



NCR Introduces NCR ENCOR for Small and Medium-Sized Retailers in North America

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Purpose-built solution for the fast-moving consumer goods market to meet omni-channel demands available exclusively through the NCR Interact Partner Program

DULUTH, Ga.--(BUSINESS WIRE)--Feb. 8, 2017-- [NCR Corporation](#) (NYSE: NCR), the global leader in omni-channel technologies, introduces NCR ENCOR, a complete store management solution that delivers comprehensive point of sale, front office and back office functionality for small and medium-sized retailers that will be available through the NCR Interact Partner Program in North America. NCR ENCOR is based on an open platform delivering a unified customer experience leveraging the NCR Retail ONE omni-commerce hub. NCR Retail ONE provides real-time access to actionable data across multiple channels, as well as seamless integration to an ever-evolving ecosystem of third party applications.

According to a recent survey by IHL on IT spend among retailers, 86% of the software spending by retailers is made to support unified commerce with investments in store systems, merchandising and supply chain, business intelligence and analytics, or ecommerce systems, amongst others.

NCR addresses this need with NCR ENCOR, a purpose-built solution for the fast-moving consumer goods market, developed to provide an exceptional, consumer experience, from product availability and correct pricing to fluid checkout. It is scalable to cover the needs from a single store to a whole enterprise solution set. For example, a retailer can easily expand the functionality to include Connected Services, an enterprise reporting, electronic journal and cashier analysis solution and Connected Payments, a secure payment gateway designed to deliver data and transmission protection, from PIN pad to payment processor.

Combined with NCR's newest POS hardware solutions the RealPOS™ XR4 or the RealPOS XR 8, retailers get best in class performance, power, security and versatility in two of the smallest form factors available today. The innovative, compact design of these two hardware platforms conserves valuable space while providing the connectivity, storage and configuration options that retailers need to meet today's omni-channel demands.

"We saw the need in the small- to mid-sized market to develop an end-to-end, future-ready solution that provides complete, best-in-class functionality, while reducing the complexity and cost associated with using multiple products," said Ron Allnock, Channel Leader, Global Sales at NCR Retail Solutions. "So we converged the best DNA of our industry-leading products, added innovative functionality, and topped it off with an intuitive, modern user interface. The result is a single solution that addresses the current needs of independent grocers, protects their investment as those needs continue to evolve and positions them to not react to—but lead unified commerce initiatives."

NCR Retail ONE is an innovative commerce hub that unites an open ecosystem of retail applications and data with an omni-channel software platform to help provide frictionless shopping experiences for consumers. NCR Retail ONE allows retailers to mix and match innovative applications from NCR, its partners and third parties.

NCR ENCOR is sold exclusively through the NCR Interact Partner Program, a global marketing, enablement and services program for NCR business partners who sell NCR's broad portfolio of solutions and services across multiple industries. For more information on the program go to: <https://www.ncr.com/company/global-partners/partner-program>.

About NCR Corporation

NCR Corporation (NYSE: NCR) is a leader in omni-channel solutions, turning everyday interactions with businesses into exceptional experiences. With its software, hardware and portfolio of services, NCR enables more than 550 million transactions daily across retail, financial, travel, hospitality, telecom and technology, and small business. NCR solutions run the everyday transactions that make your life easier. NCR is headquartered in Duluth, Ga., USA, with over 30,000 employees and does business in 180 countries.

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