

January 2014

## **Wincor Nixdorf and Millenium Retail Solutions launch partnership at NRF**

Wincor Nixdorf, the retail technology solutions provider today announced a partnership with Millenium Retail Solutions (MRS), a specialist developer of multi-channel, enterprise wide retail Point of Sale (POS) software. The partnership allows Millenium to offer its customers cutting edge technology, via its In The Black™ (ITB) Retail suite, supported on Wincor Nixdorf's market leading BEETLE POS hardware. Customers will also benefit from one point of contact for both support and service.

Millenium's In The Black™ (ITB) Retail Suite of products includes integrated payment processing, transfer management and points-based customer reward applications. The architecture of the ITB system is parameter driven making it easy to customize the POS application without major changes – an essential consideration for retailers within the ever shifting retail landscape.

The partnership between Wincor Nixdorf and Millenium will be on show for the very first time at NRF from the 12<sup>th</sup> to the 15<sup>th</sup> January at the Jacob Javits Centre in New York, booth 4443. Visitors will be able to see first-hand how the technology can enhance store operations.

Angelo Kalpakis, MRS Director, comments: "Millenium Retail Solutions is a leader in advanced store software solutions. It makes sense to partner with a leading provider of IT solutions and services that provides its partners not only with leading edge technology, but also significant additional growth opportunities. Wincor Nixdorf has a worldwide reputation for quality and design. We believe that our cultures are compatible and complimentary and offer our retail customers unparalleled POS solutions to reduce costs and enhance customer loyalty."

Patrick Leonard, Wincor Nixdorf's Vice President of Retail for North America said; "Partnering with Millenium is a perfect fit into our ISV friendly *SPIRIT* Partner Program. Wincor Nixdorf and Millenium share a common vision for American retail. Comprehensive IT solutions providing efficient customer service, helpful customer intelligence and line busting mobile technologies are keys to success for the retailer of the future. Together, we can offer a powerful formula to make real world retail an attractive and competitive proposition for the consumer."

For more information visit Millenium Retail Solutions at booth #[4443](#) or Wincor Nixdorf in the Millenium booth #4443, and at booth #[1154](#) at [NRF](#).

ENDS

**For more information, please contact:**

Kirsten Scott, Bryony Cox, James Stockbridge  
éclat Marketing  
wincor@eclat.co.uk  
+44 (0) 1276 486000

**About [Millenium Retail Solutions](#)**

Millenium Retail Solutions is a Toronto based Software development Company specializing in Store Systems, Fee Collection Systems and Secure Payment Processing Applications. American retailers that want to deal directly with the authors of an application, have found the company to be quick and responsive to ad-hoc requests and throughout the ongoing support. With a parameter driven architecture, no program changes are required to customize the application for any environment. The application is ideally suited for non-standard POS requirements.

Millenium's ITB (In The Black) software suite is a particularly good fit for retailers that need more flexibility at their point of sale. The ITB Credit Switch is integrated to the POS, or can be installed with other POS systems. The ITB Credit Switch can be installed with the latest, most secure, P2PE (Point to Point Encryption) technology and is certified by most major card processors. Point to Point Encryption takes most of the Point of Sale Application out of scope for a PCI audit. Savvy retailers, addressing the risk of a breach, are looking at this technology today.  
[www.mrsonline.ca](http://www.mrsonline.ca)

**About [Wincor Nixdorf](#)**

Wincor Nixdorf is one of the world's leading providers of IT solutions and services to retailers and retail banking. The company's extensive portfolio is centered around optimizing business processes at banks and retail companies. It is aimed mainly at cutting costs and complexity and improving service to the end customer. Wincor Nixdorf leverages know-how from its core business with banks and retailers to diversify into related sectors. These include postal companies and service station chain operators. Wincor Nixdorf has a presence in over 130 countries, with its own subsidiary companies in 43 of these. Approximately 9,000 employees work at the Group. The company is the leader in Europe and the number 2 in the world for programmable electronic POS systems (EPOSs) and the number 2 in Europe and worldwide for automated teller machines. Production facilities are in Germany, China and Brazil. For more information, visit <http://www.wincor-nixdorf.com>.