Network Option Details

Site Technology Platform

Mako NETWORKS

Bring your own broadband

Bring your own broadband allows BP Branded Marketers to choose their own Internet Service Provider (ISP). The relationship will be directly between you, the BP Branded Marketer, and your chosen ISP.

HUGHES

Managed broadband or managed VSAT

With a managed service, Hughes will provide all the support needed for connectivity to BP's network including handling technician dispatches and working with the broadband providers to resolve issues.

Minimum bandwidth requirements for bring your own broadband

+ Broadband: 1.5 mbps download and 384 kbps upload.

Compatibility

When upgrading to your new site technology platform, please make sure your site has a network configuration that supports the new equipment. BP requires that sites upgrade to new network technology prior to installing the Verifone Commander and your new PIN Pad and POS system. Please direct any questions to SiteTechEnroll@bp.com.

{NOTE TO SELF}

sign-up for either network begins

APRIL 2015

For either network options, BP Branded Marketers will be responsible for working directly with their selected network provider to order and install equipment. BP Branded Marketers will also pay the vendors directly. Both Hughes and Mako will require BP Branded Marketers to sign a 3-year Participation Agreement. Vendor contact information is located on the back page of this document.

Details of your network options

BP recommends a broadband network solution. However, if your site is in a rural location, a VSAT option is available.

Contracting and billing

- Direct contract via Participation Agreement between BP Branded Marketer and network provider.
- Direct billing begins at installation.
- A BP Branded Marketer may split sites between different network options.

Support

- If site cannot process cards and root cause unknown, BP Help Desk will do initial troubleshooting.
- BP Branded Marketer is responsible for the scheduling, coordination and payment of technician visit.
- BP Branded Marketers will be responsible for Participation Agreements with network vendor(s).

Minimum broadband requirements

Minimum bandwidth requirements for bring your own broadband: 1.5 mbps download and 384 kbps upload.

Network backup details

Virtual Auto Dial Backup (VADB) will no longer be an option. 4G and or LTE cellular networks may not be available in all markets. If this is the case then the cellular backup will use whatever cellular network is available (3G).

	Bring your own broadband	Managed broadband	Managed VSAT
EXCLUSIVE PROVIDER	Mako NETWORKS	HUGHES™	HUGHES™
DESCRIPTION OF SERVICES	• Broadband connectivity provided by BP Branded Marketers. • Network hardware and security services provided by Mako. • Sprint LTE / 4G backup provided by Mako.	• Broadband connectivity and satellite or 4G backup provided by Hughes. • 24/7 on-site maintenance	• VSAT connectivity and up to 4G wireless backup provided by Hughes. • 24/7 on-site maintenance
NETWORK MANAGEMENT	• Mako supports all network issues except connection issues caused by internet service provider (ISP) (e.g. Comcast, AT&T, etc.)	• Hughes manages all network connections and connectivity issues.	• Hughes manages all network connections and connectivity issues.
NETWORK HARDWARE	Mako 6500-M LTE	HR4700[1]	HR4700[1]
BACKUP	LTE router embedded in Mako 6500M	4G CradlePoint wireless modem	4G CradlePoint wireless modem
HARDWARE WARRANTY	36-month included with buy option. Perpetual with rent option.	Parts and labor warranty included in monthly fee.	Parts and labor warranty included in monthly fee.
COSTS TO BUY	Network hardware $ 390 – – Installation $499[2] Total upfront cost $889 Monthly fee $65+CoB Cost of Broadband (CoB): supplied by BP Branded Marketer	Network hardware $525 CradlePoint $355 Installation $375 Total upfront cost $1,255 Monthly fee $131.45[3]	Network hardware $525 CradlePoint $355 Installation $250 Total upfront cost $1,130 Monthly fee $111.45
COSTS TO RENT	Upfront hardware cost $0 Installation $499[2] Monthly fee $74+CoB Cost of Broadband (CoB): supplied by BP Branded Marketer	Upfront hardware cost $0 Installation $0 Monthly fee $172.20[3]	Upfront hardware cost $0 Installation $0 Monthly fee $148.14

1. If you select either Hughes option and already have a FortiGate installed, with your existing POS, you are not required to purchase the HR4700 network hardware. 2. If site does not already have broadband, there are additional costs for hardware and installation. Mako installation costs above may change pending findings from the Site Survey. 3. Reflects pricing for shared DSL. Pricing for other transports such as dedicated DSL, U-verse, FiOS and cable may vary.

Network vendors

MAKO

For network upgrade information and questions:

+ 1 (844) 801-2727

+ bpsales@makonetworks.com

+ bp.makonetworks.com

HUGHES

For network upgrade information and questions:

+ 1 (888) 704-6967

+ bp.hughes.com

bp

BP Products North America Inc.

30 S. Wacker Dr., Ste. 900

Chicago, IL 60606 USA

Verifone POS pricing

Sites can only obtain incentive pricing based on its current configuration. For example, if you currently have a single POS or PIN Pad and you want to upgrade to two POS devices, incentives cannot be applied to the double package.

bp

Single package

WHAT'S INCLUDED

+ Verifone Commander
+ 1 Topaz XL or Ruby2 system
+ 1 Verifone MX-915 PIN Pad

APPROX. COST TO BP BRANDED MARKETER

BP PRICE	$6,950
INCENTIVE	$5,500
COST AFTER INCENTIVE	$1,450
EARLY BIRD BONUS	$1,000
COST AFTER EARLY BIRD BONUS	$450

Double package

WHAT'S INCLUDED

+ Verifone Commander
+ 2 Topaz XL or Ruby2 systems
+ 2 Verifone MX-915 PIN Pads

APPROX. COST TO BP BRANDED MARKETER

BP PRICE	$10,900
INCENTIVE	$8,500
COST AFTER INCENTIVE	$2,400
EARLY BIRD BONUS	$1,000
COST AFTER EARLY BIRD BONUS	$1,400

Triple package

WHAT'S INCLUDED

+ Verifone Commander
+ 3 Topaz XL or Ruby2 systems
+ 3 Verifone MX-915 PIN Pads

APPROX. COST TO BP BRANDED MARKETER

BP PRICE	$14,850
INCENTIVE	$11,500
COST AFTER INCENTIVE	$3,350
EARLY BIRD BONUS	$1,000
COST AFTER EARLY BIRD BONUS	$2,350

FOR ITEMS LISTED ABOVE:

EARLY BIRD BONUS

+ Up to an additional $1,000 bonus will be applied to the BP Branded Marketer for the first 1,250 completed installations (625 for each network provider).

ADDITIONAL INFORMATION

+ See the Components List for all additional components included in this package.

Our **INCENTIVES** *are big!*

{NOTE TO SELF}

Already have Verifone Topaz XL or Ruby2 for your POS? You only need to pick a network and purchase the Commander and PIN Pad.

Commander and PIN Pad only package

WHAT'S INCLUDED

+ Verifone Commander
+ 1 Verifone MX-915 PIN Pad

APPROX. COST TO BP BRANDED MARKETER

BP PRICE	$3,800
INCENTIVE	$3,100
COST AFTER INCENTIVE	$700
EARLY BIRD BONUS	$500
COST AFTER EARLY BIRD BONUS	$200

FOR THE ITEM LISTED ON THE LEFT:

EARLY BIRD BONUS

+ Commander and PIN Pad only package receives $500 bonus.

ADDITIONAL INFORMATION

+ This package is for sites that currently have Topaz XL POS.
+ See the Components List for all additional components included in this package.

ⓘ See 'Additional components and warranties' on page 2 for additional component and cost details.

Additional components and warranties

- Additional components may be required based on specific site needs determined during site survey / deployment (e.g. scanners).
- Standard hardware warranty is 12 months from installation or 18 months from ship date (whichever occurs first) for POS system and Verifone Commander.
- Standard hardware warranty is 3 years for the Verifone MX-915 PIN Pad from the ship date.

Costs **do not** include:

- ✖ Site survey
- ✖ Remediation
- ✖ Installation
- ✖ Tax
- ✖ Shipping
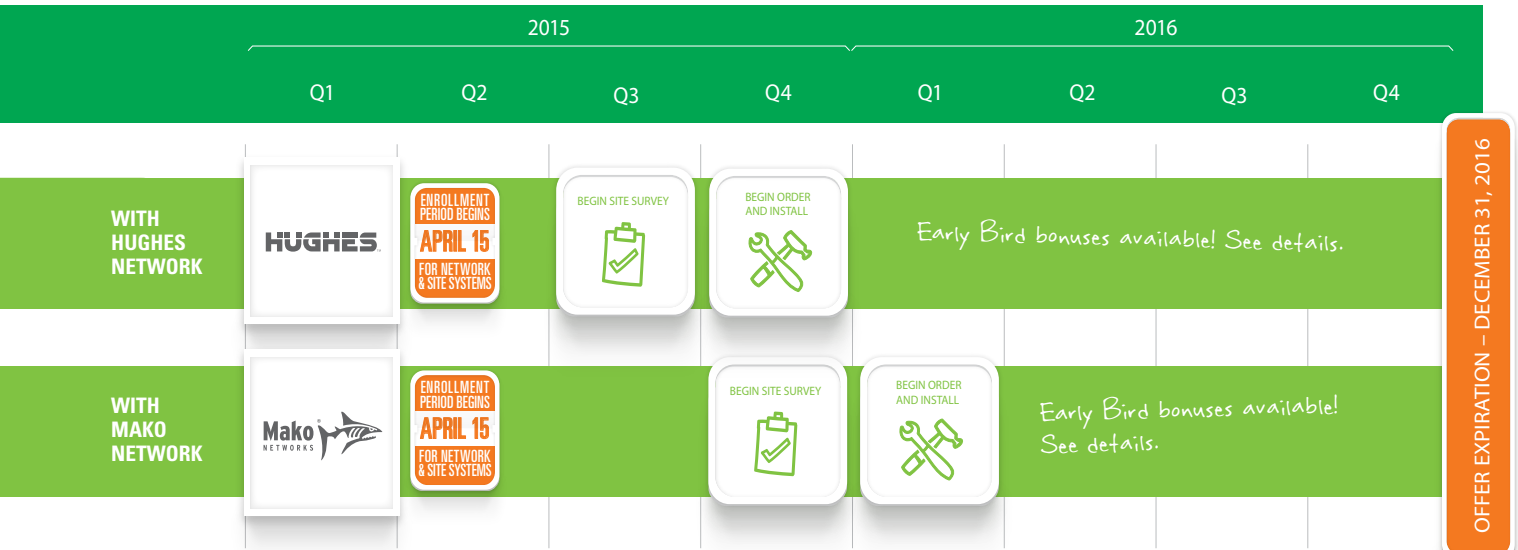- ✖ On-going ASM / Help Desk
- ✖ Hardware maintenance

POS system package includes

- + Verifone Commander, which replaces V900 / V920 and existing Forecourt Controller (FCC).
- + Verifone MX-915, which replaces the current PIN Pad.

ℹ See 'Components list' for complete details.

These time lines represent BP's estimated time of availability depending on network choice.

	2015				2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
WITH HUGHES NETWORK	HUGHES	ENROLLMENT PERIOD BEGINS APRIL 15 FOR NETWORK & SITE SYSTEMS	BEGIN SITE SURVEY	BEGIN ORDER AND INSTALL	Early Bird bonuses available! See details.			
WITH MAKO NETWORK	Mako NETWORKS	ENROLLMENT PERIOD BEGINS APRIL 15 FOR NETWORK & SITE SYSTEMS		BEGIN SITE SURVEY	BEGIN ORDER AND INSTALL	Early Bird bonuses available! See details.		

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Components list

Verifone Ruby2 or Topaz POS system

M169-000-01-NAA	RUBY2 **– OR –**
P050-02-310-R	TOPAZ XL
P050-01-101-R	CUSTOMER DISPLAY, TOPAZ 2X20
P050-01-200	MEDIA DRAWER, PETRO SYSTEMS
P040-07-050	UPS, CONDITIONED, 250VA
P040-02-020	PRINTER, RECEIPT, THERMAL, RP-310
13836-01	CABLE, SHLD RS232, RJ45-RJ45, GEM II
13581-01	ADAPTER, NULL MODEM, DB25M-RJ45
22278-25	CABLE, ETHERNET SAPPHIRE 7.62M
22278-50	CABLE, ETHERNET SAPPHIRE 15.2M

Verifone Commander

M149-111-00-NAA	COMMAND SITE CONTROLLER, STANDARD, 1PCB, 1 HDD, 1PWR
P039-09-001-NAA	ROUTER, CYBERA ZONE ROUTER (6462)
M149-901-01-R	FORECOURT FUEL CONTROLLER, FCI
OC-PCS-BOARD	OC-DISPENSER BOARD
29721-01	KIT, (CLGB) SPP CURRENT LOOP
29376-01	KIT, RS485 8-CHANNEL INTERFACE BOARD SFC
P040-07-050	UPS, CONDITIONED, 250VA
22278-100	CABLE, ETHERNET SAPPHIRE 100'

Verifone MX-915 PIN Pad

M132-409-01-R	MX915 PCI 3.x, SC TCH ETH SIG CTLS
132-602-00-R	MX 9xx- PWR AUDIO, BERG WITH TAILGATE, ETH, USB USB, OTG, COM2
28757-02-R	CABLE, MX 8XX VFI POS USB-HOST RM RoHS
999-DEP-00185	DEPLOYMENT, MX9XX, KEY INJ AND APP LOAD
MET132-010-01-A	ADAPTER PLATE (ENS 367-2304)
PWR132-002-01-A	POWER SUPPLY WITH FERRITE, MX9XX

Vendor contact information

VERIFONE

For EPS FCC or POS questions:

+ i.BPSiteTechnologyPlatform@verifone.com

– OR –

James Sabourin

National Account Manager Petroleum / C-Store Group

+ (613) 498-6212

NCR POS pricing

Sites can only obtain incentive pricing based on its current configuration. For example, if you currently have a single POS or PIN Pad and you want to upgrade to two POS devices, incentives cannot be applied to the double package.

Single package

WHAT'S INCLUDED

+ Verifone Commander
+ NCR Site Controller
+ 1 NCR Radiant POS system
+ 1 Verifone MX-915 PIN Pad

APPROX. COST TO BP BRANDED MARKETER

BP PRICE	**$10,650**
INCENTIVE	**$6,500**
COST AFTER INCENTIVE	**$4,150**
EARLY BIRD BONUS	**$1,000**
COST AFTER EARLY BIRD BONUS	**$3,150**

Double package

WHAT'S INCLUDED

+ Verifone Commander
+ NCR Site Controller
+ 2 NCR Radiant POS systems
+ 2 Verifone MX-915 PIN Pads

APPROX. COST TO BP BRANDED MARKETER

BP PRICE	**$13,550**
INCENTIVE	**$8,500**
COST AFTER INCENTIVE	**$5,050**
EARLY BIRD BONUS	**$1,000**
COST AFTER EARLY BIRD BONUS	**$4,050**

Triple package

WHAT'S INCLUDED

+ Verifone Commander
+ NCR Site Controller
+ 3 NCR Radiant POS systems
+ 3 Verifone MX-915 PIN Pads

APPROX. COST TO BP BRANDED MARKETER

BP PRICE	**$16,450**
INCENTIVE	**$10,500**
COST AFTER INCENTIVE	**$5,950**
EARLY BIRD BONUS	**$1,000**
COST AFTER EARLY BIRD BONUS	**$4,950**

FOR ITEMS LISTED ABOVE:

EARLY BIRD BONUS

+ An additional $1,000 bonus applied to the BP Branded Marketer for the first 250 completed installations.

Our INCENTIVES are big!

See 'Additional components and warranties' on page 2 for additional component and cost details.

Additional components and warranties

- The NCR Site Controller is required for use with Radiant POS.
- Additional components may be required based on specific site needs determined during site survey / deployment (e.g. printers and scanners).
- Standard hardware warranty for the NCR Radiant POS system and NCR site controller is 12 months from installation. Standard hardware warranty for the VeriFone Commander is 12 months from installation or 18 months from ship date (whichever occurs first).
- Standard warranty hardware is 3 years for the Verifone MX-915 PIN Pad from the ship date.

Costs **do not** include:

- ❌ Site survey
- ❌ Remediation
- ❌ Installation
- ❌ Tax
- ❌ Shipping
- ❌ On-going ASM / Help Desk
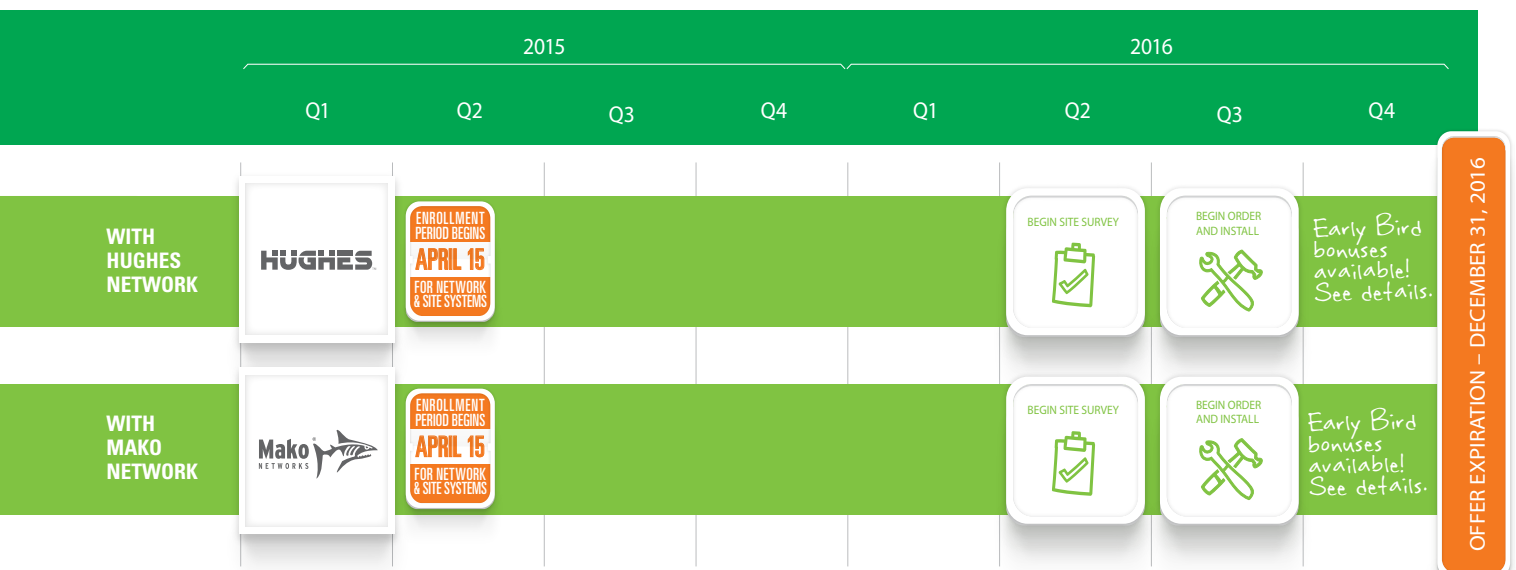- ❌ Hardware maintenance

POS system package includes

- + Verifone Commander, which replaces V900 / V920 and existing Forecourt Controller (FCC).
- + Verifone MX-915, which replaces the current PIN Pad.

ℹ️ See 'Components list' for complete details.

These time lines represent BP's estimated time of availability depending on network choice.

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WITH MAKO NETWORK	Mako NETWORKS		ENROLLMENT PERIOD BEGINS APRIL 15 FOR NETWORK & SITE SYSTEMS				BEGIN SITE SURVEY	BEGIN ORDER AND INSTALL	Early Bird bonuses available! See details.

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Components list

NCR Radiant POS system

RADIANT POS TERMINAL 1530

ORDER CONFIRMATION DISPLAY (2X20 POLE MOUNT)

SITE CONTROLLER (S4800 4GB i3 W7)

POS SOFTWARE

RADIANT SITE / LOYALTY / INTEGRATION MANAGER

Verifone Commander

M149-111-00-NAA	COMMAND SITE CONTROLLER, STANDARD, 1PCB, 1 HDD, 1PWR
P039-09-001-NAA	ROUTER, CYBERA ZONE ROUTER (6462)
M149-901-01-R	FORECOURT FUEL CONTROLLER, FCI
OC-PCS-BOARD	OC-DISPENSER BOARD
29721-01	KIT, (CLGB) SPP CURRENT LOOP
29376-01	KIT, RS485 8-CHANNEL INTERFACE BOARD SFC
P040-07-050	UPS, CONDITIONED, 250VA
22278-100	CABLE, ETHERNET SAPPHIRE 100'

Verifone MX-915 PIN Pad

M132-409-01-R	MX915 PCI 3.x, SC TCH ETH SIG CTLS
132-602-00-R	MX 9xx- PWR AUDIO, BERG WITH TAILGATE, ETH, USB USB, OTG, COM2
28757-02-R	CABLE, MX 8XX VFI POS USB-HOST RM RoHS
999-DEP-00185	DEPLOYMENT, MX9XX, KEY INJ AND APP LOAD
MET132-010-01-A	ADAPTER PLATE (ENS 367-2304)
PWR132-002-01-A	POWER SUPPLY WITH FERRITE, MX9XX

Vendor contact information

NCR

For POS questions:

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Major Oil Solution Management

+ (410) 340-5678

+ tammy.bailey@ncr.com