retail estate
- The retailer can focus on driving his retail business not on forcing the business to fit the latest technology

Retail Blade™ Host and “Passive Retail Backplane” (PRB) Methodology

The retail systems landscape requires that technology providers are able to deal with an extensive range of specialist devices of different specifications. The system must inherently be flexible in its design because of the need to interface to different retail devices, e.g. printers, customers displays, scales, MSR, chip and pin devices etc.

One Retail Blade Host, One Retail Blade: Tomorrow's POS Technology TODAY



The concept of the **RETAIL BLADE** focuses on a single open architecture motherboard design capable of providing all the features required in terms of CPU power, memory, I/O, etc. This mother card is then integrated on to a single chassis that is fully interchangeable between retail device configurations as required. The interface to the retail devices is achieved via a passive backplane that contains all the connectivity necessary to accommodate the retail devices. This is known as the PRB, Passive Retail Backplane. This technique allows interchangeable PoS Blades to be used which link via a common interface to the retail devices via the PRB. This link and methodology are patented and known as Trillium Technology. The clear advantage in the field is that this design gives the user all the flexibility and scalability required for the foreseeable future in relation to software solutions and system architecture development.

The essence of this approach is the ability to configure different hardware profiles around the core Blade technology. This interconnectivity includes the specialist external peripheral connections as well as the internal data and power bus. Therefore, all retail specific signals are routed via the PRB and distributed to the PC architecture or main system components as required.

The advantages of this technology are:

- The intrinsic power and performance of the processor solution is de-coupled from the actual retail function. So providing a "clear and clean" upgrade path of the Blade without compromising the software / hardware retail specific solution
- Development focus can be given to long-term stability and the costs limited to the manufacture of each generic PoS Blade, instead of upgrading the whole solution as soon as core processor technology moves.
- Maintenance costs of the solution are kept to a minimum as the engine can be isolated from the system as a whole and an easy Cold Swap^{iv} can be initiated in the field.

Integration into the Designed for Retail Host

The benefits of Blade design in retail, relies heavily upon the ability to offer the specialized retail specific interconnectivity and functions independently of the Blade processor. This design constraint is achieved by separating core retail functions into the "host" chassis that accepts the various Blade processors. The basic system must be able to withstand the rigors of retail environments including confined space, poor electrical supply stability and users with limited computer knowledge.

RETAIL BLADE brings significant additional benefits to the retailer over and above those already reported. The unique demands of the retail marketplace must be properly managed in order to ensure the system reliability and stability are maintained. These demands can be considered in three groups; environmental security, maintainability and connectivity.

Environmentally secure

The physical construction of the system uses a double welded heavy gauge steel case with a dual rail internal steel chassis construction. The rugged design protects the unit from inadvertent damage but still allows easy secure access to the system components without any specialist tools.

The design incorporates a water cooled five-stage temperature protection circuit that automatically adjusts the airflow to crucial areas of the system depending upon load and external factors. The user is notified of the cooling status via a front panel array that will activate an alarm if an out of limits condition exists (i.e. it is very common for technically uneducated users to cover under counter PoS devices with packing material).

All of the removable data devices, the power control switch, as well as the Blade itself are protected by interlocks, which prevent system downtime due to errors by users.

The highly compact design incorporates an energy saving sleep mode that hibernates the cooling components and the processing devices so that the system is virtually inaudible and uses negligible power when no PoS usage is required.

Maintainability

Apart from the clear maintenance benefits of the Blade replaceable engine itself the product also integrates other key functions that enhance long-term reliability.

The system parameters and connected devices are capable of being remotely tested and addressed to allow any permitted IP connected device to interrogate and test the system remotely. The report transmitted by the remote server known as the Global System Manager™ (GSM) will generate

system alarms that can prompt the help desk to investigate out of tolerance conditions or change, or missing retail devices connected to the Blade. The GSM can also be used to initiate a remote reset should a device not respond during overnight polling sessions etc.

All of the externally powered retail devices are supplied via a power management board within the host. This device uses self-recoverable fuses such that should an external peripheral failure occur, then it will not require fuses to be changed in the host unit.

Crucial control data and software is accessed via a hot swap hard drive bay, which is locked behind the front access cover. In addition, a fully removable compact flash card is housed internally on the Blade to allow additional diagnostic and user control programs to be upgraded or added as necessary.

All AC power conditioning and control is passed through an external PSU that also incorporates the environmental cooling techniques mentioned above. The PSU is capable of being removed and replaced via a locking connector such that field upgrades or replacements are easily achieved.

Connectivity

The connection capacity of the system is achieved by incorporating numerous Input / Output device connections that allow a multitude of retail specific devices to be fitted. These include poly-switched self resetting fuse protected powered USB ports and high-speed serial device ports that are also connected to the power management system. In addition the Blade caters for the direct connection of cash drawers, magnetic card readers, chip and pin devices, and LCD Touch Screens. These connections are all locked into the backplane with colour-coded connectors to prevent accidental removal or incorrect fitting.

Future system expansion is catered for by incorporating redundancy systems such as RAID based secondary hard drive, dual advertising screen displays, full audio output capability, wireless network connectivity, secondary cash drawer port and dual PCI expansion slots.

The **RETAIL BLADE** offers a rugged feature rich solution in a footprint the size of the average laptop, but brings together unique functions and cost saving benefits that are able to extend the operating life and performance of the retail store system. As a result the life expectancy and ROI goes well beyond any other open solution product in the market today.

Conclusion

The highly modularized DigiPoS **RETAIL BLADE**[™] adopts the unique technological advances used in DigiPoS solutions and then enhances these further to allow the system to be adapted, upgraded, migrated, and configured at a processor functional level. At the same time the investment in peripherals store interconnectivity and expansion capacity is protected and stabilized. This means that the retailers' store solution will now be able to evolve at a far lower cost, as their systems requirements change in line with the future demands of the modern consumer.

Retailers can now exploit the true cost of ownership benefits, by selecting the exact technology for any given job without compromising stability or longevity of their investment and in store architecture.

Once configured to meet the client application needs, the system characteristics are constant across the entire estate so user familiarity support and help desks are harmonized and productivity increases and training costs reduce.

Trillium technology is clearly a major leap forward in relation to open architecture retail point of service solutions and the effective use of technology to enhance the ROI for all aspects of in store PoS systems implementation.

DigiPoS Systems Group is the first global retail specific solutions manufacturer to bring together the latest technological thinking and retail business constraints in a way that retailers can utilize to gain real value and take absolute competitive advantage at a low cost of entry.

ⁱ Retail Blade[™] Technology: All of the advantages of Blade server technology, brought to a point of sale environment. It is the separation of essential POS components from the ever-evolving processing technology.

ⁱⁱ Blade Servers: Server cards combining the processor, memory, and network interface connection which slide into a Chassis, allowing multiple cards to be added, upgraded, and shared by cooling, power, network connectivity, and cabling devices at a fraction of the cost/space.

ⁱⁱⁱ Retail Blade[™]: The removable open platform tray containing the processor chip, cooling device, memory chip, VGA (video card), PCI expansion, poly switches, CF flash memory with diagnostics, and hard disk.

^{iv} Cold Swappable: The means of swapping, or changing out the hard disk with ease, without the need for tools.

^v GSM: Global System Manager, formerly known as DigiPoS Diagnostics, is the means to locally or remotely interrogate the systems, peripherals and software related performance, identifying the health status of all connected devices.

DigiPoS Systems Group - 1320 Heine Court, Burlington, Ontario, Canada L7L 6L9

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AUTHOR: Graham Worsfold, President of International Retail Solutions Group Ltd. **CONTACT:** Shayna Miller, Marketing Programs Coordinator Or Joe Orlando, Marketing Consultant.

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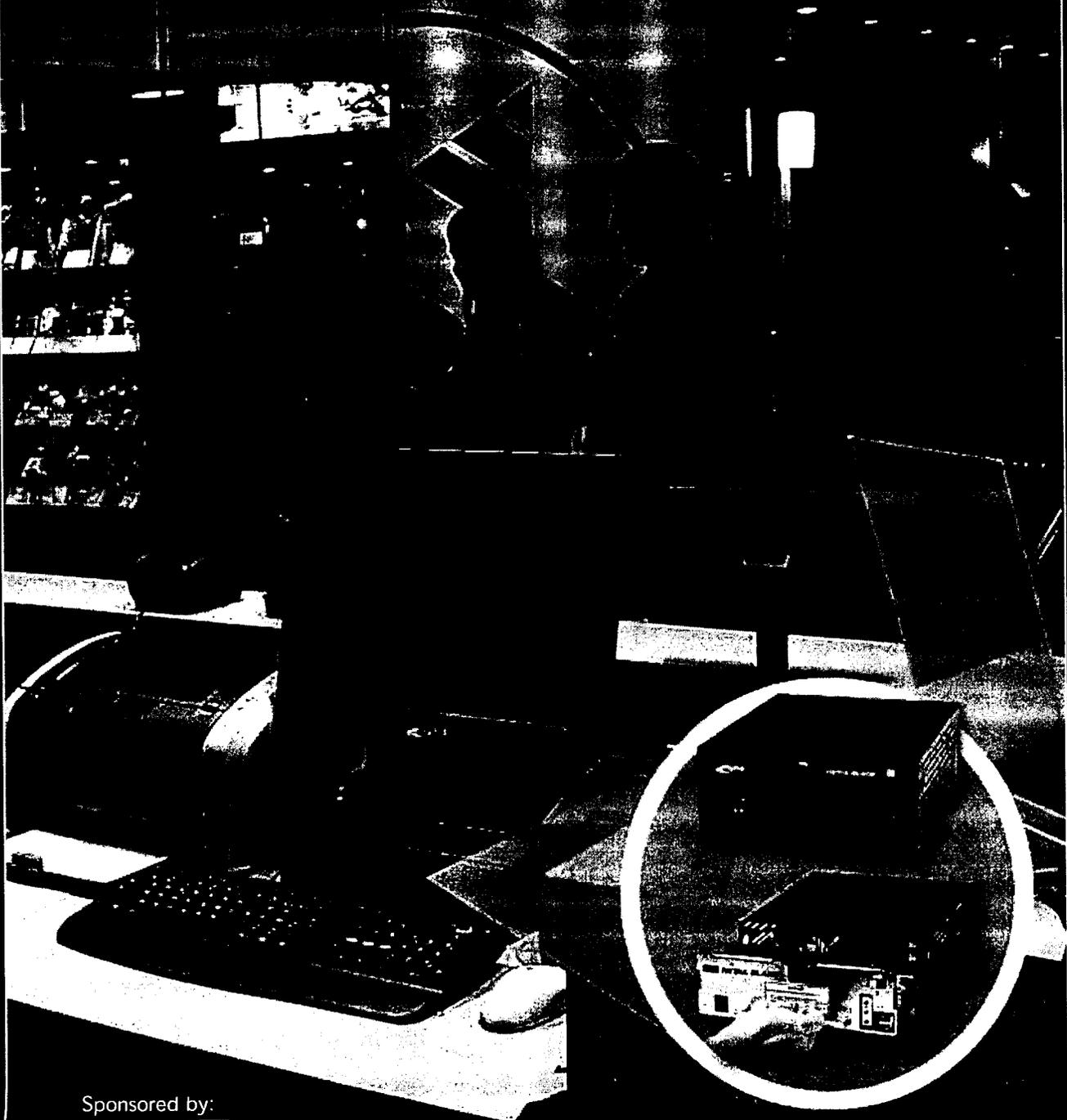
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Blade Technology Coming To Retail POS



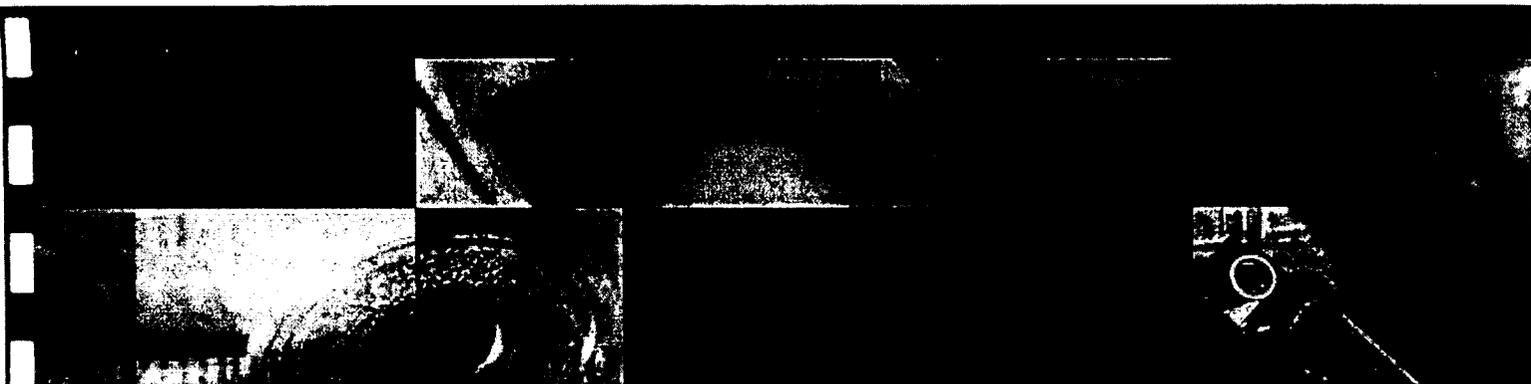
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RETAIL BLADE™



DigiPoS



Executive Viewpoint

THERE AREN'T MANY PEOPLE in the high tech world fortunate enough to be part of an innovation that revolutionizes an entire industry. But from what customers are telling us about our powerful, new Retail Blade POS System, we are among the lucky few.

It wasn't so long ago that a truly open Point of Sale product wasn't available. Most mainstream POS manufacturers were offering systems that were far too constrained to exploit best practice synergies that were well established in the broader computing technology sector. Consequently, retailers were locked into hardware that was unable to utilize emerging, ever-more versatile software from independent vendors.

A decade ago we made it our goal to respond to the call from retailers to develop a robust POS solution that preserved long-term value of retail technology for developers and retailers alike. We did, and now offer a diverse range of open technology DigiPoS platforms.

Today with the advent of blade technology, DigiPoS has taken the next step in POS with its breakthrough Retail Blade POS System. Retail Blade is a unique technology that sets a new standard for retail POS solutions by transforming the isolated point-of-service system into a flexible, multipurpose tool for retailers. Perhaps most important is that the retailer's POS investment:

- Lasts longer
- Has a higher return on investment
- A lower cost of ownership

How does it do that? The keystone of Blade technology is efficiency and flexibility. The blades are exchangeable and interoperable. If for some reason a blade fails there's no need to disconnect cables or wait for a trained technician to arrive. All

you have to do is pop in a replacement blade. It couldn't be easier. The Retail Blade also provides enough power for peripheral management, diagnostics, cooling and extensive Retail connectivity. Moreover, the entire unit is housed inside a single cabinet, making upgrades, maintenance, management, physical space and operations more efficient and less costly.

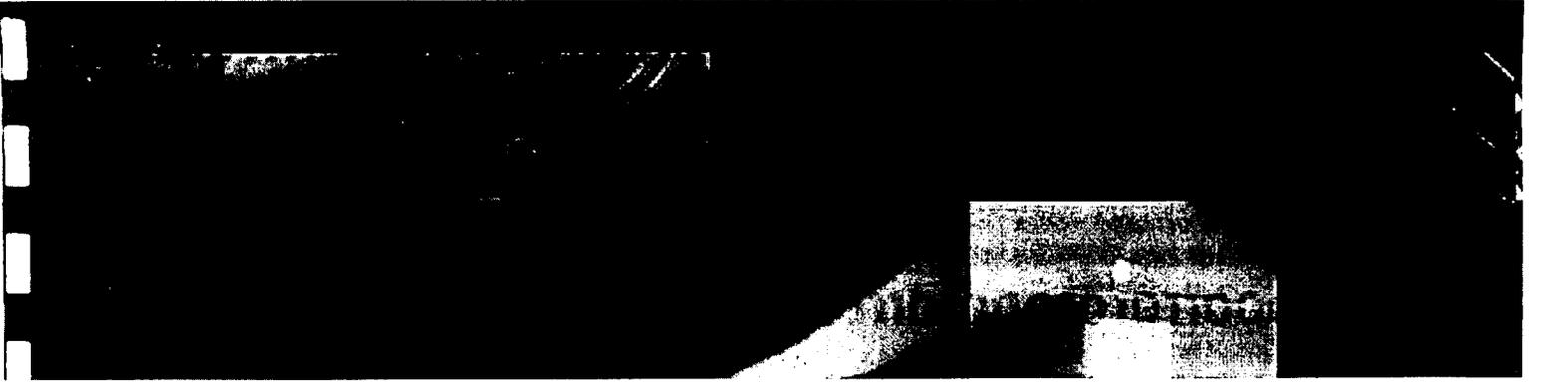
Along with a 10-year warranty, the DigiPoS Retail Blade offers customers:

- Higher ROI and Lower COO
- Stability and Performance
- Future Proofing and Scalability
- Lower Support Costs
- Higher Availability
- Flexibility and Integration

DigiPoS Systems has successfully deployed more than 100,000 POS units worldwide. We believe that our unprecedented success is a direct reflection of the customer driven demand for innovative solutions and superior service. Our goal has always been to exceed that demand for excellence and provide our partners with the best systems that have a low cost of ownership without sacrificing quality or functionality. We are determined to remain a "retail only" company as well as a leading specialist in the POS market worldwide. We invite you to compare the DigiPoS Retail Blade against all of your other options and discover a new world of choices – DigiPoS Retail Blade – your better choice.

Mark Leaper
President





The Benefits of Blade Technology

IN MANY WAYS BLADE TECHNOLOGY owes its existence to the 1990s Internet boom. Traditionally IT departments bought new servers every time they had a particular need or simply wanted to expand. Each new server had a specific job and was configured accordingly. Once demand on that server got too great, another was purchased. The more servers bought, the more room was necessary for rows upon rows of boxes. Of course, that meant more networks were needed, more power cables were strewn on the floor and more complex management issues surfaced.

But during the dot com era, data center space and computing power were at a premium. Real estate space became costly and Cost Containment came into vogue. Blade technology offered a way to lower costs while enhancing performance.

Over the years as the technology grew thinner, the blade's space-saving, rack mounting chassis became more and more popular. But customers also began recognizing that there were other benefits beyond the amount of floor space saved. For starters, there was cost savings. Blade technology meant there was no longer a need to buy another entire system to meet the growing demand of expansion. Then there was the common shared infrastructure. Companies could centralize management, hot swap components, reducing complexity and eliminate the spaghetti bowl of wires all while seeing a quick return on investment.

With today's tighter budgets and increasing demand for efficiency, blade technology has become highly valued. And for good reason. An IMEX Research study estimates it costs \$389,000 a year to operate 336 blade servers compared to \$707,000 for one U rack-mount server. An IDC

survey places the savings of blade servers over rack-mount servers at 20 to 30 percent a year.

Blade server share of the market is growing rapidly. Even though many retailers have recently undergone POS upgrades, IDC found that one-third plan to further upgrade either their hardware or software within the next two years. Also, 29% plan to improve their headquarters-to-store operation, while another 29% plan to install wireless interfaces within their stores. The result is that blade server sales are expected to go from 1% of the market in 2001 to 25%, or more than \$4 billion, by 2007, according to IDC.

Until recently, the retail community had been watching the blade parade pass it by. Point of Sales software, when first introduced, had revolutionized the retail industry. According to industry analysts, nearly 60% of installed ePOS in the Americas today are still x486 processors. These older systems aren't compatible with, nor are powerful enough, to serve the data source

The result is that blade server sales are expected to go from 1% of the market in 2001 to 25%, or more than \$4 billion, by 2007, according to IDC.

needs of applications critical to a retailers' enterprise strategy. But for years POS remained a limited and isolated product. Retailers clamored for technologists to create a more robust POS solution that delivers an attractive cost of ownership, a quick return on investment, more flexibility, true openness, reliability and state of the art performance.

Now, DigiPoS has made that happen. Taking the same powerful blade architecture that has streamlined server technology for other industries, DigiPoS has designed a new retail POS technology called Retail Blade.





Diving into the Future of POS

RETAIL BLADE, THE INNOVATIVE point-of-sale solution from DigiPoS, is the cutting-edge answer to the most pressing problems facing today's retailers. The blade system offers flexibility, smart connectivity, power management, remote diagnostics, in-store maintenance, integration ease, and openness, along with performance options that meet future needs. In the world of high tech, today's state-of-the-art is tomorrow's obsolescence.

Efficiency and innovation, the watchwords of blade technology, are at the core of the DigiPoS Retail Blade's simple, yet sophisticated design. Leveraging the principles of blade technology that delivers lower operating and management costs, real time monitoring, efficient use of common resources and ease of maintenance, Retail Blade extends the useful life of POS systems. And DigiPoS is so sure of its newest solution that it even warrants the Retail Blade Host for 10 years.

The Retail Blade system consists of the Retail Blade Host or chassis, which houses all the POS connectivity and power to the system and peripherals as well as the blades. Any one of six differently configured blades can be inserted inside a common chassis. The Retail Blade family is essentially a set of blades that consist of a wide variety of processing options, storage capabilities, flash memory and power options.

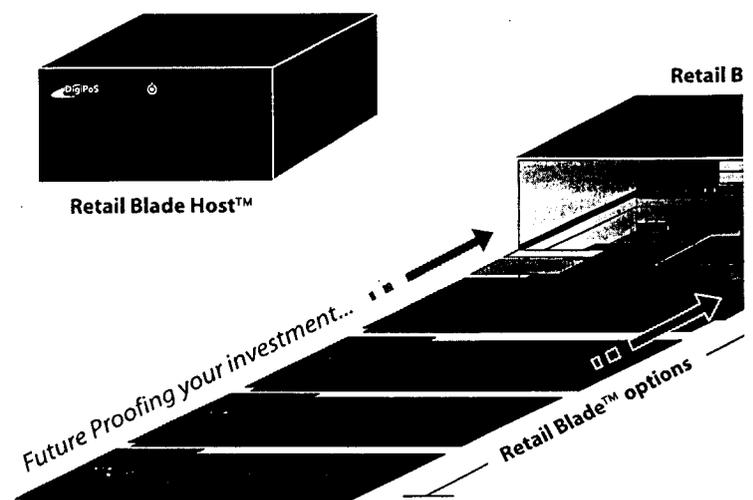
Each Retail Blade chassis has a passive backplane that houses bundles of resource ports, such as powered and polyswitched USB and serial connections for peripherals. Each port is backed up by a solid-state fuse that automatically resets itself. Other resource ports handle the keyboard, video, mouse, external network connectivity, warm swappable and RAID configurable high-density hard drives. Each Retail Blade includes either an Intel Celeron or Pentium 4 processor, up to 1GB of stable

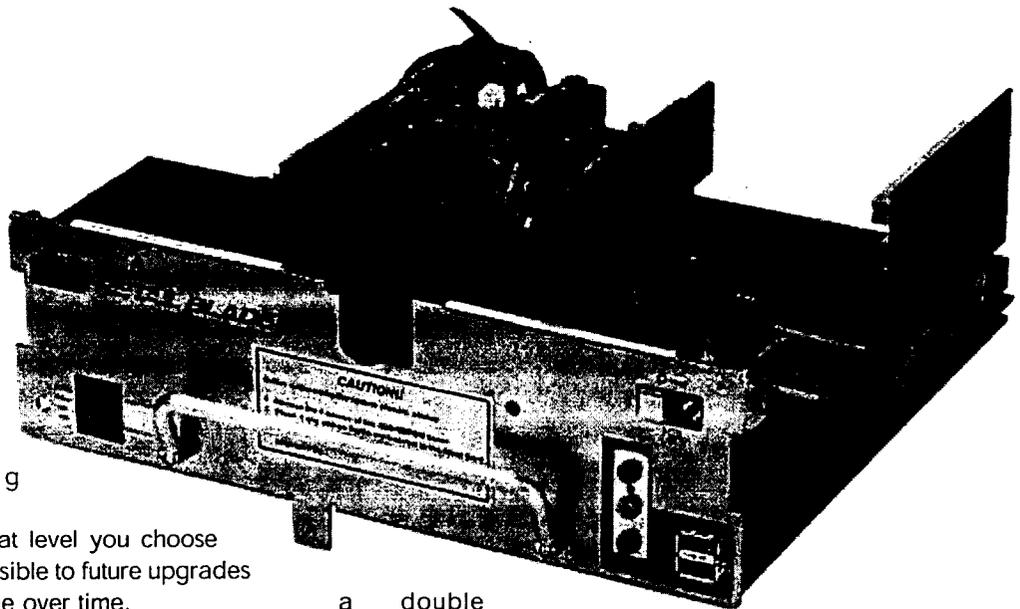
memory, network interface cards, bootable compact flash for diagnostic and logging, and intelligent environmental controls, all of which are compatible and able to use the common resources.

The chassis also includes a rack mounted 3.5" hard disk bay accommodating either IDE or S-ATA technology. There is a second bay area for CD-ROM or mirrored RAID disk option.

Retailers can choose the level of solution and sophistication they need with processor blades from 1GHz up to 3GHz, along with tailored memory. For instance, a lower volume retailer may select Retail Blade's entry level Value Solution, which relies more on the server's resources, while a high traffic retailer might choose the Performance Retail

One Retail Blade Host, One Retail Blade: Tomorrow's POS Technology TODAY





Blade for more demanding applications.

Regardless of what level you choose every system is accessible to future upgrades as your needs change over time.

Once installed, Retail Blade connections with compatible peripherals (all of which are powered from the heavy-duty external 300-watt POS power supply) are also included in remote monitoring and diagnostics. That means once everything is connected, the system has a single power source. The spaghetti of cables needed to connect various devices on a traditional POS system are gone. And that translates into savings – in peripheral management, in time to repair, and in unexpected failures. According to Giga Information Group, some system administrators can spend up to 25 percent of their time just managing cable connections. With Retail Blade you no longer have to hunt for the right cable, power supply and device connection when something goes wrong. Plus, there is more free space under the counter.

When the time comes to upgrade or replace a faulty blade, all a trained, non-technical in store employee has to do is slide out the existing blade and insert the new one. Plus, there is no impact to power, no cables to wrestle with, peripherals to unplug, or downtime waiting for service technicians. There is no need to box up the POS system and send it back to the manufacturer. Processor maintenance is accomplished the same way.

If that isn't impressive enough, Retail Blade brings significant additional benefits to the retailer with environmental security, maintainability and connectivity. Housed in

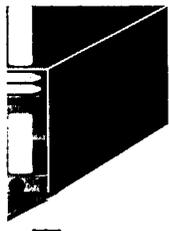
a double welded, heavy gauge steel case with a dual rail internal steel chassis, Retail Blade is well protected against inadvertent damage. The design incorporates a water cooled, five-stage temperature protection circuit that automatically adjusts the airflow to crucial areas of the system, depending upon the load and external forces. An alarm activates and can be sent to a remote location if an out of limits condition exists.

Apart from the clear maintenance benefits, the system and its connected devices are capable of being remotely tested and any problems addressed. A report is then transmitted by the remote server known as the Global System Manager. The GSM will also trigger alarms to prompt the help desk to investigate out of tolerance conditions or changes.

Retail Blade caters to the direct connection of cash drawers, magnetic card readers, chip and pin devices, and LCD Touch Screens. Full expansion is possible because of redundancy systems including a secondary hard drive, dual advertising screen displays, full audio output capability, wireless network connectivity, and a secondary cash drawer port.

With the DigiPoS Retail Blade, retailers can finally exploit the true cost of ownership benefit by selecting the exact technology for any given job without compromising stability or longevity of their investment and in store architecture.

Blade Host™



Satisfied Customers

DIGIPOS SYSTEMS GROUP'S Retail Blade can change the way you do business by giving service to your customers and supporting your staff. Those are qualities that retailers like Next, the leading specialty fashion retailer in the United Kingdom, appreciate.

Known for its commitment to selling stylish, high quality products at affordable prices, Next has won several retail awards since opening in 1982. The retail company stays on top by being innovative, collaborative, responsive and creative. Those same words are used to describe DigiPoS Systems Group's Retail Blade and may be why Next chose it as the POS solution for its more than 300 stores. As a multichannel retailer, Next requires a flexible platform that enables its clients to enjoy the ultimate shopping experience, whether over the phone, on the web, or in a store. Retail Blade delivers the necessary level of sophistication needed by Next, while adding ease of operation and upgrade.

Founded in 1813, Harvey Nichols is another DigiPoS System Group client. The upscale department store is among London's trend-setting retailers and high quality service to its customers is the retailer's hallmark. Everyone from staff, right down to the equipment they use must be well-trained and sophisticated, including the POS system. So when Harvey Nichols recognized the immediate impact of Retail Blade and its extended life cycle, it changed its order from the

DigiPoS PowerPOS system. The retailer also valued the immediate impact on return of its investment and the fact that, if something does go wrong, a non-technical employee can change blades and get a counter working again in minutes, literally.

Other DigiPoS Systems Group products have also made their mark in Europe. With 995 outlets across the globe and revenues exceeding \$1.1 billion, Claire's Stores, Inc. is one of the largest retailers of fashion accessory products in the world. In 2003 Claire's invited DigiPoS Systems Group to assess its evolving ePOS technology requirements and offer a solution for its stores in Germany, Austria, and Switzerland. The result is that the 97 Claire's Stores in those countries are now using the DigiPoS PowerPOS Systems which includes touch screen technology and customer display, a printer, and DigiPoS cash drawer.

"There were three main factors that influenced our decision to choose DigiPoS," says Carlos Lozano, IT director at Claire's Switzerland. "Firstly, it was outright superior product performance. DigiPoS came out well ahead in terms of functionality and reliability. Secondly, we found that DigiPoS personnel clearly understood our business and they were able to demonstrate support at every stage of our working with them. Finally, their ability to professionally support the installations throughout the region was important to us."

AMONG THE BEST RETAILERS
stores who are in the top 100 cases of Retail Blade. For example, a pharmacy with a high end Retail Blade is the most popular product in the pharmacy and the most popular Pharmacy POS. Pharmacy called the most successful system in the world for the time it takes to restore to the time it takes to pass the data to one of the other POS systems. It takes a minute (most likely from the one hour to two days) and the system is up and running. No maintenance required or downtime.

CONVENIENCE STORE
A convenience store digitized by the latest improvements for convenience stores to actually be the most profitable number of stores and store. Finding the Retail Blade from DigiPoS a platform that provides the greatest flexibility. All POS systems can now be used, integrated and linked. Blades swapped and applications stored in stores are multichannel store to function as a single profit center with many disparate profit centers. Inventory through store.

GROCERY STORE
A grocery store gains advantage by being able to run other IBM equipment with the latest IBM traffic monitoring, merchandising and loyalty programs that are only available on Windows. In this hybrid environment, the grocery store is able to maximize the store by being able to install different configurations throughout the store to suit the needs of various departments and of the requirements and priority



The DigiPoS Story

THE DIGIPOS SYSTEMS Group was established in 1994 with the mission of creating high technology solutions to help retailers be successful. Early on, DigiPoS Systems recognized that an opportunity existed to design high technology solutions that delivered systems, service and support specifically aimed at the unique needs of retailers.

From the outset, innovation has been the hallmark of DigiPoS, which changed its name to DigiPoS Systems Group in 2003. The company's specialist research and development team studies the evolving requirements of thousands of retailers before building systems to address those very particular needs. DigiPoS System's dedication to the retail sector has led to hardware breakthroughs such as independently powered serial ports, locking access covers and total cable management.

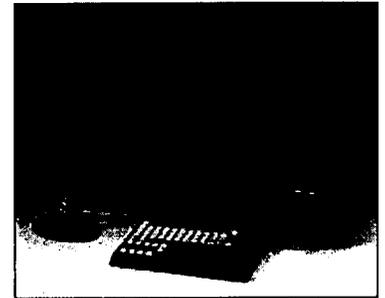
At the core of the DigiPoS Retail Solution is the system boards and components. Manufactured in specially built production facilities, DigiPoS utilizes powerful Intel technology and industrial specification components to ensure robustness and reliability, all of which are supported by the company's three year warranty.

The reward for its devotion to the retail sector has paid off with exceptional growth born out of demand from retailers who understand the value of the new technology and appreciate its support. In the past five years annual

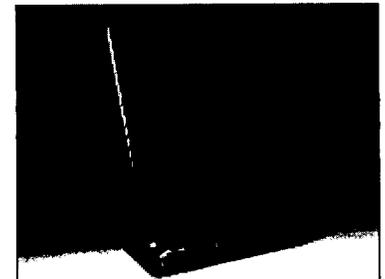
shipments of DigiPoS products has increased a stunning 267%. In 2002 DigiPoS Systems was identified by Clarendon Reports — the worldwide authority on the POS market — as the number two supplier in terms of shipped units in the United Kingdom. The company has achieved revenues of \$130 million in 2004.

With more than 100,000 POS terminals installed globally, DigiPoS Systems has earned a reputation among retailers for its design, innovation, and value. Retailers view DigiPoS Systems as an integral part of their IT infrastructure and rely on the group to deliver sector specific technology and outstanding customer service. They have confidence that when their equipment is delivered and installed, it is retail-ready and backed by trained support staff.

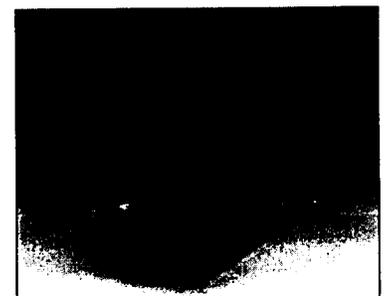
The future for DigiPoS Systems is to continue investing in leading edge design so it can deliver the benefits of emerging technology — such as RFID, Biometrics, and Wireless POS — to its customers. Coupled with the solid experience of our team of more than 300 staff and 1,500 specialist resellers, will insure that the company continues providing an environment of confidence and surety in its products and business. DigiPoS Systems' aim is to provide its partners with retail systems that have a low cost of ownership without sacrificing quality or functionality.



More than just a white-box solution, the DigiPoS Power POS 1.2 is the ideal price/performance platform for retailers who simply need a little more performance on a stable platform



With a decade of experience supplying POS hardware to the retail industry, DigiPoS introduces its new TouchPOS, the purpose-built, all-in-one Hospitality POS solution.



The new DigiPoS Integrated Touch Screen LCD is the premiere entry into the Hospitality segment and provides an integrated state-of the art solution.

We **DARE** you to upgrade a POS system in **45** seconds...

From 1GHz to 3 GHz...

- **WITHOUT TOOLS**
- **WITHOUT UNPLUGGING CABLES**
- **WITHOUT MODIFYING SOFTWARE**

Try your hand at the "Retail Blade Challenge"
at booth #2343 at the NRF show, see how fast
you can upgrade a Retail Blade unit for
your chance to win a 42" Plasma TV
and other fabulous prizes!



www.retailblade.com | 1 866 847 2767 | info@digipos-systems.com

Simplicity Saves!

RETAIL BLADE™

34

This is Exhibit0..... referred to in

APPENDIX 1

to the Applicant's Reply to Opposer's

First Set of Requests for Production of Documents

Ex. #	34
Exam of	Mark Heaper
	Digi vs DigiPOS
On	Jan 21/07
TRIUNE REPORTING SERVICE LONDON, ONTARIO	

"A genuine disruptive technology in the Retail POS market!"

- Robert Marano of the Advanced Technology Group at PricewaterhouseCoopers

In recent years, there has been a debate as to how consumers will change their retail buying habits and attitudes; the convenience of online shopping, versus the personal in-store attention, versus the catalogue shopper who likes to feel as though they are remembered for every purchase.

One conclusion this debate has spawned that everyone agrees with is that the customer's shopping experience culminates at, and is therefore measured at, the "Point of Service."

This "point of service" (POS) is where retail customers place the value in their shopping experience. Price becomes less relevant when the service quality is very high (i.e. the "Nordstrom's experience"). Product selection can be limited if the purchase experience is right. This means that there is a great deal more focus today on the POS as a center of influence. Previously thought of as merely a cash counting and accounting data point, the importance of POS has risen to provide the retailer with real time information on traffic flows; complementary product bundles; promotions; loyalty programs; shelf stock management; in-store locators; employee training and scheduling; floor planning; detailing and much more.

This focus on the POS has created a polarized community of solution and technology providers. There are the server-centric providers with "thin client" managed data solutions. Then there are the inexpensive raw PC alternatives provided by PC manufacturers for full functioning "thick client" application led data islands.

There are also two user environments, one using a closed application arena and, more recently, true open platforms solutions that offer interoperability. The drum beats from these two different camps relay mixed messages on "performance," "cost of ownership," "flexibility," and "stability." Unfortunately, retailers have not been able to have it all. What they get in leading edge processor performance may be at the cost of proven reliability and design stability. Conversely, the comfort and advantages they get in



"Blade technology in a counter top POS translates into faster ROI and overall lower Cost of Ownership."

- Mark Leaper, President, DigiPoS Systems Group

RETAIL BLADE™



closed system reliability and stability, they give up in lost flexibility, impaired competitive advantage, and higher cost of ownership... Until now!!

The universal call from retailers to technologists is for a robust POS solution that delivers attractive Cost of Ownership and ROI that can deliver more flexibility, true openness, proven reliability and state of the art performance at a cost that represents real value for money. DigiPoS Systems Group can now offer these erstwhile unavailable benefits.

DigiPoS Systems have recognized that the evolution in data control witnessed in the mainstream server market has caused technology to dramatically change to reflect user demands. Client server architecture was in vogue at most data centers where management was striving to gain reduction of costs and apply more systems control. A few years ago "Blade" technology was introduced into the server environment. This was a new streamlining technology that relied upon common chassis design and built in self-diagnostics. This technology became common to numerous servers because functions were not duplicated, but actually shared, thus adding to overall performance and storage and enhancing efficiency and ROI.

The basis of the user benefits of Blade is that the processor elements are housed in the same "cabinet" and are exchangeable and interoperable. The Blade server provides enough power management, diagnostics, I/O, cooling and connectivity for either one processor or many processors within the cabinet. This makes upgrades, maintenance, management, physical space, and operations more efficient and less costly.

The same powerful principals have now been designed into a new retail POS technology from DigiPoS Systems called "Retail Blade™." Whether users opt for thin or thick client POS, a significant issue always arises from cable management for power distribution and connection of peripherals. Each specific retail technology requires the host device to handle integration of data, power and diagnostics. All of the devices surrounding the cash drawer AND the cash drawer itself need power and they also need to connect with one another. This means the system must accommodate devices such as produce scales; bar code scanners; receipt printers; cheque scanners; and credit card readers – basically all need power, data diagnostics and the ability to be connected together.

In worst case, retail installations, each item has it's own power cord and/or independent power supply that usually ends up tangled among the connectivity cables hidden up under the counter. Should something either go wrong with the POS system or an upgrade is undertaken, all these specific connections have to be taken off and re-installed. When the POS system is finally replaced, they have to be reinstalled and either made to be compatible





with the new device, or they are replaced. This typically requires a trained technician attending each site. Retail Blade™ simply and effectively eliminates these costly procedures.

The transformation of isolated point-of-sale systems into multipurpose point-of-service systems is now underway and a flexible system with the design benefits of Retail Blade™ is the only way a retailer can protect his future investment. According to the market research group IDC, while many retailers have recently undergone POS upgrades, nearly one-third of retailers they interviewed plan to proceed with further upgrades to their POS hardware and/or their POS software within the next two years. Also, 29% plan to upgrade headquarters-to-store connectivity, and a further 29% plan to take up wireless interfaces within their stores during the next two years.

"Retailers that design and develop advanced point-of-service ecosystems will enjoy increasing revenues, decreasing costs, and greater customer loyalty."

- Market Research Report, IDC

The same IDC report states, "With multichannel pressures and payment requirements mounting, technology costs declining, and vendors embracing open standards, retailers will spend the next two to four years building store technology ecosystems tailored to their store". The new standard of PoS must be

scalable to move freely from small format specialty, large format specialty, or grocery store requirements. "Hardware, software, and infrastructure vendors will win by customizing offerings to meet the specific needs of these and other retail segments. Retailers that design and develop advanced point-of-service ecosystems will enjoy increasing revenues, decreasing costs, and greater customer loyalty."

DigiPoS Systems have successfully deployed over 100,000 PoS units world wide, and has a track record of innovative design and fast reaction to market trends. DigiPoS Systems has listened to the industry and developed an innovation in retail POS that rivals the benefits of Blade servers used in corporate network topography. DigiPoS Systems are now readying the launch of a unique powerful technology that will set the new standard for retail point of service solutions in the future - the DigiPoS Retail Blade™. The breakthrough development offers savings for retail users, which are derived through simplicity of design and flexibility of architecture. Making the POS investments a retailer makes last longer and deliver higher ROI with an enduring lower total costs of ownership.



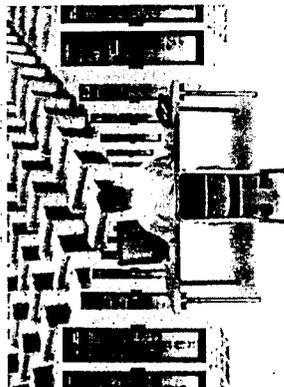
Mainframe

A PRIMER FOR THE NON-TECHNICAL EXECUTIVE

To recognize the evolution of computing, there was the initial mainframe datacenter environment when people competed to get time on the sacred mainframe. As resource demands on the datacenter grew, the needs of users were being served by smaller processors that took the place of the mainframe for immediate needs but ultimately fed the mainframe the vital data. These processors were aptly called "servers." The dawn of client/server had come.

Clients are the users that use resources available on the server. There are two primary types of clients today - "thin" (sometimes referred to as dumb) clients - not referring to the user at all but the type of device they use to work on. A "thin" client refers to the fact that the processor that the user accesses the server through has little of its own resources - storage or processing power for example. It relies heavily on the network connection to the server and the server's resources. The server goes down or the network fails and the thin client can do very little until the services are restored. The other client is a "thick" (sometimes referred to as smart) client. This client has storage, processing power and some, if not all of an application resident on the users processor and more of the activity happens on the users desk and interacts with the server for real time data, updates, database access or other services. If the network fails or the server is not available, the thick client can continue to operate many functions at a "local" level until the services are restored.

More Users = More Servers
= MORE COSTS!



...There IS a cost-saving
SOLUTION...

Until recently, retailers were forced to commit to one or the other client/server approach. Each came with a cadre of pro's and con's. In either approach, the server remains a critical part of the solution.

BLADE INNOVATION

Historically, IT departments bought servers for particular needs and with the appropriate configuration for the current job and some excess capacity to handle demand growth. Once the demand on that server got too great, another server was purchased and slid beside the first one and took up the incremental demand. As demands grew, more servers were purchased and real estate in computer rooms was quickly becoming a scarcity. Imagine a room full of identical boxes in rows and you can appreciate where the term "server farm" came from.

Managing scores of servers was a challenge as was maintaining some degree of stability across all servers. Then, to save space, the "guts" of a server was taken out of a cabinet and slid into a metal rack so servers could be stacked on top of one another in smaller spaces. This is the most common way high volume servers are handled today - stacked in racks.

Introducing the BLADE SERVER



Management of each individual server remains a challenge. Every time you add a server – you add a network connection or more; a power supply and all the elements of an island server (individual memory, storage and processing power, for example). Soon, server racks were a hornet's nest of wires, blinking lights and management nightmares that literally kept IT managers up all night.

Then there came **BLADE TECHNOLOGY**. The principal behind blade is efficiency. The concept is to simplify, and blade accomplishes this through sharing resources. In a rack mounted server farm, each server has it's own I/O, it's own storage, it's own processor, it's own power supply – each could stand and operate by itself.

What this means is that to increase performance from your server farm – you not only bought more processors, you bought more of everything... whether you needed it or not!

ELIMINATES COSTLY:

- Complex Server Management
- Data Room Space
- Power, Cooling, Networking, Redundant Components

With Blade Technology, common elements that all of servers could and should "share" are brought together. Imagine that same rack of 10 servers. With blade, there is a single power supply, a single I/O bus, shared cooling, a single network connection and every time you want to add the equivalent of a new server – a board is slid into the rack and joins all the other "boards" – (said **BLADES**) in the rack. Need more performance? Add another blade. You don't buy another backplane or another power supply or another Ethernet connector – they are already there... simply buy what is needed to incrementally meet/exceed existing demands.

From one central point, every element in the environment is monitored and every new item added is managed in the same fashion. Simplify cabling. Simplify power. Simplify space management. Simplify shared components. Simplify and save.

Save through lower cost to operate, manage and maintain. Save through more effective and efficient use of existing investments in technology. Save through lower costs to upgrade, deploy and rollout. Simplify and save.

We conclude from our research that for domains of potential, Blade computing can help significantly lower operational costs, ease management and accelerate time-to-deployment. IT executives consistently improved operational costs from 15-30% while at the same time improved availability levels and time-to-market.

Blade technology has been around since 1999 and by 2002 it represented as little as two percent of the server market. By 2006, IDC predicts it will be over 20% of the server market and represent \$13 billion in IT related spend. The explosive growth of over 500% is fueled by efficiency, simplicity and the overall savings that are the goals for most IT departments in every industry.

Listening to their existing customers and people they would like to have as customers, DigiPoS Systems have

- ITCentrix

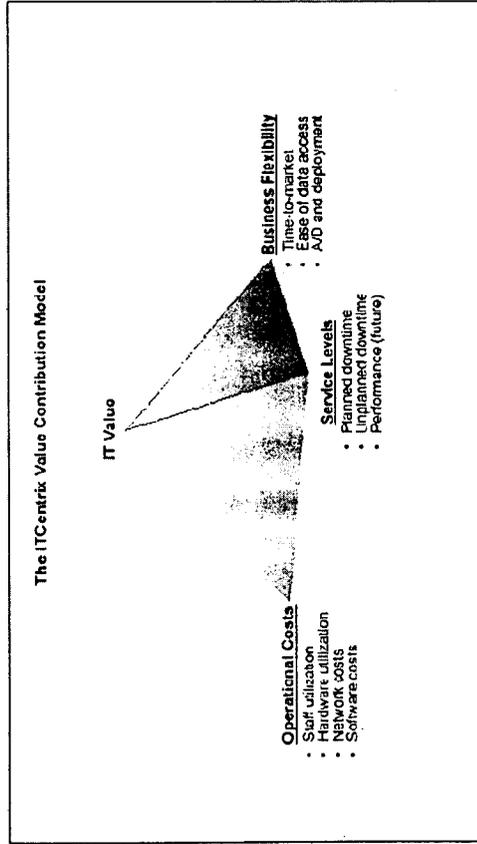
created an innovation that provides the solutions to some very real challenges facing today's retailers. Retail Blade™ is the DigiPoS answer. While not literally a blade architecture, the sound technology principals, and thus the benefits are the same.

Today, there is significant cost in integrating and deploying new POS systems. This drives the genuine total cost of ownership to as much as 5 times the original acquisition cost of the hardware and software. While demands and volumes change, there are some things that retailers wish would remain constant. For example:

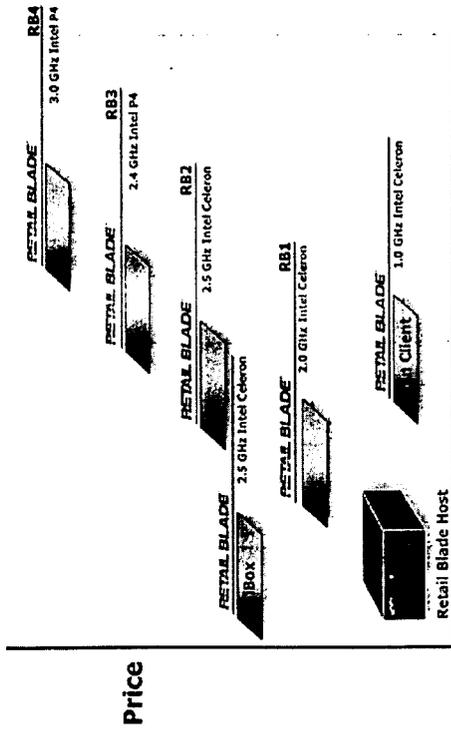
The installation "foot print" or the amount of space needed for the POS system competes with scarce and vital counter space. New systems often mean revisiting the counter layouts. In food retailing, POS is most often integrated into the checkout lane. Upgrades that require changes in the footprint can create significant disruptions and incremental costs. Being able to predict and rely on a specific footprint over longer periods of time means savings in time, cost to deploy and manage and fewer redesign considerations.

Then there are the receipt printers, scanners, scales, credit card readers, cash drawers and any other peripherals each have to be connected to the POS. Each requires power and connectivity. Spaghetti - like cables are going everywhere and all have to fit in the space required. Each has to be traced matched to the device when maintenance has to be done or if the POS has to be moved. When the power supply for one device fails, the hunt starts for the right cable, power supply and device connection. Additionally, all of those power supplies crammed into spaces under the counters generate additional heat.

The Retail Blade™ innovation starts here. The Retail Blade™ POS uses a common chassis to house any one of five different "blades." The chassis or "host" provides powered ports for USB and serial connections that deliver both connectivity and device power. Each port is also backed up by a solid-state fuse that automatically resets itself. The "host" is installed once, connections made, and compatible peripherals are powered from the heavy duty POS power supply, meaning connect once - power from one source. The "host" handles network connectivity, storage, power and a consistent footprint.



RETAIL BLADE FAMILY



The rest of the Retail Blade™ innovation is in the blades themselves. The "host" has a passive backplane that invites one of six differently configured blades. For thin client environments there is a thin blade that, together with the cost of the host, is a price/performance advantage over typical thin client solutions.

Leveraging the "host", retailers can choose to start with a processor blade from 1 GHz up to 3 GHz and tailored memory. Processor upgrades are accomplished by sliding out the existing blade and inserting the upgrade. Maintenance of the processor is managed in the same fashion. A non-technical store employee can slide out the faulty blade and insert the replacement. No impact to power, cables, or peripherals. No waiting for service technicians. No need to disconnect everything and box the POS up and send it back. The "host" consists of all the components with the highest mean time between failures and so DigiPoS Systems are providing their Retail Blade Host™ with a ten-year guarantee.

Performance

WHAT IS A BLADE PC?

It's a blade computer that uses a processor bought from Transmeta Corp. called the Efficeon. It's an x86-compatible processor that is claimed to be more efficient than similar processor from other vendors. The blade PC goes into a rack in the data center and gets accessed by the user from a thin client. At logon time, an allocation engine couples the user's thin client to the appropriate blade PC, and associates that user's user profile with the blade PC in question using the resources of Active Directory. The blade PCs use embedded Windows XP as their operating system, and because the thin clients are Windows-based, the user gets the full Windows user experience.

Further innovations with the DigiPoS Retail Blade™ solution include remote diagnostic capabilities for the POS and the peripherals. The real time monitoring provides a central focal point for IT managers to be able to see the state of entire configuration and location of assets throughout the estate.

The DigiPoS Retail Blade™ solution incorporates an innovative five stage environmental management systems that provides alerts and automatic actions to manage increases in temperature to reduce, and even eliminate the failures and losses due to heat.

Overall, the DigiPoS Retail Blade™ innovation addresses the top pressures facing retailers in their point of service deployments... flexibility; connectivity; power management; remote diagnostics; maintenance; integration ease; open-ness; and performance options to meet today's needs and tomorrow's... for both thin and thick client installations.

DigiPoS Retail Blade™ is genuine innovation. It isn't a PC. It is a simple solution and, after all, **simplicity saves.**

DigiPos
SYSTEMS

RETAIL BLADE™

DigiPos Systems Group

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Fax: 905 332 9233

Email: info@digipos-systems.com
Web: www.retailblade.com

Save through lower cost...Simplify and save

RETAIL BLADE™

Global Solutions Company

DigiPoS Systems has a ten year history of delivering innovations exclusively to the retail industry. With over 100,000 point of sale terminals installed globally and a dedication to design and purpose built solutions for retail, DigiPoS Systems has a single focus - retailers.

Listening and Learning DigiPoS customers drive the developments that make DigiPoS solutions so successful. DigiPoS Systems builds solutions that are ruggedized specifically for retail environments with unique shock resistance, temperature management and remote diagnostics. Further, providing powered ports with solid state fuses enables retailers to reduce cable clutter and extra costs. Finally, DigiPoS customers want to extend, not shorten, the life of their POS investments. They want flexibility, openness, reliability, stability and most of all - choices. DigiPoS Retail Blade™ delivers on all of these wishes.

DigiPoS Systems has solutions for:

- Thin Client
- Thick Client
- Client/Server
- IBM 46xx Migration
- Windows and Linux application support

Retail Blade Host	RB 1	RB 2	RB 3	RB 4	Thin Client	iBox
Powered USB Ports	✓	✓	✓	✓	✓	✓
Powered Serial Ports	✓	✓	✓	✓	✓	✓
Switched & Fused	✓	✓	✓	✓	✓	✓
HDD Removable	✓	✓	✓	✓	✓	✓
Reeking Peripheral Power Management	✓	✓	✓	✓	✓	✓
Audio Support	✓	✓	✓	✓	✓	✓
10 Yr. Warranty	✓	✓	✓	✓	✓	✓
Retail Blade Options						
Processor:						
GX					1ghz	2.5ghz
Intel Celeron	2ghz	2.5ghz				
Intel P4			2.4ghz	3ghz		
RAM (up to 2gb)	128MB + 40	128MB + 40/80	256MB + 40/80	256MB + 40/80	512MB + N/A	256MB + 40/80
HDD (gb)	IDE	IDE/SATA	IDE/SATA	IDE/SATA	IDE/SATA	IDE/SATA
CF Flash Card		64MB	64-1GB	64-1GB	64-1GB	256MB
Video	64MB	64MB	64MB	64MB	64MB	64MB
Ex. Power Supply	✓	✓	✓	✓	✓	✓
On Board Diagnostics		✓	✓	✓	✓	✓
3 Yr. Warranty		✓	✓	✓	✓	✓

*1 year Limited Warranty



Parivry - 14, Rue Jules Vanzuppe - 94200 Ivry/Seine
Tel: 01 49 59 90 00 - www.digipos-systems.com

DigiPoS SYSTEMS

RETAIL BLADE™

An innovation that could be classified as a disruptive technology to the entire Point Of Sale market...

DigiPos Systems is proud to introduce you to the Retail Blade™ Innovation.

Retail customers have so many choices. There are a wide number of brands and price points. They can even purchase products over the phone, over the internet, through the mail or through your retail store. How can you improve the chances that they come to you? Service.

The point of service defines what kind of store you are. The buying experience can make them want to come back, again and again.

DigiPos Retail Blade™ innovation is no ordinary POS solution. Can your current POS be repaired or upgraded by non-technical store personnel?

© U.S. DigiSys

Can your current POS check itself and all the peripherals attached and reach out to your IT department with real time diagnostics and alerts?

DigiPos Retail Blade™ DigiSys

Can your current POS manage power for all the peripherals attached?

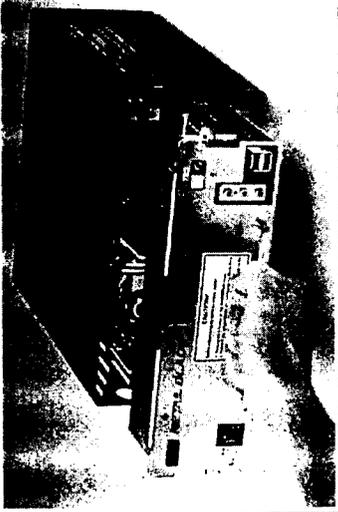
© U.S. DigiSys

Does your current POS offer a solution to the spaghetti of wires that have to be connected, traced and managed?

DigiPos Retail Blade™ DigiSys

Can your current POS be either a thin or thick client? Or give you from 1GHz to 3GHz of Intel performance in the same footprint?

© U.S. DigiSys



Does your current POS protect your investment for the next TEN YEARS?

DigiPos Retail Blade™ does!

New, DigiPos Systems ensure that YOU have more choices!

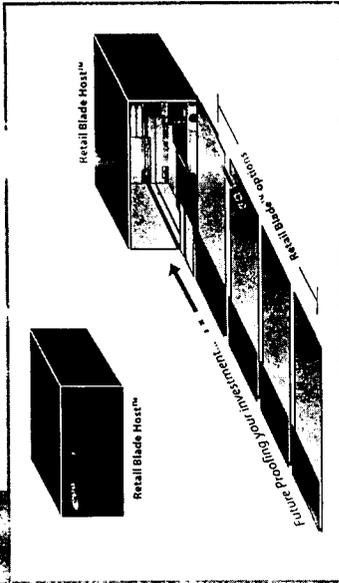
>> DigiPos Retail Blade™ is the only platform that enables customer to maintain compatibility, configurations and installation, while extending the performing life of their POS beyond a FULL DECADE.

>> DigiPos Retail Blade™ challenges all competitors to measure an extended life cycle, people management, ruggedized construction and self service features that quantifiably deliver the lowest total cost of ownership and highest return on investment.

>> DigiPos Retail Blade™ delivers an entire family of innovative POS systems for every budget and performance requirement.

The core of the DigiPos Retail Blade™ innovation

is the sophisticated simplicity of the design and the introduction of the unique Retail Blade™ Host. Leveraging the principles of blade technology that deliver lower operating and management costs, real time maintenance, efficient use of common resources and ease of maintenance, the DigiPos Retail Blade™ extends the useful life of your POS system. DigiPos even warrants the Retail Blade Host for TEN YEARS!



The Retail Blade™ system

consists of the Retail Blade Host which houses all the POS connectivity and I/O to the system and peripherals, as well as the Retail Blades™ which slide in and out of the host for easy upgrades. The Retail Blade™ family is essentially a set of blades that offer a wide variety of processing options, memory and power options which are accessible to future upgrades and needs change over time.

(See configurations on reverse)



RETAIL BLADE™

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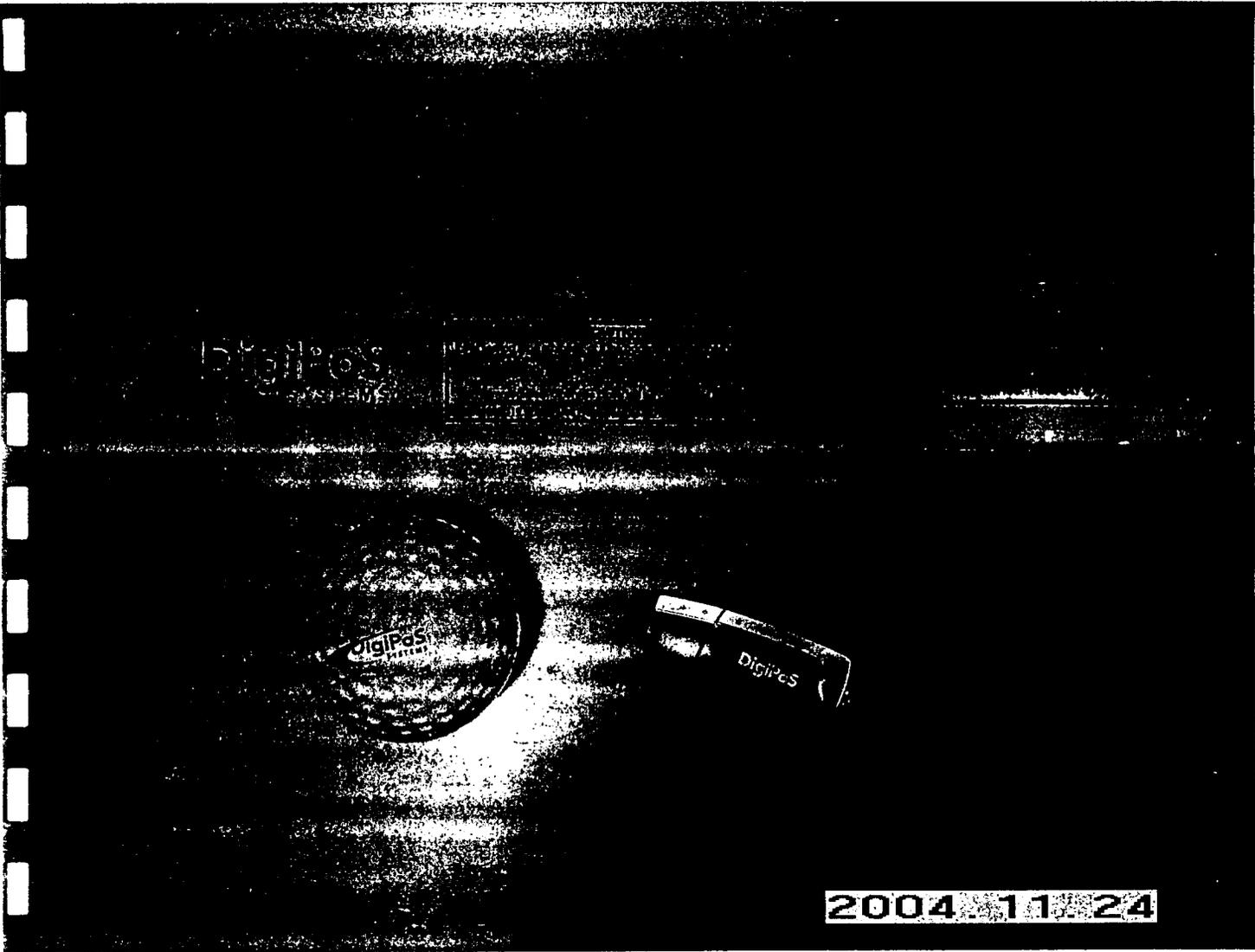
This is TAB⁷..... referred to in

APPENDIX 2

to the Applicant's Reply to Opposer's

First Set of Requests for Production of Documents

Ex. #	<u>35</u>
Exam of	<u>Mark Cooper</u>
	<u>Digi</u> vs <u>Digi Pos</u>
On	<u>Jan. 12/07</u>
TRIUNE REPORTING SERVICE LONDON, ONTARIO	



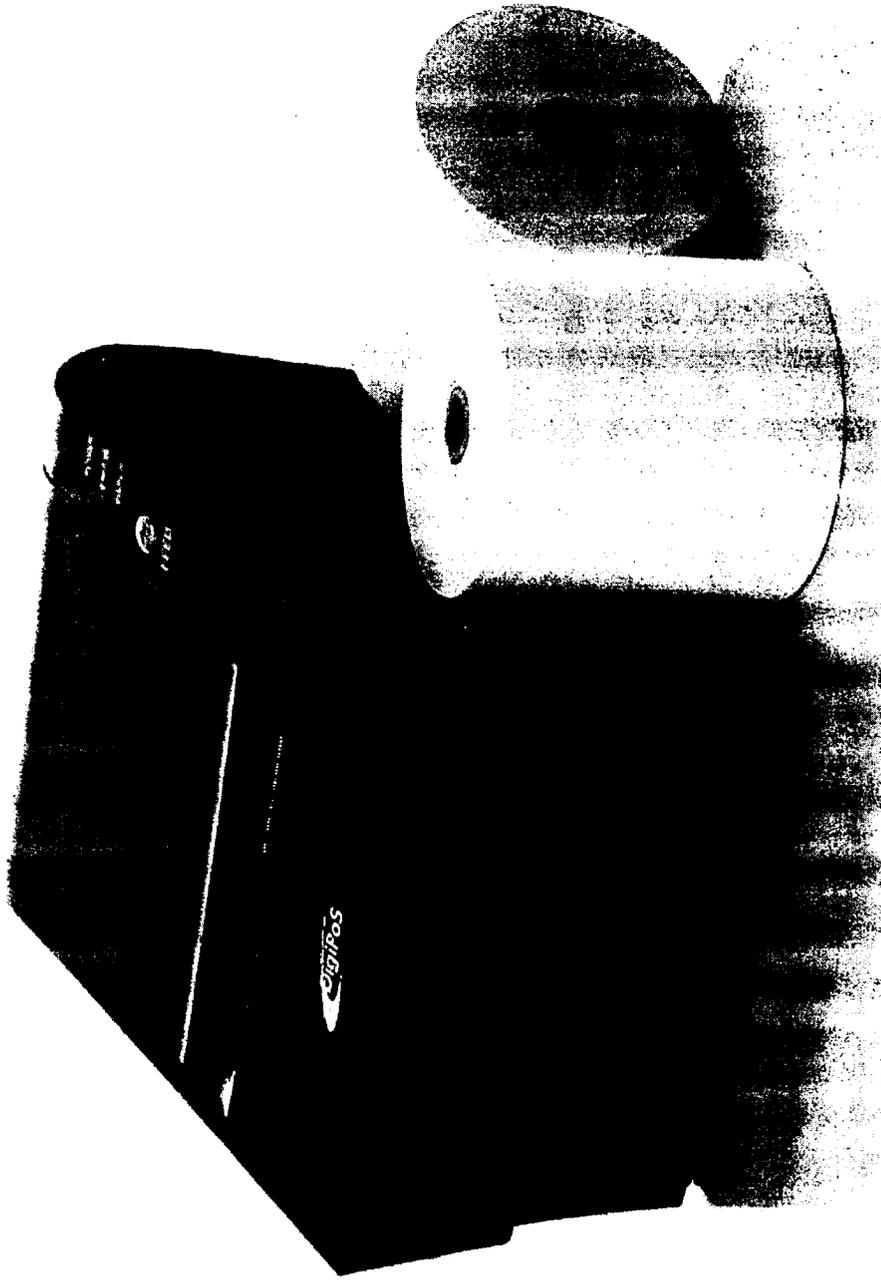
2004.11.24

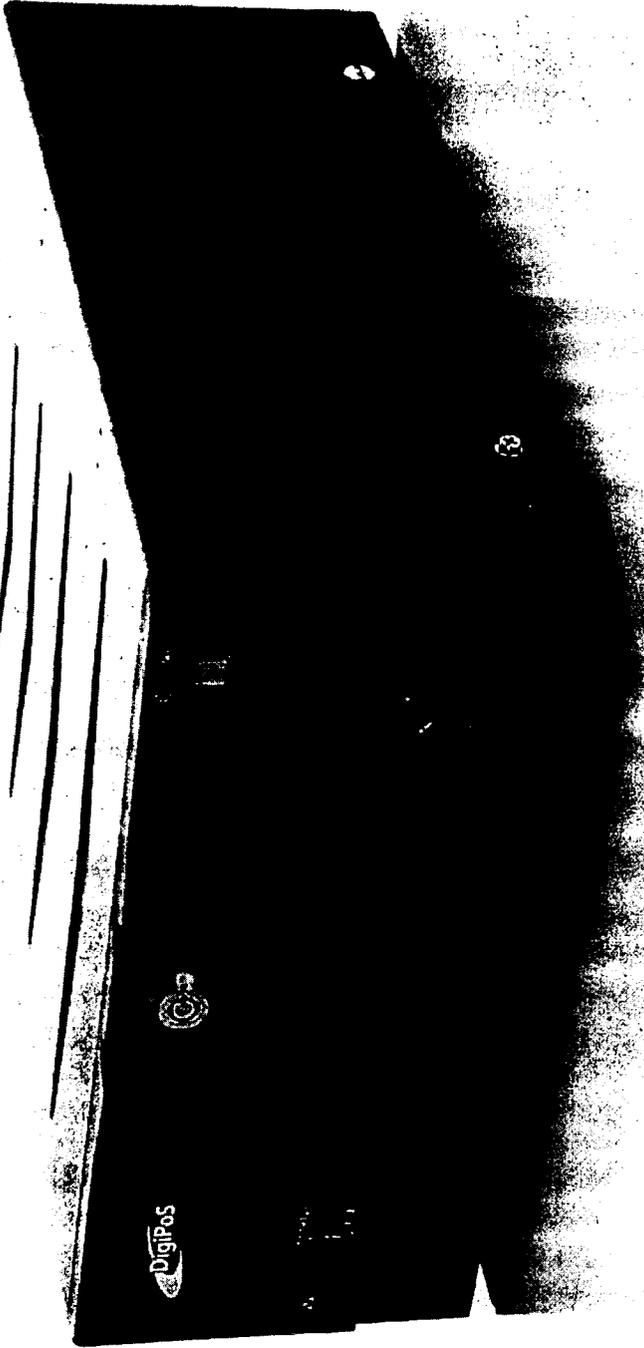


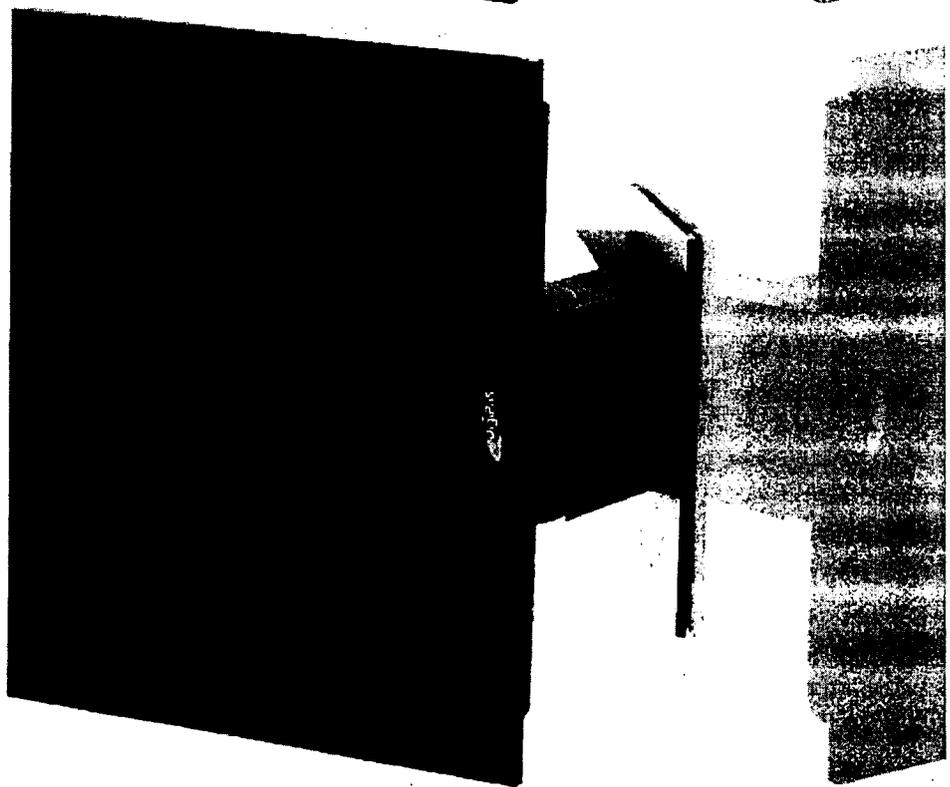
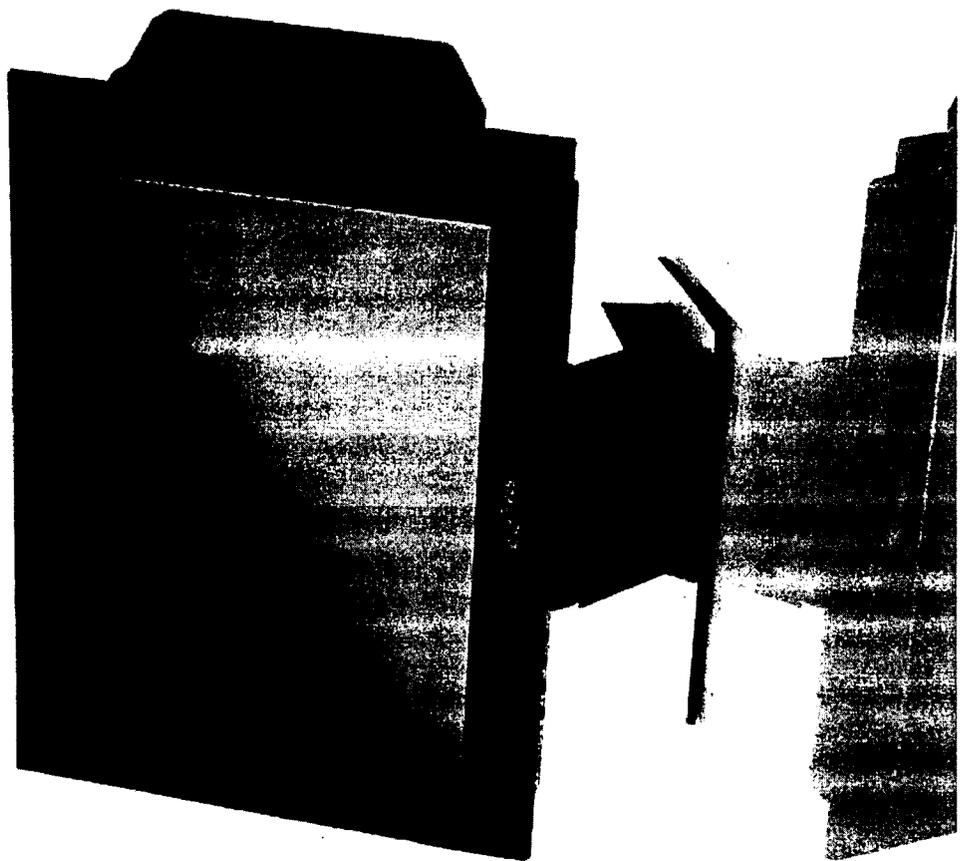
2004.11.24

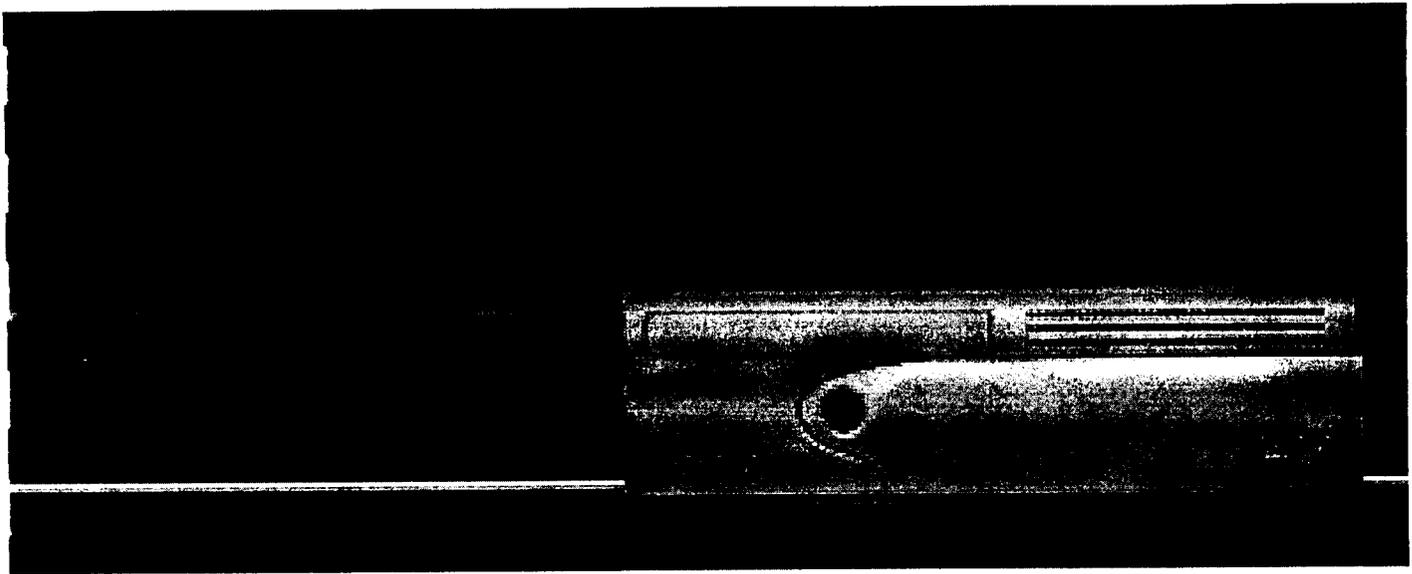


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This is TAB^a..... referred to in

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Ex.#	<u>36</u>
Exam of	<u>Mark Leaper</u>
	<u>Digi</u> vs <u>DigiPOS</u>
On	<u>Jan. 12/07</u>
TRIUNE REPORTING SERVICE LONDON, ONTARIO	


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Key Partners

Partners have been an integral part in the growth of the DigiPoS Systems Group. Collaboration on technology development, cooperation over specific projects and refining the services and offering to retailers have all been enhanced through relationships with organizations across the spectrum.

Partner relations range from training through to peripheral supply and to systems and support - services that ensure retailers across the globe have the confidence of carefully selected specialist partners that worked alongside the group.

At DigiPoS Systems North America, we value and celebrate the relationships and the offerings our partners give to enhance the POS industry. Please see a selection of our valued partners and their offering by visiting their website.

Software



JPMA:

JPMA is a worldwide supplier of Point-of-Sale software to the retail industry. More than 126,000 lanes operate JPMA designed software throughout the world.

www.jpma.com



MAGSTAR:

A leading provider of retail enterprise systems to small to mid-sized hard/soft line operations throughout North America and the Caribbean. Selected for four consecutive years to the RIS News Leaderboard.

www.magstarinc.com

RAYMARK:

Raymark provides the Xpert-Series(tm) integrated retail suite and provides experience in the areas of implementation, training and customer support.

RAYMARK®

Modules include merchandise management, POS, planning and reporting real-time environment.
www.raymark.com

SDI:

SDI is dedicated to the development, implementation and support of full integrated retail solutions that are designed to reduce store operating costs, increase management effectiveness and provide the best possible shopping experience for the customer.
www.sdiretail.com

Hardware

**EPSON:**

Epson is one of the leading suppliers of advanced POS technology solutions and services for a wide range of industries including retail, banking, hospitality and supermarkets.
www.pos.epson.com

**TIPRO:**

A global leader offering a full range of programmable keyboards that can be combined with various modular user identification, pointing devices and readers.
www.tipro.net

**PREH:**

With our standard keyboards, OEM keyboards, keypads and touchscreen are a partner for individual customized solutions. Furthermore, Preh has a great deal of know-how and many years of experience in OEM and project solutions.
www.preh.com

**METROLOGIC:**

We are experts in optical image capture and processing solutions. We utilize our expertise to design, manufacture and market sophisticated imaging and scanning solutions serving a variety of point-of-sale, commercial and industrial applications.
www.metrologic.com

Service and Support

**AM/PM SERVICE:**

AM/PM Service, one of Canada's largest Point of Sale (POS) companies, provides point of sale systems, POS software, and POS support. AM/PM Service is a privately held company and was founded in July 1987. We currently provide on-site service in excess of 20,000 customers with 50,000

Point of Sale systems, scanners and retail automation systems.
www.ampm-service.com



SOURCE SUPPORT:

Source Support Services provides one source to meet all our customers' outsource computer support needs. We do this through cost-effective IT management of our clients' hardware infrastructure. This saves time and money by having one source to insure that computer system repairs are handled in a timely and efficient manner.

www.sourcesupport.com

VAR and Channel Partners



BlueStar:

BlueStar is the #1 Solutions-based distributor of specialty electronics solutions. Value Added Resellers that service the point-of-sale, security and automation identification vertical markets. BlueStar, BlueStar Canada and BlueStar Latin America work with value-add partners to bring new and proven technology to the commercial enterprise. BlueStar is committed to doing Whatever it Takes to help grow the business of our VAR partners.

www.bluestarinc.com

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Case Studies

Majestic Wine

Founded in 1981, Majestic Wine Warehouses began with just two outlets in London. A successful retailing formula however, has now seen stores open the length and breadth of the country since that time - culminating in Majestic being selected as Wine Retailer of the Year for 2002 and 2003.

To meet their expanding requirements, Majestic selected DigiPoS to provide the EPoS technology backbone for the business - a contract that was awarded in recognition of the technology expertise and innovation that the DigiPos team were able to provide at the early stage of specifications and discussion. Now as Majestic continues to expand, opening some 8-10 outlets annually, the DigiPos EPoS solution has been adopted as the de facto standard for the group.

Jim Bendon, information technology director for Majestic, summarised the relationship and experience working with DigiPos: "The service and support we have received since day one has delivered a great deal of confidence in the whole of the DigiPoS Group. It's meant that when we open a new outlet we can be sure of our technology and the backup service that's behind it - all elements that have been critical to our continued expansion."

In 2003 as the requirements for Chip and Pin have become increasingly clearer, the two companies have continued to work closely in partnership to ensure not just the correct strategy for the Wine Retailer but the detailed practical implementation. Jim Bendon from Majestic again summarised: "The Professional Services team from DigiPoS have continued to provide every level of assistance in the assessment of our requirements, leading to a very comprehensive solution."

As Majestic continues its expansion into France and other regions, the DigiPoS solution will continue to be at the centre of both the IT requirement and solution for the group.

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SYSTEMS

WHSmith

WH SMITH

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WH Smith

As one of the UK's leading retailers, WH Smith needed the confidence of 100% service and support to maintain an effective technology and service infrastructure throughout their operations. In order to achieve this, the group turned to Vista, the services division of the DigiPoS Systems Group who have responsibility for in store cabling, installation and maintenance for thousands of retailers.

Digipos was awarded the contract for data and power installation, fault finding and repair works to WH Smiths EPoS systems and the head office. Typical projects include rewiring the entire EPoS data system and associated sales floor power circuits for stores undergoing refurbishment - through to complete installation of data and power to EPoS Systems for new stores. From 2004 Vista will continue an extensive technology installation programme with wireless access equipment to 700 stores over a 2 year programme, whilst replacing EPoS units to a further 200 stores.

Vista were also chosen to project manage the installation of Intranet PCs into 250 WH Smiths stores, completed over a five-week period. Steve Buckingham, Engineering manager of WH Smiths stated: "We are very impressed with the speed and efficiency of these installations. Everything has gone according to plan and all stores are now fully operational." Vista also completed an installation of power and data cabling into the prestigious WH Smiths book store in Paris. Lavinia Bramwell, WH Smiths retail manager summarised the WH Smith view: "What a great job you have done, your technicians were extremely helpful." Phil Pepper, Managing Director of Vista Retail Support: "This project has seen us carry out the commissioning of power and data to each store. This is part of an on going relationship that has seen Vista supplying and installing power and data to over 400 WH Smith's sites in the last year."

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Circuit City

Circuit City, with more than 41,000 employees, is one of the USA's leading retailers of consumer electronics, personal computers, software, movies, music and games. With headquarters in Richmond Va., Circuit City Stores Inc. is committed to excellence in customer service via knowledgeable, well-trained sales staff.

The company is one of the USA's largest retailers with more than 630 stores. Thousands of customer pass through these outlets every day benefiting from the attractive 'Price Matching' and 'Hassle Free' returns policy which has helped the company become a popular and highly successful group since the first store opened as Wards in 1949.

Circuit City had a requirement for a comprehensive PoS solution incorporating PoS units, cable management, diagnostic software and printers in what would become an installation of more than 22,000 systems. The company selected the powerful DigiPoS system as the hardware solution to ensure that the company remains at the forefront of technology, whilst delivering fast and efficient service to consumers across the country. The DigiPoS units were identified as the first choice solution for Circuit City only after a rigorous selection process, which saw DigiPoS Systems excel over several other well established, traditional PoS suppliers.

David Nelms, assistant vice president of MIS for Circuit City said the DigiPoS system provided numerous value added capabilities in addition to a superior hardware solution:

"From the outset, DigiPoS Systems demonstrated a tremendous amount of flexibility in working with us to address our specific needs in a cost effective manner. They worked closely with us to ensure seamless integration with a diverse set of peripheral devices, as well as our legacy systems. Also, as important, they worked diligently with us to provide an extremely robust deployment and support infrastructure for the DigiPoS devices."

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Oasis

Oasis Stores plc commenced trading in 1991 and saw trade grow extensively throughout the 1990's. Originally trading as a speciality retailer under the Oasis brand, the organisation was launched on the London Stock Exchange in June 1995 having witnessed previous years of stable growth and profitability. Success bought more and more retail outlets, growing to 150 stores and concessions in the UK with a further 40 stores operating franchises across the world.

With a profile of this type two key components for the organisation was the technology deployed to ensure management were always in control of the day to day trading situation at store level and that within store, both staff and customers received the service they need.

In 1999 Oasis acquired the smaller business of Coast, clearly targeted at the fashion-conscious 18-30 year old woman and the company was faced with the challenge and opportunity of integrating technology solutions. IT Management at Oasis developed a programme that was to meet exactly the requirements the organisation needed, based on the Coalition software application and DigiPoS hardware solution.

Retail PoS Solution - Real Value

Mike Padfield IT Director at Oasis summarised the process:

"We needed a Retail PoS solution that would be well received and deliver the results across both brands. Running different systems in parallel across two brands was simply not productive and the Coalition-DigiPoS solution delivered what we needed, the information and processing we required in a real value hardware technology solution."

IBM had previously had systems installed in Oasis but these were removed in favour of the DigiPoS solution. "The DigiPoS part of the installation was important to us" states Oasis FD, Richard Glanville as it represented a real blend of well designed, ergonomic hardware which is of course particularly important in a retail business such as ours but at the same time delivered the optimum in terms of performance and price - likewise critical to us."

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Claire's

Claire's Stores, Inc. is arguably the largest retailer of fashion accessory products in the world. In the company's own terms – its mission "... to be the most profitable retailer selling costume jewellery and fashion accessories in an environment that is organized, focused and fun, with superior customer service." Its a set of objectives the business is clearly achieving – with a highly impressive store growth rate – now over 2,900 worldwide with revenues exceeding \$1.1 billion – a very strong, ten years growth from 995 outlets in 1992.

For Claire's it is a fast moving, fashion orientated retail environment – where merchandising and marketing practices reinforce the company's position as the accessory headquarters for teen and tween customers. Newness in merchandise is key with customers attained through constant product testing and fast placement of successful test items in all departments. In this environment state of the art – responsive and Retail Ready EPoS solutions are a central ingredient to the swift transaction processing requirements and key to delivering the management information the business heavily relies on.

In 2003 leading Retail Technology Solutions Group, DigiPoS Systems Swiss office, was invited to assess the evolving EPoS technology requirements of Claire's German speaking regions incorporating Germany, Austria, and Switzerland. With a clear identification of the need, Claire's agreed to pilot 2 DigiPoS PowerPoS Systems extensively in their busiest shop with the most demanding personnel on Bahnhof Strasse, Zurich's main shopping street before making a firm commitment on installation of additional systems. It was a test that DigiPoS was able to pass completely, leading to a 97 store roll-out across the geography with a total of 105 systems. Carlos Lozano, IT Director at Claire's Switzerland adds the detail to the decision to select DigiPoS: "Its true to say that there were three main factors that influenced our decision to choose DigiPoS. Firstly, it was outright superior product performance – from our trials, DigiPoS came out well ahead in terms of functionality and reliability. Secondly, we found that DigiPoS personnel clearly understood our business and they were able to demonstrate support at every stage of our working with them – and finally their ability to professionally support the installations throughout the region was important to us."

The highly successful Claire's Stores concept translates internationally as a store that targets young teens with accessory styles widely promoted by the media. Claire's first arrived in the United Kingdom in 1996 and European expansion continued with Austria, Switzerland,

Germany, France and Ireland with an acquisition strategy for Europe to purchase retail chains with existing management infrastructure, local buying expertise and knowledge of local customs. The international capability of the DigiPoS Systems group was reaffirmed as influential in Claire's decision to select the company as EPoS solutions provider. On behalf of DigiPoS Switzerland Markus Dietrich identified the ongoing nature of the relationship: "Claire's Stores, Inc. is a very well run retail business and we have been privileged to be able to assist the company with their IT development platform and provide the solutions they need. We are also pleased to note that there is now a programme for the installation and support of a further 400 systems across France over the coming three years - which will also see the incorporation of the unique DigiPoS remote diagnostics application that enables remote interrogation and testing of EPoS systems."

For their full EPoS requirements Claire's selected the DigiPoS PowerPoS system with Touchscreen technology and customer display, a printer, and DigiPoS cash drawer - a system combination that replaced the outgoing IBM 4695 systems.

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GAME

DigiPoS Systems, has announced that GAME, Europe's largest video games retailer has awarded DigiPoS, the leading Retail Solutions provider a £1.2 million contract to provide an EPoS solution and service for its 45 new stores.

GAME is currently implementing 125 leading-edge DigiPoS PowerPoS 1.2 systems across all new stores in the UK. The company has also selected DigiPoS to provide the chip and pin units, cheque/receipt printers and barcode label printers for all 380 UK stores. Vista, the services division of the DigiPoS Systems Group has been awarded the contract for installation and maintenance.

DigiPoS were selected, for their ability to produce a cost effective, high-end technology, 'off the shelf' solution that met GAME's strict deadline requirements.

"We had several reasons for choosing the DigiPoS solution, but the most compelling reasons were primarily short lead times and excellent technical backup," said Richard Kent, Head of IT at GAME. "Our incumbent supplier had a 10 week lead time which was causing us major difficulties when the business management required IT to react rapidly to store acquisitions. DigiPoS were able to support our need 'off the shelf' which has solved several issues for IT. They were also able to provide quick solutions to technical issues and meet the very short lead times we required. I am also pleased to report that the system is being enthusiastically accepted by both store and field staff."

"We are delighted that GAME chose DigiPoS to solve its EPoS challenges," said Ian Patterson, MD at DigiPoS Systems. "By selecting the powerful DigiPoS system as the hardware solution, GAME will ensure they stay at the forefront of retail technology, whilst delivering fast and efficient services to consumers across the country."


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Benny's

Benny's, an eighty year-old renowned Rhode Island-based hard lines retailer selected DigiPoS System as their Hardware vendor of choice. DigiPoS Systems had shown the combination of technical feature commitment of service and quality product that Benny's favored. Software for the new systems was supplied by SDI of Pleasanton, California. Over 200 DigiPoS Power POS workstations have been installed in Benny's 33 store retail chain.

POS hardware manufacturer DigiPoS Systems and software provider SDI had shown the combination technical features and commitment to the sale that was important to Benny's. "We were looking for a system that was proven reliable, simple to use, easy to maintain, and was the right price." said Arnold Bromberg, Benny's vice president and grandson of the company's founder, Benjamin Bromberg. Benny was not looking to simply replace their aging systems but acquire technology that would streamline the front end process, move check out lines quicker and improve information to better manage inventory improve operations and enhance their customers shopping experience.

Bromberg said that Benny's is already beginning to reap the benefits of the new systems. "We already have better management information," he said. "The improvement in scanning accuracy is tremendous. Some of our former problems resulted from the way the scanning files were held in the old system." He is also pleased at the efficiency of the new lanes. Credit cards clear in two to three seconds, which minimizes line-waiting, a service factor that Benny's takes very seriously. "We're always sensitive to how long customers wait." Benny's can also use this new system as an auditing tool, mining the captured transaction data for customer insights.

Benny's chose DigiPoS POS terminals because they are designed specifically to meet the demanding operating conditions of a retail environment. The "retail-hardened," terminals are designed for reliability, durability and low cost of ownership. They are compact in size, have a liquid cooled chip set, which prevents internal heat build up, a major cause of system failure.

The terminals include powered serial ports that eliminate cabling and external power supply issues to optimize peripheral connectivity. The POS hardware configuration included the DigiPoS 15-inch TFT touch-based terminal; Metrologic MS7120 scanner; DigiPoS 2x20 pole display; standard keyboard; Epson TM-H6000 printer and an APG Caddy system (cash drawer) that had to be specially configured to fit into the narrow lanes at some of Benny's older stores.

37

This is TAB¹⁰..... referred to in

APPENDIX 2

to the Applicant's Reply to Opposer's

First Set of Requests for Production of Documents

Ex.#	<u>31</u>
Exam of	<u>mark keeper</u>
	<u>Digi</u> vs <u>DigiPos</u>
On	<u>Jan. 12/07</u>
TRIUNE REPORTING SERV	
LONDON, ONTARIO	

company | achievements | news & events | contact us | global offices

DigiPoS
SYSTEMS

Global Offices

DigiPoS Technology

Products

Services

Support

Partners

Case Studies



Global Offices

• United Kingdom

DigiPoS Systems Group
The Coach House
Kempshott Park
Dummer
RG25 2DB
United Kingdom
Tel: +44 (0)1256 396777
Fax: +44 (0)1256 396770
email: sales@digipos-systems.co.uk

• Australia

DigiPoS Systems Group
Unit 7
10 Bradford Street
Alexandria NSW 2015
Tel: +61 2 8338 3333
Fax: +61 2 8338 3388
email: sales@digipos-systems.com.au

• China

DigiPoS Systems Group
8F, Building A
1050, Huagiang North
Shenzhen
China
Tel: + 86(755) 8328-0265
Fax: + 86(755) 8328-0259
email: sales@digipos-systems.cn

• Denmark

DigiPoS Systems Group
Horkaer 26
DK-2730 Herlev
Denmark
Tel: +45 70 27 83 00
Fax: +45 7027 83 01

• North America

1320 Heine Court
Burlington
Ontario
L7L 6L9
Tel: +1 905 319 9750
Toll Free: +1 866 847 2767
email: info@digipos-systems.com

• Norway

DigiPoS Systems Group
Vestvollveien 8A
Postboks 186
N-2021 Skedsmokorset
Norway
Tel: +47 64 836 700
Fax: +47 64 836 701

• South Africa

DigiPoS Systems Group
Unit 6, Kyalami Crescent
Kyalami Business Park
Kyalami
Midrand
South Africa
Tel: +27 11 466 4000
Fax: +27 11 466 4038

DigiPoS Systems Group
Unit J2
Centurian Business Park
Democracy Drive
Milnerton
Cape Town
South Africa
Tel: +27 21 555 4687
Fax: +27 21 555 4690

• **Finland**

DigiPoS Systems Group
Kankurinkatu 4-6
FIN-05800 Hyvinkaa
Finland
Tel: +358 19 8712 330
Fax: +358 19 8712 333

• **France**

DigiPoS Systems Group
8/10 RUE JB HUET
LES METZ
78350 JOUY-EN-JOSAS
France
Tel: +33 1 30 67 66 30
Fax: +33 1 30 67 12 71
Email : info@digipos-systems.fr
Web Site: www.digipos-systems.fr

• **Germany**

DigiPoS Systems Group
Flintsbacher Str 6
D-80686 München
Germany
Tel: +49 (0)89 51 777 333
Fax: +49 (0)89 51 777 330

Freiburg
Am Reichenbach 13a
D-79249 Merzhausen
Tel: +49 (0)761 50 42 60
Fax: +49 (0)761 568 81

• **Sweden**

DigiPoS Systems Group
PO Box 45005
Solna Strandvag 14
SE-171 04 Solna, Sweden
Tel: +46 8 505 561 00
Fax: +46 8 505 561 01

• **Switzerland**

DigiPoS Systems Group
Zweigniederlassung
Kloten/Zurich
Lindensr. 20
CH-8302 Kloten/Zurich
Switzerland
Tel: +41 (0)1 815 58 64
Fax: +41 (0)1 815 58 59

• **Taiwan**

DigiPoS Systems Group
2F, 120-16
Chung Shan Road
Sec 3
Chung Ho City
Taipei
Taiwan
Tel: +886 2 2226-4055
Fax: +886 2 2226-4052

38

This is Exhibit^G..... referred to in

APPENDIX 1

to the Applicant's Reply to Opposer's

First Set of Requests for Production of Documents

Ex. #	<u>38</u>
Exam of	<u>Mark Keiper</u>
	<u>Digi</u> vs <u>DigiPos</u>
On	<u>Jan. 12/07</u>
TRIUNE REPORTING SERVICE LONDON, ONTARIO	

** PURCHASE ORDER **

CCI GROUP, INC
ONE CCI PLACE
ST. LOUIS, MISSOURI 63045

P.O. NUMBER: 0018870
ORDER DATE: 07/25/02

INV#
1099

VENDOR NO: PCPOS

(314) 236-3100

VENDOR:
PC-POS INCORPORATED
309 COMMISSIONERS ROAD WEST
SUITE B
LONDON
CONFIRM TO:
STOCK

ON N6J 1Y4

SHIP TO:
CCI GROUP INC.
ONE CCI PLACE
EARTH CITY

MO 63045

REQUIRED DATE	SHIP VIA	F.O.B	TERMS		
03/02	UPS THREE DAY	DELIVERED	NET 30 DAYS		
ITEM NO.	UNIT ORDERED	RECEIVED	BACK ORD	UNIT COST	AMOUNT
SIPOS850	EACH	2.00	0.00	657.00	1,314.00
DIGIPOS DIGIPOS MILLENIUM RETAIL WORKSTATION BASE UNIT 650MHZ 128MB 20GB FDD 4 SERIAL PORTS 2 STANDARD USB 1 LPT 10/100 ETHERNET 2 PS/2 PORTS (KEYBOARD AND MOUSE) EXTERNAL P/S AND PC-POS REMOTE HARDWARE DIAGNOSTIC SOFTWARE PER QUOTE # 20020510					

PLEASE SHIP UPS THREE DAY ON MY UPS ACCT # E45877

02DASDMC 0026
02DASDMC 0027

NET ORDER:	1,314.00
SALES TAX:	.00
FREIGHT:	.00
ORDER TOTAL:	1,314.00

INVOICE

Invoice No.: 1099
Date: 02-Aug-2002
Order No.: 0018870



Bill To:
CCI Group Inc.
One CCI Place
Earth City, MO
63045

Ship To:
Same

309 Commissioners Road, W., Suite B
London, Ontario Canada N6J 1Y4
Phone: 519 474 7987 Fax 519 474 2598
Toll Free 1 866 84 PC PoS

Business No.: 86562-3532

Item No.	Quantity Unit	Description	TAX	Unit Price	Amount
Digi-Mil Blk	2 Each	Digi-Millennium Retail Workstation Blk SN# 0204SDMC0026, 0204SDMC0027	E	657.00	1,314.00
		Subtotal:			1,314.00
		Terms: Net 30 Due 01-Sep-2002			

Comments
Thank you for your business!

Shipped UPS Tracking NO. 1ZW9A6131255800447

Freight 0.00

Total Amount USD 1,314.00



** PURCHASE ORDER **

PAGE: 1

MW 10/18

CCI GROUP, INC
ONE CCI PLACE
ST. LOUIS, MISSOURI 63045

P.O. NUMBER: 0018877
ORDER DATE: 07/26/02

(314) 236-3100

VENDOR NO: PCPOS

VENDOR:
PC-POS INCORPORATED
309 COMMISSIONERS ROAD WEST
SUITE B
LONDON ON N6J 1Y4
CONFIRM TO:
stock

SHIP TO:
CCI GROUP INC.
ONE CCI PLACE
EARTH CITY MO 63045

REQUIRED DATE	SHIP VIA	F.O.B	TERMS			
07/31/02	UPS GROUND		NET 30 DAYS			
ITEM NO.	UNIT	ORDERED	RECEIVED	BACK ORD	UNIT COST	AMOUNT
DIGIPOS850	EACH	4.00	0.00	0.00	657.00	2,628.00
DIGIPOS DIGIPOS MILLENIUM RETAIL WORKSTATION BASE UNIT 850MHZ 128MB 20GB FDD 4 SERIAL PORTS 2 STANDARD USB 1 LPT 10/100 ETHERNET 2 PS/2 PORTS (KEYBOARD AND MOUSE) EXTERNAL P/S AND PC-POS REMOTE HARDWARE DIAGNOSTIC SOFTWARE						
MINIKEYBOARD	EACH	4.00	0.00	0.00	39.00	156.00
KEYBOARD MINI BLACK WHSE: 000 ABOVE KEYBOARD IS PC-POS #WK-595 (BLACK)						

PLEASE SHIP UPS GROUND ON MY ACCT # E45877

0204SDMCO084
85
80
81

Keyboard

204267589V3
596V3
588V3
594V3

NET ORDER:	2,784.00
SALES TAX:	.00
FREIGHT:	.00
ORDER TOTAL:	2,784.00

VOICE

Invoice No.: 1098
Date: 02-Aug-2002
Order No.: 0018877



Bill To:
CCI Group Inc.
One CCI Place
Earth City, MO
63045

Ship To:
Same

309 Commissioners Road, W., Suite B
London, Ontario Canada N6J 1Y4
Phone: 519 474 7987 Fax 519 474 2598
Toll Free 1 866 84 PC PoS

Business No.: 86562-3532

Item No.	Quantity Unit	Description	TAX	Unit Price	Amount
Digi-Mil Blk	4 Each	Digi-Millennium Retail Workstation Blk SN# 0204SDMC0084, 0204SDMC0085, 0204SDMC0080, 0204SDMC0081	E	657.00	2,628.00
595BLK	4 Each	KWK-595 Mini Keyboard Black SN# 204267589V3, 204267596V3, 204267588V3, 204267594V3	E	39.00	156.00
Subtotal:					2,784.00
Terms: Net 30 Due 01-Sep-2002					

Comments
Thank you for your business!

Freight 0.00

Shipped UPS Tracking NO. 1ZW9A6131255800447

Total Amount 2,784.00



DigiPoS Systems Inc.
1320 Heine Court
Burlington, Ontario L7L 6L9



INVOICE

Phone: 905-319-9750
Fax: 905-332-9233
Toll Free: 1-866-84 PC-PoS
Business No.: 86562-3532

Invoice Number: 100001
Invoice Date: 09/06/02
P.O. Number: 1142/9541

Bill To: Preh Electronics Inc.
Rich Togliatti
590 Telser Road
Unit B
Lake Zurich, IL 60047

Ship To: Preh Electronics Inc.
Rich Togliatti
590 Telser Road
Unit B
Lake Zurich, IL 60047

Due Date: 10/06/02
Terms: Net 30 Days
Currency: USD

Customer ID: C0027
SalesPerson: House
Ship Via:

Item	Description	Unit	Quantity Ordered	Quantity Shipped	Tax	Unit Price	Amount
	Displays US Sales		6	6	E	619.00	3,714.00
	Displays US Sales		4	4	E	499.00	1,996.00

Tracking No. 1253

Subtotal: 5,710.00



Thank you for your business!

Total Amount: 5,710.00

DigiPoS Systems Inc.
320 Heine Court
Burlington, Ontario L7L 6L9



INVOICE

Phone: 905-319-9750
Fax: 905-332-9233
Toll Free: 1-866-84 PC-PoS
Business No.: 86562-3532

Invoice Number: 100032
Invoice Date: 10/09/02
P.O. Number: 1174/8036-3404

Bill To: AutoZone
PO Box 2198
Memphis, TN 38101

Ship To: AutoZone
PO Box 2198
Memphis, TN 38101

Due Date: 11/08/02
Terms: Net 30 Days
Currency: USD

Customer ID: C0006
SalesPerson: House
Ship Via:

Item	Description	Unit	Quantity Ordered	Quantity Shipped	Tax	Unit Price	Amount
	Sales Systems		1	1	E	644.00	644.00
	Freight Revenue		1	1	E	15.25	15.25

Tracking No.

Subtotal: 659.25



Thank you for your business!

Total Amount: 659.25

DigiPoS Systems Inc.
320 Heine Court
urlington, Ontario L7L 6L9



INVOICE

Invoice Number: 100060
Invoice Date: 11/04/02
P.O. Number: 1204/110402

Phone: 905-319-9750
Fax: 905-332-9233
Toll Free: 1-866-84 PC-PoS
Business No.: 86562-3532

Bill To: Integrated Scuba Systems
3801 Hunters Creek Rd.
Edmund, OK 73003

Ship To: Integrated Scuba Systems
3801 Hunters Creek Rd.
Edmund, OK 73003

Due Date: 12/04/02
Terms: Net 30 Days
Currency: USD

Customer ID: C0012
SalesPerson: House
Ship Via:

Item	Description	Unit	Quantity Ordered	Quantity Shipped	Tax	Unit Price	Amount
	Systems US Sales		1	1	E	443.00	443.00
	Cash Drawers US Sales		1	1	E	29.30	29.30
	Printers US Sales		1	1	E	146.52	146.52
	Keyboard/MSRs US Sales		1	1	E	30.00	30.00
	Displays US Sales		1	1	E	476.18	476.18

Tracking No.

Subtotal: 1,125.00



Thank you for your business!

Total Amount: 1,125.00

DigiPoS Systems Inc.
320 Heine Court
Burlington, Ontario L7L 6L9



INVOICE

Invoice Number: 100079
Invoice Date: 11/18/02
P.O. Number: 1225/FAX111802

Phone: 905-319-9750
Fax: 905-332-9233
Toll Free: 1-866-84 PC-PoS
Business No.: 86562-3532

Bill To: Integrated Scuba Systems
3801 Hunters Creek Rd.
Edmund, OK 73003

Ship To: Integrated Scuba Systems
3801 Hunters Creek Rd.
Edmund, OK 73003

Due Date: 12/18/02
Terms: Net 30 Days
Currency: USD

Customer ID: C0012
SalesPerson: House
Ship Via:

Item	Description	Unit	Quantity Ordered	Quantity Shipped	Tax	Unit Price	Amount
	Printers US Sales		1	1	E	40.00	40.00
	Freight Revenue		1	1	E	7.50	7.50

Tracking No.

Subtotal: 47.50



Thank you for your business!

Total Amount: 47.50

DigiPoS Systems Inc.
320 Heine Court
Burlington, Ontario L7L 6L9



INVOICE

Invoice Number: 100081
Invoice Date: 11/22/02
P.O. Number: 1229/11/18/02

Phone: 905-319-9750
Fax: 905-332-9233
Toll Free: 1-866-84 PC-PoS
Business No.: 86562-3532

Bill To: Matrix Solutions Inc.
139 Cherry Hill Drive
Belton, MO 64012

Ship To: Matrix Solutions Inc.
139 Cherry Hill Drive
Belton, MO 64012

Due Date: 12/22/02
Terms: Net 30 Days
Currency: USD

Customer ID: C0019
SalesPerson: House
Ship Via:

Item	Description	Unit	Quantity Ordered	Quantity Shipped	Tax	Unit Price	Amount
	Systems US Sales		9	9	E	700.00	6,300.00
	Options US Sales		9	9	E	26.00	234.00
	Keyboard/MSRs US Sales		9	9	E	25.00	225.00
	Displays US Sales		9	9	E	749.00	6,741.00
	Freight Revenue		1	1	E	277.28	277.28

Tracking No.

Subtotal: 13,777.28



Thank you for your business!

Total Amount: 13,777.28

DigiPoS Systems Inc.
320 Heine Court
Burlington, Ontario L7L 6L9



INVOICE

Phone: 905-319-9750
Fax: 905-332-9233
Toll Free: 1-866-84 PC-PoS
Business No.: 86562-3532

Invoice Number: 100084
Invoice Date: 11/25/02
P.O. Number: 1231/153462-000

Bill To: Circuit City Stores Inc.
Purchasing
9950 Mayland Drive
Richmond, VA 23233

Ship To: Circuit City Stores Inc.
Purchasing
9950 Mayland Drive
Richmond, VA 23233

Due Date: 12/25/02
Terms: Net 30 Days
Currency: USD

Customer ID: C0008
SalesPerson: House
Ship Via:

Item	Description	Unit	Quantity Ordered	Quantity Shipped	Tax	Unit Price	Amount
	Systems US Sales		34	34	E	769.00	26,146.00
	Options US Sales		34	34	E	78.08	2,854.72
	Freight Revenue		1	1	E	288.50	288.50

Tracking No.

Subtotal: 29,089.22



Thank you for your business!

Total Amount: 29,089.22

39

Ex. #	39
Exam of	mark heaper
	Digi vs Digi PUS
On	Jan. 12/07.
TRIUNE REPORTING SERVICE LONDON, ONTARIO	

Latest Status Info

Thank you for your request. Here are the latest results from the TARR web server.

This page was generated by the TARR system on 2007-01-11 16:15:58 ET

Serial Number: 76561585 Assignment Information

Registration Number: (NOT AVAILABLE)

Mark

DIGIPOS

(words only): DIGIPOS

Standard Character claim: Yes

Current Status: An opposition is now pending at the Trademark Trial and Appeal Board.

Date of Status: 2005-01-07

Filing Date: 2003-11-21

Transformed into a National Application: No

Registration Date: (DATE NOT AVAILABLE)

Register: Principal

Law Office Assigned: LAW OFFICE 101

Attorney Assigned:

DOMBROW COLLEEN M Employee Location

Current Location: L10 -TMEG Law Office 101

Date In Location: 2006-02-09

LAST APPLICANT(S)/OWNER(S) OF RECORD

1. PC-POS (NORTH AMERICA) INC.

X NAME CHANGE.

Address:

PC-POS (NORTH AMERICA) INC.

309B Commissioners Road West

London Ontario N6J 1Y4

Canada

Legal Entity Type: Corporation

State or Country of Incorporation: Canada

<http://tarr.uspto.gov/servlet/tarr?regser=serial&entry=76561585>

Phone Number: 519-474-7987

GOODS AND/OR SERVICES

International Class: 009

Class Status: Active

computer hardware, peripheral equipment and software for use in controlling point-of-sale transactions, and managing point-of-sale information and all retail store management procedures

Basis: 1(a)

First Use Date: 1995-02-01

First Use in Commerce Date: ~~2002-01-30~~ 2002 - 07 - 25

ADDITIONAL INFORMATION

(NOT AVAILABLE)

MADRID PROTOCOL INFORMATION

(NOT AVAILABLE)

PROSECUTION HISTORY

- 2007-01-08 - TEAS Response to Office Action Received
- 2006-02-09 - Assigned To Examiner
- 2005-02-14 - Attorney Revoked And/Or Appointed
- 2005-02-14 - TEAS Revoke/Appoint Attorney Received
- 2005-01-07 - Opposition instituted for Proceeding
- 2004-09-29 - Extension Of Time To Oppose Received
- 2004-08-31 - Published for opposition
- 2004-08-11 - Notice of publication
- 2004-06-24 - Approved for Pub - Principal Register (Initial exam)
- 2004-06-22 - Examiners amendment e-mailed
- 2004-06-22 - Assigned To Examiner
- 2003-12-17 - New Application Entered In Tram

ATTORNEY/CORRESPONDENT INFORMATION

Attorney of Record
Serge Anissimoff

Correspondent

SERGE ANISSIMOFF
ANISSIMOFF & ASSOCIATES
201 - 235 NORTH CENTRE ROAD SUITE 201
LONDON ONTARIO CANADA N5X4E7,
Phone Number: 519-673-5591
Fax Number: 519-673-6784

Domestic Representative

STEPHEN L. GRANT
Phone Number: 614-792-5555
Fax Number: 614-792-5536

40

Opposition No.
91163719

2007.1.15

2007.1.15

2007.1.15

2007.1.15

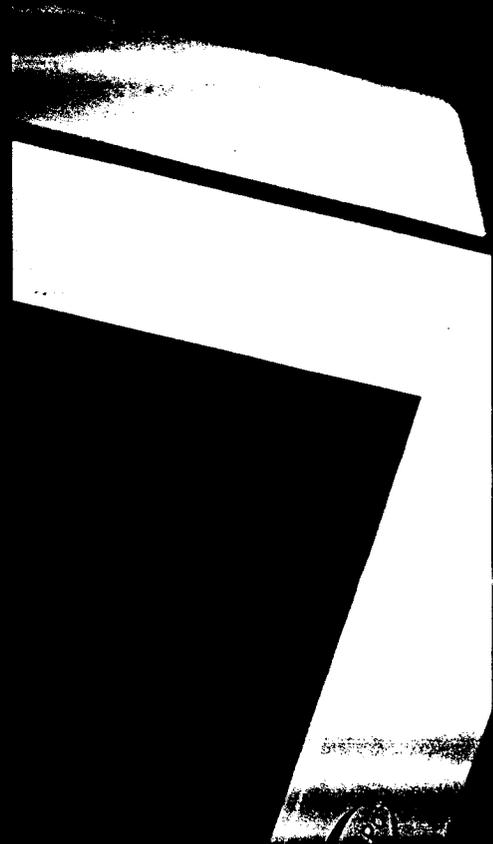
41

Ex. #	41
Exam of	Mark Keaper
	Digi vs DigiPoS
On	Jan. 12/09
TRIUNE REPORTING SERVICE LONDON, ONTARIO	

2 brochures showing
DigiPoS logo



The Viable Option



THE COMPANY

The PC PoS group, established in 1994 - was formed with a very clear vision: To bring to retailers the high technology solutions critical to their success. The traditional hardware options are often hybrid, PC based systems that has evolved from the significant IT growth in the 1980's. It was recognized that retailers needed:

- A dedicated, specialist retail technology company
- Technology that was developed to meet their specific needs
- Unrivaled service and support from a single organization committed to the sector

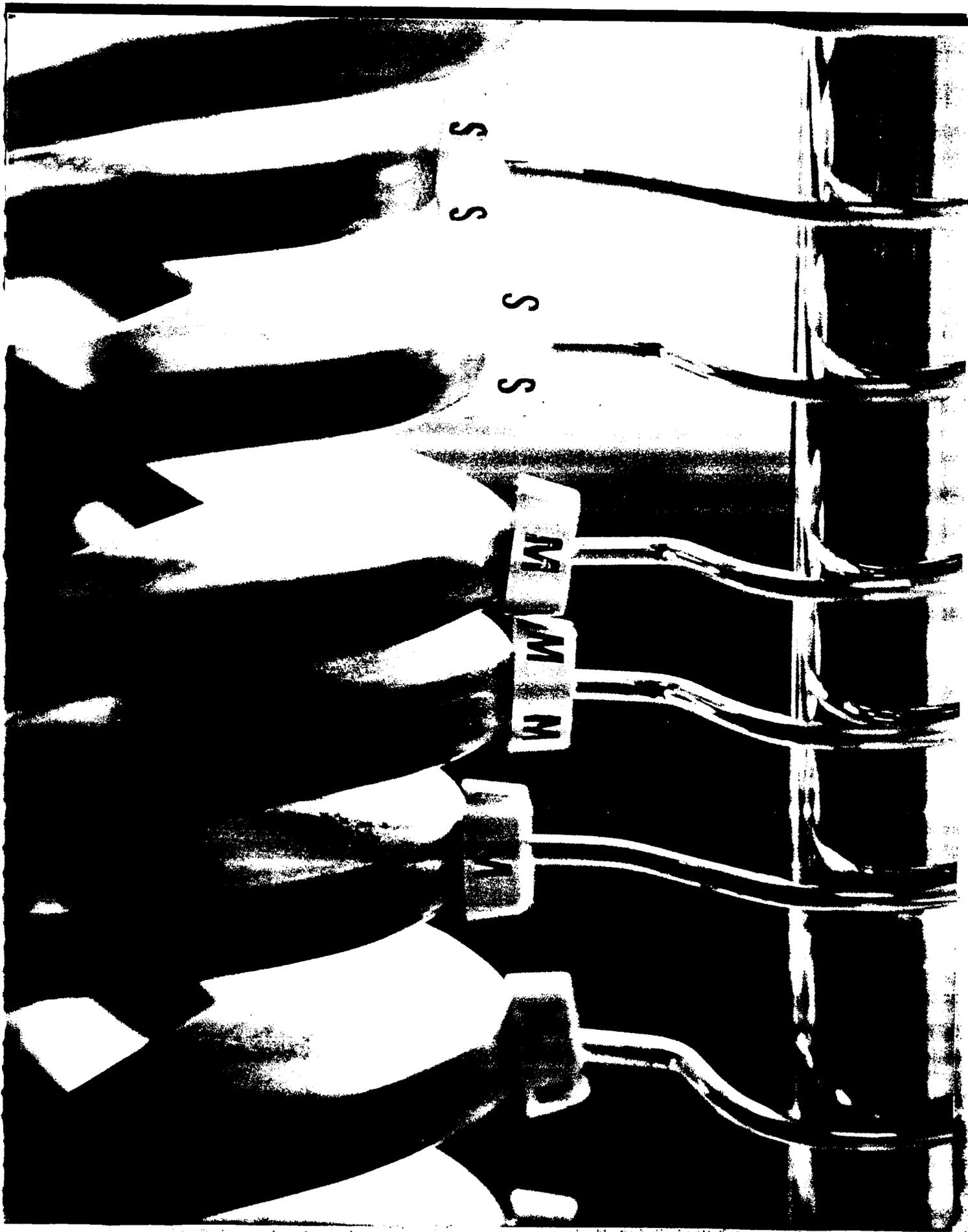
The opportunity was clear - to deliver systems, service and support that was aimed specifically at the very special needs of retailers - to bring retail technology solutions, by design.

8 years on and with a new identity as the DigiPoS Systems Group, the company has witnessed exceptional growth born out of demand from retailers for the company's new technology and specialist retailer support. Now spanning five continents the business has continued to meet the needs of retailers, providing innovative solutions, backed up with first class customer service.

The DigiPoS suite of "Designed for Retail" solutions have established a reputation within the sector for innovation and value - as thousands of retailers have adopted the new performance standards the systems deliver.



retail by design



S

S

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S

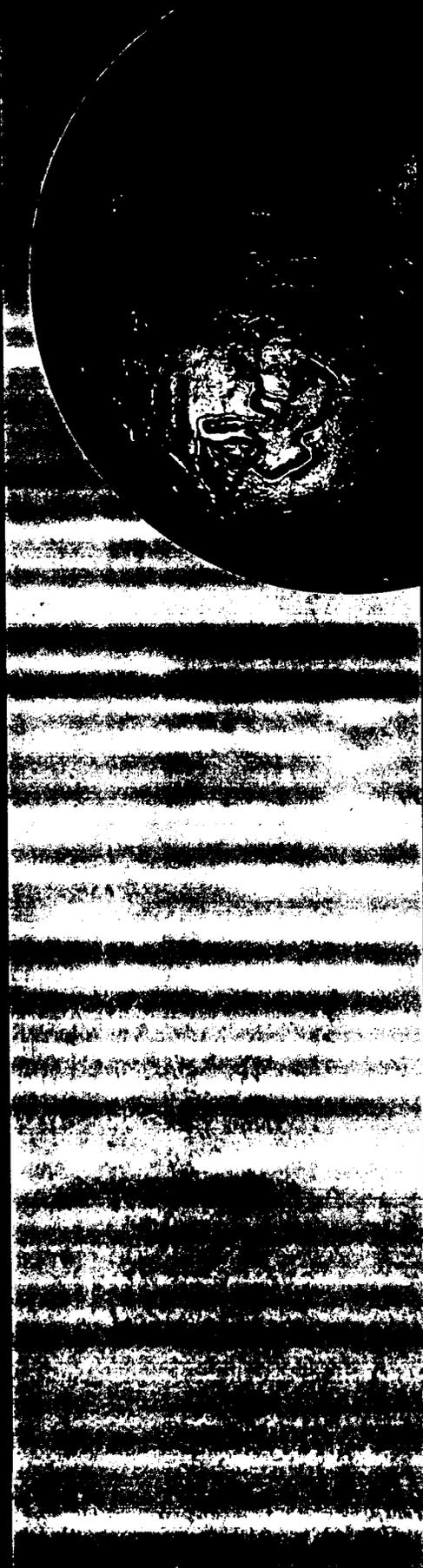
M

M

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M



GROWTH AND STABILITY

The growth of the DigiPoS Systems Group has been exceptional by any standards. It is a growth that has seen the organization increase annual shipments in the last five years by 267%. This significant rise in market share is due to the overwhelming success of the DigiPoS retail systems and the service support group.

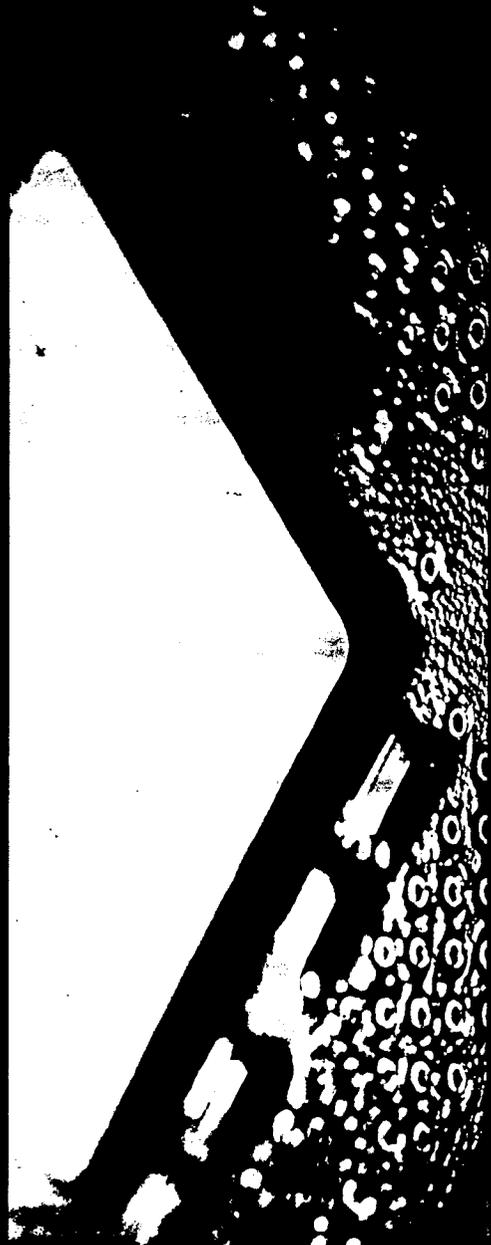
The company has now surpassed the shipment volumes of many traditional industry brands as the innovative technology in the DigiPoS range is adopted by retailers. In 2002 the company was identified in Clarendon reports - the worldwide authority on the POS market as the No. 2 supplier in terms of shipped units in our UK subsidiary.

Naturally expansion of this kind demands tight fiscal management - a policy that has been a characteristic feature of the company from its inception. Now with one of the highest financial ratings awarded from Dunne and Bradstreet - the company is positioned to achieve revenues in excess of \$100m in fiscal 2003. In turn the group will continue to invest in its infrastructure, research and development for the next generation of retail systems.



retail by design





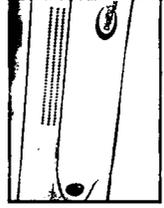
TECHNOLOGY AND INNOVATION

Innovation has been a hallmark of the business since the plan to develop technology solutions for retailers was conceived. In design the company's research and development team take into account the specific requirements of the retail industry in all areas.

It was this careful assessment that led to the development of the new solutions such as the DigiPoS iBox, that directly assist retailers addressing migration from legacy systems such as IBM 468x and 469x. Innovation led to the inclusion of Jet Stream technology into the powerful DigiPoS range - a unique method of ensuring that processors in the system have built-in liquid cooling.

The group is now releasing their first line of retail systems with built-in web diagnostics - the Global Systems Manager. This solution still further reduces the total cost of ownership, allowing asset tracking and performance monitoring via the web as systems and peripherals are remotely interrogated.

It is these and other developing technologies that have attracted retailers to select the DigiPoS solution time and time again.





SOLUTIONS AND SUPPORT

The DigiPoS Solution delivers high quality POS hardware technology to retail enterprises throughout the world. DigiPoS products have been designed to provide a stable, flexible and cost-effective point of sale solution. Best of breed peripheral choices allow us to offer full system solutions tailored to the specific needs of the individual retailer.

The DigiPoS terminal is a purpose-built platform designed for retail. While based on open architecture PC components, the DigiPoS has been engineered to address the specific challenges of the retail environment.

With the addition of the standard 3-year warranty and resident hardware diagnostic software, DigiPoS solutions deliver tier 1 features with a lower Total Cost of Ownership.

Retailers are concerned with the risks involved when choosing a PC oriented solution, being that PC's go through technology changes every 3-6 months. This leads to added maintenance throughout the rollout period forcing amendments to be made to both hardware, as well as software, which results in having to invest additional time and cost. The stability of the DigiPoS, designed with a minimal rate of technology change at about 18 month intervals, makes it the superior option for retailers, alleviating the added maintenance involved with changes throughout their rollout period.

Currently, the DigiPoS is running live in the retail environment, the Microsoft XP Embedded task-centric platform. A simplified, user-specific operating system geared to utilize only the required elements necessary to the particular retailer, providing added security as well as low maintenance making it, combined with the DigiPoS, the optimal solution for retailers.





retail by design

OUR CUSTOMERS

As the demand for the DigiPoS solution has grown over the past 8 years, so has the reputation of the business in its delivery of technology solutions for retail.

Many retailers have come to see DigiPoS Systems as an integral part of the IT infrastructure. They rely on the group to deliver sector specific technology, outstanding customer service and simultaneously the means to provide field support and maintenance services.

Customers have the confidence that they receive Retail by Design in terms of tailored solutions to meet their own needs. They have the confidence that equipment as it is delivered and installed is Retail - Ready and backed up by the company's 3 year warranty, service and trained support staff.

There are now tens of thousands of systems installed throughout the global operation and it is the customers assessment of our solutions and service that will always be the true measurement of our success.



OTTAKAR'S





RETAIL BLADE

The Technology Revolution at the Point of Sale

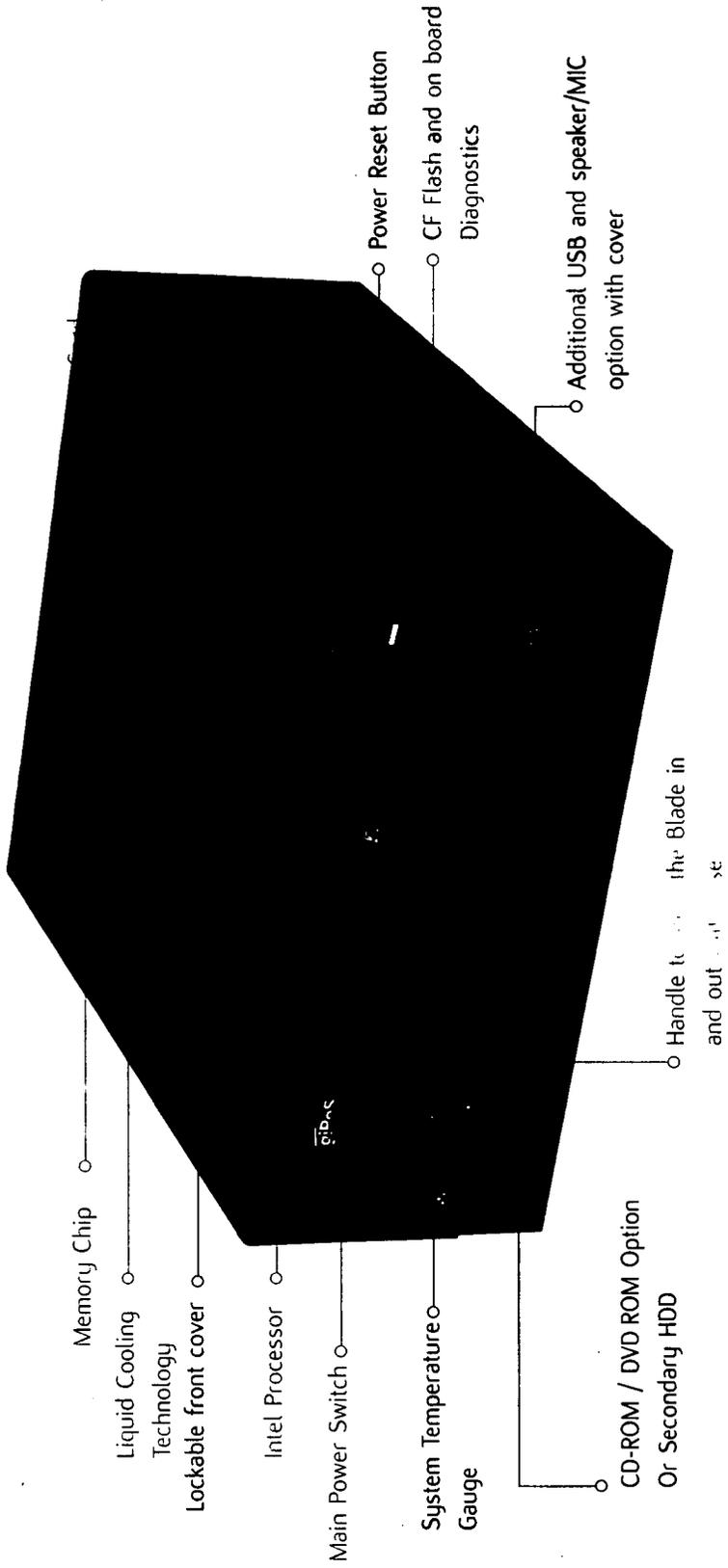


"In retail, it's all about getting more from less. Retail Blade genuinely represents the kind of thinking that drives cost of ownership down while extending the life of POS investments. It's about time that retailers got more options; more flexibility and the benefits of blade technologies that reach beyond the data center and out to the point of sale."

- Robert Marano of the Advanced Technology Group at PricewaterhouseCoopers

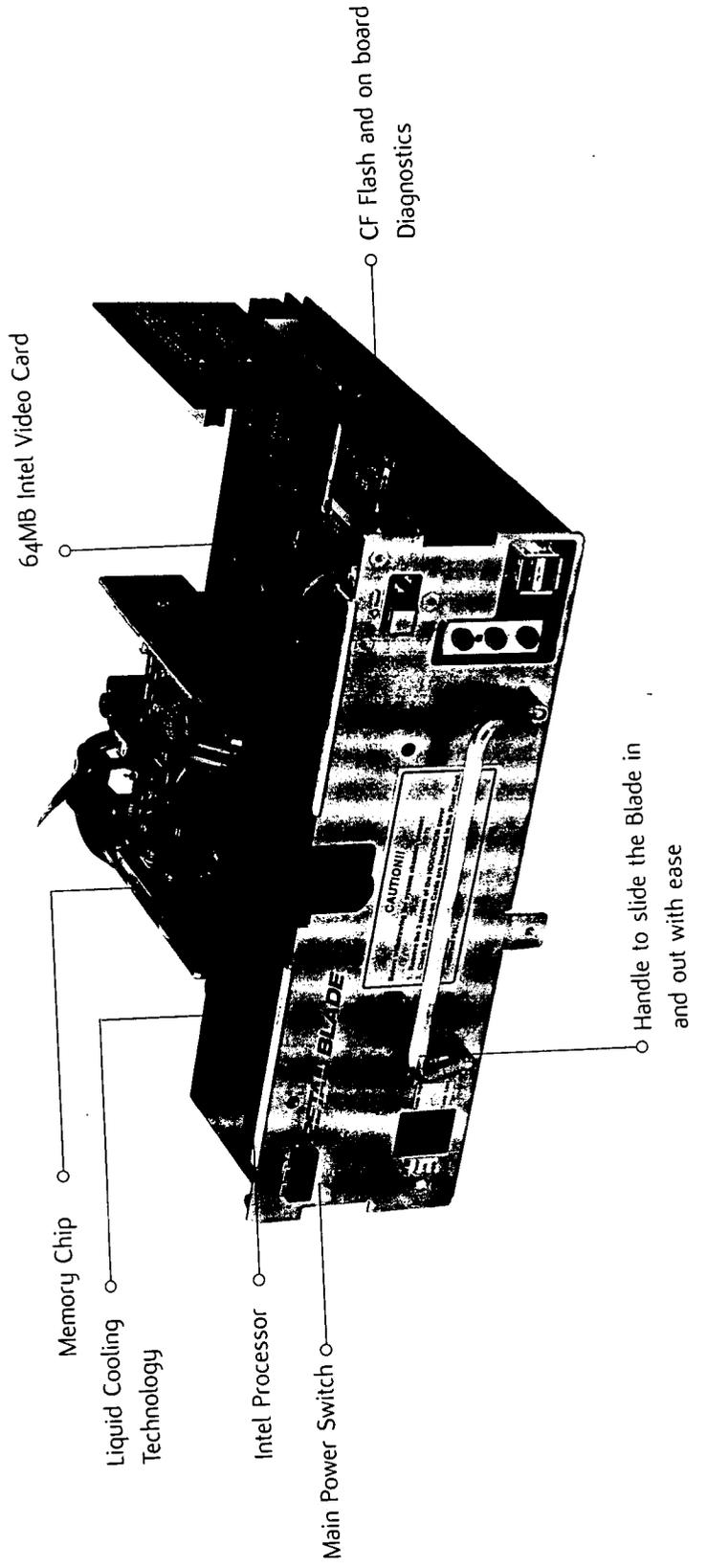
PRETAM BLADE™

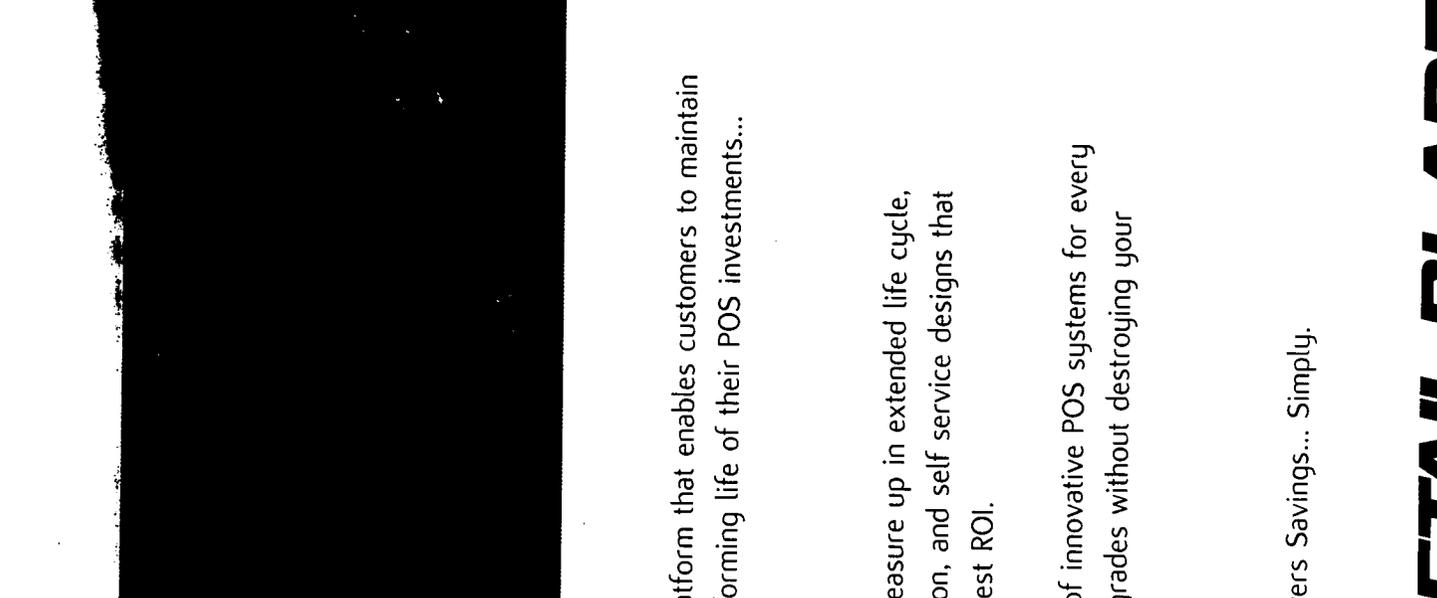
The Host



Pretam Blade | Simplicity Saves!

RETAIL BLADE™





DigiPoS Systems Retail Blade™ is the ONLY electronic point of sale platform that enables customers to maintain compatibility, configurations and installations while extending the performing life of their POS investments...

...Beyond a Full Decade.

DigiPoS Systems Retail Blade™ challenges all competitors to measure up in extended life cycle, flexibility, openness, power management, ruggedized construction, and self service designs that quantifiably deliver the lowest total cost of ownership and highest ROI.

DigiPoS Systems Retail Blade™ delivers an entire family of innovative POS systems for every budget and performance requirement, and allows for upgrades without destroying your original investment!

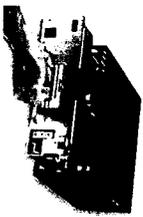
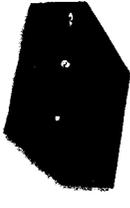
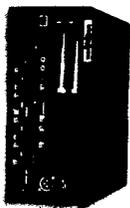
DigiPoS Systems Retail Blade™ Simply Delivers Savings... Simply.

RETAIL BLADE™

RETAIL BLADE™

Retail Blade™ Host: Specifications

The foundation of the Retail Blade™ technology

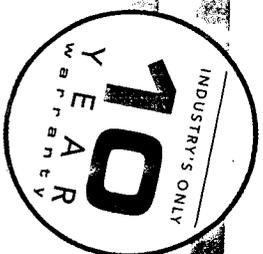


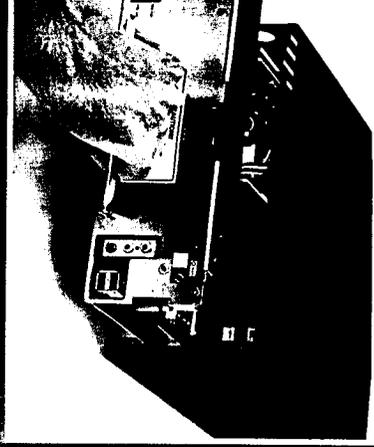
Serial Ports	COM1, COM2, COM3, COM4 on board IRQ Selector by BIOS setup (Jumper/less) DC 0 / 5 / 12 / 24V output on pins by jumper selection
USB Ports	Four Powered USB 2.0 Ports (1 x 24V, 2 x 12V, 1 x 5V) Each output voltage protected using POLYFUSE® technology 2 x Easy access covered front USB ports
System Chip Set	North Bridge: Intel® 865GV South Bridge: Intel® ICH5 Optional external USB device
Floppy Disk	Slim 24x CD-ROM / CD RW / DVD*
CD-ROM	On board PCI bus master IDE1/2 Ultra DMA 66/100/133 support
Enhanced PCI IDE	2 x SATA Hard Disks
Serial ATA Port	2 x PCI
Expansion Slots	2 x R12 Cash drawer ports with status sensor
Cash Drawer Ports	Intel® 82861 Ethernet connection standard RJ45
Ethernet	AC97 CODEC on board with Line In/Line Out / MIC In PS/2
Audio ports	VGA CRT 15 Pin D-Sub connector
Keyboard/Mouse	25 Pin D-Sub connector
Graphics Output	2 x 12V DC dipole
Parallel Port	293mm(W) x 315mm(L) x 116mm(H)
LCD Power Out	
Dimensions	

* Not available on the R81 - "Value" blade option



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Retail Blade™ 1:

The Value Proposition

The entry Retail Blade™ system is the only one to provide the same volume

retailers who want to enter a new market or expand their business with growth and scalability options.

The retailer who chooses this system will not have to require each and every

one to have the same level of performance and easiest serviceability.

Retailers can place the precise level of performance needed - right where it is needed - and if requirements change, the Retail Blade™ simply addresses the changing requirements.

Now that's simply smart!

RETAIL BLADE™

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Retail Blade™ 1: Specifications

Entry level performance with all the benefits of Retail Blade™ technology



CPU Intel® Celeron 2.0GHz, Socket 478



Main Memory 184 Pin DDRAM x 2 slots up to 2GB (266 MHz)

System Chip Set

North Bridge - Intel® 865GV
South Bridge - Intel® ICH5

BIOS

Award BIOS With Enhanced ACPI 1.0 / PnP / APM / DMI / ESCD /
PCI bus 2.1 / OnNow / DRAM ECC



Graphics

Intel® 865GV AGP up to 64MB using Intel® Extreme 2

Power On / Off Control

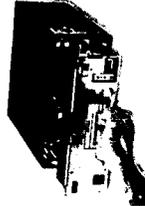
System side Remote Power On / ATX Trigger Control

Power Control

24V DC to ATX Power Inverter

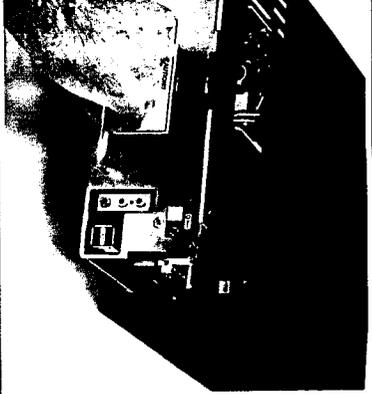
Hard Disk

20GB EIDE 5400RPM



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Retail Blade™ 2:

The Next Generation Solution

The Retail Blade™ solution for mid-market and volume retailers with a need for high performance of the system. A flexible, modular approach to current needs and confidence that stores can grow and expand as necessary to have your POS capability grow with a retailer's store expansion.

Retailers can place the precise level of performance needed - right where it is needed - and if requirements change, the Retail Blade™ simply addresses the changing requirements.

Now that's simply smart!

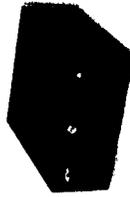
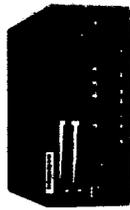
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Retail Blade™ 2: Specifications

Mainstream performance and functionality coupled with the advantages of Retail Blade™ technology



CPU

Intel® Celeron 2.5GHz, Socket 478

Main Memory

184 Pin DDRAM x2 slots up to 2GB (333 MHz)

System Chip Set

North Bridge Intel® 865GV
South Bridge Intel® ICH5

BIOS

Award BIOS With Enhanced ACPI 1.0 / PnP / APM / DMI / ESCD / PCI bus 2.1 / OnNow / DRAM ECC

Graphics

Intel® 865GV AGP up to 64MB using Intel® Extreme 2

Power On / Off Control

System side Remote Power On / ATX Trigger Control

Power Control

24v DC to ATX Power Inverter

Compact Flash

Bootable Compact Flash Card (Type I/II) on daughter board

Hard Disk

20GB EIDE 5400RPM

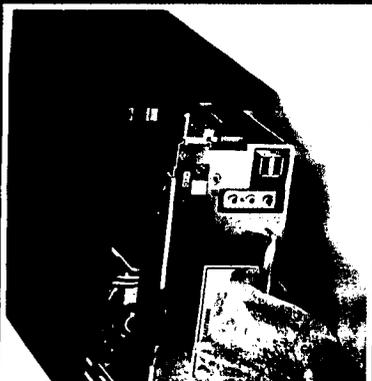
Diagnostics

On-board DigiPos Diagnostics Software



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Retail Blade™ 3

The POS

The Retail Blade™ for sophisticated retailers who demand the highest performance to support complex multi-channel operations. Retailers who appreciate the precise level of performance needed - right where it is needed - and if requirements change, the Retail Blade™ simply addresses the changing requirements.

Now that's simply smart!

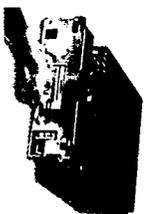
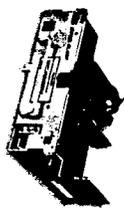
RETAIL BLADE™

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Retail Blade™ 3: Specifications

High End POS client performance with the unique advantages of the Retail Blade™ Host



CPU

Intel® P4 2.4GHz, Socket 478

Main Memory

184 Pin DDRAM x 2 slots up to 2GB (400 MHz)

System Chip Set

North Bridge - Intel® 865GV
South Bridge - Intel® 81GH5

BIOS

Award BIOS With Enhanced ACPI to / PAP / APM / DMI / ESCD /
PCI Bus 2.1 / OnNow / DRAM ECC

Graphics

Intel® 865GV AGP up to 64MB using Intel® Extreme 2

Power On / Off Control

System side Remote Power On / ATX Trigger Control

Power Control

24V DC to ATX Power Inverter

Contact Flash

Bootable Compact Flash Card (Type I/II) on daughter board

Hard Disk

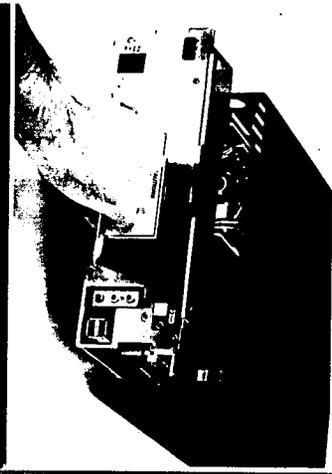
40GB EIDE 7200RPM or 80GB S-ATA 7200RPM (option)

Diagnostics

On-board DigIPos Diagnostics Software



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Retail Blade™ 4:

The highest performing Retail Blade™ 4 computer system provides the tools you need for providing access to future enhanced and new services. The Retail Blade™ 4 is the only computer system in the industry that provides the complex retailer who is placing more emphasis on service and customer loyalty with the Retail Blade™ 4. The Retail Blade™ 4 provides the tools you need for providing access to future enhanced and new services. The Retail Blade™ 4 is the only computer system in the industry that provides the complex retailer who is placing more emphasis on service and customer loyalty with the Retail Blade™ 4. The Retail Blade™ 4 provides the tools you need for providing access to future enhanced and new services. The Retail Blade™ 4 is the only computer system in the industry that provides the complex retailer who is placing more emphasis on service and customer loyalty with the Retail Blade™ 4.

Retailers can place the precise level of performance needed - right where it is needed - and if requirements change, the Retail Blade™ simply addresses the changing requirements.

Now that's simply smart!

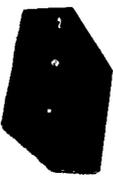
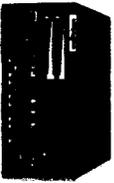
RETAIL BLADE™

RETAIL BLADE™

RETAIL BLADE™

Retail Blade™ 4: Specifications

The highest performance available in a Retail specific PoS Workstation



CPU: Intel® P4 2.8GHz, Socket 478

Main Memory: 184 Pin DDRAM, x 2 slots up to 2GB (400 MHz)

System Chip Set: North Bridge: Intel® 865GV
South Bridge: Intel® ICH5

BIOS: Award BIOS With Enhanced ACPI 1.0 / PnP / APM / DMI / ESCD /
PCI bus 2 / OnNow / DRAM ECC

Graphics: Intel® 865GV / AGP up to 64MB using Intel® Extreme 2

Power On / Off Control: System side Remote Power On / ATX Trigger Control

Power Control: 24V DC to ATX Power Inverter

Compact Flash: Bootable Compact Flash Card (Type I/II) on daughter board

Hard Disk: 80GB/S-ATA 7200RPM

Diagnostics: On-board Digipos Diagnostics Software



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Retail Blade™ 5:

The

The powerful server solution for retail stores is now available in a compact format. The open platform concept of the Retail Blade™ 5 allows retailers to integrate new technologies as new technologies are introduced. Retail Blade™ 5 is a compact server that allows retailers to store important data and back it up. Retail Blade™ 5 is a compact server that allows retailers to store important data and back it up. Retail Blade™ 5 is a compact server that allows retailers to store important data and back it up.

Retailers can place the precise level of performance needed - right where it is needed - and if requirements change, the Retail Blade™ simply addresses the changing requirements.

Now that's simply smart!

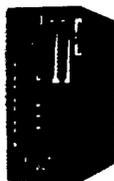
RETAIL BLADE™

RETAIL BLADE

RETAIL BLADE™

Retail Blade™ 5: Specifications

Advanced server functionality on a common Retail Blade™ platform



CPU	Intel® P4 2.8GHz Socket 478
Main Memory	DDR2 2GB 2 slots up to 8GB (4000 MHz)
System Chip Set	North Bridge Intel® 865GV South Bridge Intel® ICH5
BIOS	Award BIOS with Enhanced ACPI, PnP / APN, DMIT / SSG / PCI bus 2.1 / OnNow / DRAM ECC
Graphics	Intel® 865GV AGP up to 64MB using Intel® Extreme 2
Power On / Off Control	System side Remote Power On / ATX Trigger Control
Power Control	24V DC to ATX Power Inverter
Compact Flash	Bootable Compact Flash Card (Type / M) on daughter board
Hard Drives	4 x SATA 120GB S-ATA 7200RPM with on board RAID support
Diagnostics	On-board Digipos Diagnostics Software

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