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Nautilus
HYOSUNG

Summer 2009

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Upcoming Events

Come See Us

September 9 & 10
RBS Worldpay
ATM Conference
Atlanta, GA

September 22-25
Metabank ATM Expo
Puerto Vallarta, Mexico

October 18-20
ATM, Debit &
Prepaid Forum
Las Vegas, NV

October 19-22
Jack Henry Users'
Conference
Orlando, FL

November 3-5
BAI Retail Delivery
Boston, MA

1800 CE Now Available

The widely popular Mini-Bank 1800 is now available as a CE model. The Microsoft® Windows® CE operating platform is just one of many improvements the CE model offers. The new 1800 CE features a brand new topper to allow for custom signage, a larger 8" color monitor, TCP/IP and EMV compliance.

Secure Communications and enhanced security

The 1800 CE comes with TCP/IP (SSL configurable) communication capability to support high-volume locations. The CE model also comes with the option to upgrade to a Level 1 safe.

Design Enhancements

The 1800 CE offers a larger 8" color screen which is a larger screen over the previous 1800. The sophisticated design offers merchants a high-quality, modern appearance which allows it to be installed in any retail setting. Also, the new CE model now comes with an optional high-bright topper for maximum signage and advertising capability.

Contact your authorized Nautilus Hyosung sales distributor or representative to order the 1800 CE today.



Product Spotlight

The Monimax 7600 Series Financial ATM Product Line

The Nautilus Hyosung Monimax 7600 series ATM is a highly advanced family of financial ATMs designed to meet the highest standards of financial institutions worldwide. With over 2,000 already installed in the U.S. alone, banks around the world are increasingly turning to the 7600 to meet their demanding ATM needs. In-field performance is the true test of quality and our installed 7600s are delivering industry leading availability rates for our financial customers.

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Team Member Spotlight



Mark Powell, Technical Support and Training Specialist

This issue's Team Member spotlight is on Mark Powell. Mark is the Technical Support and Training Specialist at Nautilus Hyosung America, providing technical support for FI and retail equipment. Mark also provides training on retail equipment regularly conducting training classes out of the Coppell, TX office. Mark has been with Nautilus Hyosung America for just over two years. Prior to joining NHA, Mark worked at various ATM companies including Diebold, Tidel, and De La Rue. Mark started in the ATM business at a very early age. In fact he got into the business through his father who had an ATM business which he grew up around. Mark spends his time at home with his wife and two sons and enjoys restoring vintage pick ups and riding dirt bikes with his two boys.

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Contact Us

nautilus.hyosung.com
1-877-HYOSUNG

1025 South Belt Line Road,
Building One, Suite 400,
Coppell, Texas 75019

Phone 1-877-HYOSUNG
FAX 1-972-956-9096

The Monimax 7600 Series *continued*



7600 DS



7600 FFL



7600 DR



7600 T

The 7600 product range offers a wide variety of models: through-the-wall walk-up, drive-up rear access, drive-up side access, and full-function lobby.

7600 ATMs offer full range of features to support current and future needs.

The Monimax 7600 series ATMs can be equipped with envelope deposit capability or bulk note acceptor (BNA) and bulk check acceptor (BCA) depositories. Field upgradable BNA & BCA options allow banks to upgrade to this capability depending on when they are ready.



Tilting customer monitor

The 7600 Series Offers Leading Innovation

- The 7600 T (through-the-wall) offers left-hand and right-hand door swing options.
- Tilting customer monitor on the drive-up side access model
- Enhanced security for ATM chest doors
- ANTI-Skimming Solutions
- Installation kits to reduce replacement costs, such as narrow collar kits for side-by-side installations and Diebold 1072ix and Diebold 1073ix replacement kits.

NHPro Certification Classes

Nautilus Hyosung America offers technical training classes to become NHPro Certified technicians. Contact us to attend one of our classes today.

Retail ATM Class Schedule

September 15-18
October 13-16
November 10-13

Financial ATM Class Schedule

September 29 - October 2
October 27-30
November 17-20

Contact Information to sign up for our NHPro Certification Classes:
Financial ATM Class: Mike Henson, mike.henson@us.hyosung.com
Retail ATM Class: Mark Powell, mark.powell@us.hyosung.com

Featured Success: ATM Tech Services Upgrades Bank of Lincoln County ATMs



ATM Tech Services (ATS) has proven giving the customer personal attention and listening to their needs is a formula for success. ATS has been performing "on-call" service for The Bank of Lincoln County in Fayetteville, TN for the past year. Upon noticing their aging NCR equipment, District Sales Manager Travis Peek contacted company president Richard Castro to apprise him of what he discovered and to give his recommendations on how ATS should proceed with replacing these aging units.

ATS General Manager Jim Burke contributed to the effort by recommending a visit of each of their three branches to perform site surveys and provided the customer with a comprehensive recommendation for an ATM upgrade including the removal and replacement of each machine.

Nautilus Hyosung America's Mark Miller, NH VAR channel manager, personally attended a second sales meeting with the customer. Mark and Travis left the meeting with a request from the customer to furnish a proposal for three MX 7600s. Within three days the proposal was complete and hand delivered to the customer.

Later that week ATS received confirmation that they had been selected to complete the ATM replacement project. Bank of Lincoln County executives commented on how surprised they were with the service, attention and due diligence performed by ATS. The customer also mentioned how impressed they were with Mark, that someone of his position would take the time to personally support one of his company's representatives. It proved to the customer that the manufacturer and the representative were indeed working in concert.

The Bank of Lincoln County sale is a major success for ATS and Nautilus Hyosung. It has enabled both companies to establish a lasting brand presence for Nautilus Hyosung's high-end FI ATM products in the Southeastern United States.

Send Us Your Story!

Send us your suggestion for a **Featured Success**, and we'll consider it for a future issue. Include your name, company and contact information.

All submissions will be entered to win a quarterly prize; winners will be announced each issue.

Email your story to: marketing@us.hyosung.com.

Congratulations to Fred Ethridge with CashTrans, Our Quarterly Prize Winner

We'd like to thank Fred Ethridge, president of CashTrans, for contributing last issue's featured success story. Keep the suggestions for future stories coming and you could be next quarter's winner. Submit ideas to marketing@us.hyosung.com.

Noteworthy...



Customers Begin Deploying the New MX 5300

Nautilus Hyosung America has begun shipping the MX 5300 to customers nationwide. Inaugural customers include ATMequipment.com and ATM Ventures. The MX 5300 is available as a CE and XP model and comes with optional Level 1 safe and optional 15" touch screen. The MX 5300 XP is a versatile and multi-functional ATM with many kiosk solutions as well. Fully upgradeable for side car functionality the MX 5300 enables check scanning, bill acceptance, stored-value and gift card printer and money order printing. It can also accommodate up to 8,000 note capacity.

Customers have been very receptive and eager to deploy the new model, citing its versatility and sophisticated appearance as leading attributes.

"We're excited about the potential of the new MX 5300 particularly for its ability to provide a variety of retail solutions and its sophisticated design which looks great in any retail setting" said Burt Matthews, president of ATMequipment.com.

FI Team New Hires

Nautilus Hyosung America, Inc. has recently brought on key additions to its financial ATM organization with the hiring of four FI sales and support team members. Nautilus Hyosung has hired a VP of solutions development and support, two regional sales directors and the NH VAR channel manager.

Steve Bruno, formerly of Citibank, has been named vice president, solutions development and support. Steve previously served as a sr. vice president within the Citibanking Technology Solutions Group. Steve will work closely with the engineering and FI sales teams in the design and development of advanced, cost-effective financial ATM solutions.

Eric Durfeld has joined as regional sales director, Southeast FI market. Eric is an experienced sales and management professional, having served the technology



Steve Bruno



Eric Durfeld



Greg Schneider



Mark Miller

needs of clients in the financial industry in the Southeast for over twenty years. Eric previously worked for Diebold, Incorporated where he achieved numerous awards in various direct sales and sales management positions since 1985.

Greg Schneider has joined as regional sales director, Southwest FI market with responsibility for the Southwest and Western regions of the US. Greg previously was an executive services manager at NCR with overall services responsibility for a national ATM customer. He was also with Diebold, Inc. for 20 years where he held several sales and management positions with responsibility for regional,

national, and key accounts for twenty years. In addition, Greg has served as an independent consultant in the ATM industry for the past several years.

Mark Miller has joined as the NH VAR channel manager and will be responsible for managing the FI VAR channel (NH VARs). Mark joins from NCR where, for the past several years, has achieved sales excellence and grown business in multiple markets within the United States.

“Each of the new FI team members has direct industry expertise and together they bring a combined 75 years of experience in the FI ATM business,” said Chan Park, President & CEO, Nautilus Hyosung America, Inc. “These appointments are strategically important and will further strengthen our ability to gain market share in the U.S. FI market.”

Contact information

Steve Bruno
631-871-3048
steve.bruno@us.hyosung.com

Eric Durfeld
205-441-3113
eric.durfeld@us.hyosung.com

Mark Miller
972-350-7630
mark.miller@us.hyosung.com

Greg Schneider
713-253-1872
greg.schneider@us.hyosung.com



1025 South Belt Line Road
Building One, Suite 400
Coppell, TX 75019

