

**Date:** September 9, 2014 OPWES-2014-0909  
**To:** OPW Fuel Management Systems Partners  
**From:** OPW Fuel Management Systems  
**Subject:** OPW Addresses Questions About FleetCor® Acquisitions, SmartLock™ Upgrades

**Dear Valued Customers, Distributors and Marketers,**

With the recent announcements concerning the FleetCor® acquisition of Pacific Pride™ and pending acquisition of Comdata®, which is currently under regulatory review, Pacific Pride marketers are inquiring about how these changes will affect their site controller update plans given the imminent obsolescence of the SmartLock™ Fuel Control System on Dec. 31, 2014. OPW would like to address those questions.

**Q: How will the Pacific Pride ownership change and pending Comdata acquisition affect Pacific Pride marketers' plans to utilize [OPW's FSC3000™ as a SmartLock replacement solution](#)?**

A: Marketers' plans to utilize the FSC3000 will not be affected. The OPW [FSC3000](#) site controller is compatible with the [C/OPT™](#) card reader and offers a cost-effective solution to address end of support for the SmartLock system. With three sites installed, beta testing for the FSC3000 is on track. OPW expects a full product release later this month.

**Q: How will the Pacific Pride ownership change and pending Comdata acquisition affect [OPW's "next generation" transaction processing solution](#)?**

A: FleetCor has a cloud-based system that can be adapted for the Pacific Pride network. As a result, the second phase of development for the "next generation" cloud-based system is currently under review. Because the FSC3000 is already compatible with existing FleetCor authorization networks, we expect the FSC3000 will remain compatible with future FleetCor systems.

**Q: Will Pacific Pride marketers be forced to choose another FleetCor cardlock POS solution?**

A: No. Several existing FleetCor fuel-processing networks currently utilize OPW fuel control systems and there are no plans to end those relationships or force marketers to choose one supplier over another.

**Q: What else can marketers do to facilitate a smooth transition?**

A: To ensure SmartLock site conversions are not impeded by last-minute installation scheduling issues, OPW encourages marketers to pre-order SmartLock replacement equipment and establish a formal installation schedule with their OPW distributor. This will ensure all upgrades are completed prior to the SmartLock end of support on Dec. 31, 2014.

Since the announcement of the SmartLock sunset date, OPW has been committed to delivering and communicating replacement solutions. Find previous announcements about the transition here:

July 11, 2014: [OPW Offers New FSC3000 to Address SmartLock Obsolescence](#)  
June 18, 2014: [OPW Releases Q&A to Address Key Pacific Pride Network Changes](#)  
May 14, 2014: [OPW Announces Pacific Pride Phase 1 and Phase 2 Transition Pricing](#)  
April 25, 2014: [OPW and Pac Pride Working Closely to Ensure Ongoing Compatibility](#)  
Jan. 27, 2014: [OPW Working Closely with Pacific Pride to Ensure Future Transaction Processing](#)

Best Regards,  
Phil Carlin  
President, OPW Fuel Management Systems