

*Upgrade or Replace...*

# What to Do with Your Hyosung / Tranax 1500?



EMV liability shifts are quickly approaching, with MasterCard's taking effect October 2016 and Visa's only a year behind. With less than 20 months to go before independent ATM deployers (IADs) become liable for fraud at the ATM, it's no surprise ATM operators are beginning to make their upgrade plans.

But one glaring question remains. ***What do you do with your Hyosung / Tranax 1500?***

There are around 50,000 active 1500s in the U.S. market today, a fact that pushed the manufacturer to produce an EMV upgrade kit for the model. While it's regarded as one of the best ATM machines ever made, it is now also one of the oldest models in the market. And the age of that technology is one of the reasons the upgrade kit for the 1500 is more extensive and costly than other retail-style ATM.

To help IADs make an informed decision, here is a summary of the available options:

## Upgrade Kit

The EMV upgrade kit (named the NH1500 Kickstart Program) typically runs \$850 - \$1,000 per machine. This may seem steep, but it is much more than an EMV upgrade and includes a new color screen, updated motherboard and EMV card reader. It also makes the ATM TCP/IP compatible and upgrades the machine's graphics capabilities.

As an added bonus, for those operators still lacking ADA compliance installing the kit upgrades the 1500 to ADA standards by default.

"It's a fairly simple upgrade process requiring approximately 30 minutes of install time," explains TJ Carter, ATMequipment.com Service Manager.

Despite being a higher cost kit than most models, upgrading is still the less expensive option. Total cost per unit for the kit is less than half the expense of purchasing a new ATM, and the machine becomes compatible with future upgrades.

It turns out age can be a big factor in evaluating whether to upgrade or not. For some of the oldest versions, there can be printer compatibility issues involving updating printer firmware and/or printer



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assemblies. Please review the latest manufacturer technical bulletins and consult with an ATMequipment.com sales representatives for more details before moving forward.

The upgrade kit doesn't change the overall look of the ATM. The façade remains the same and the screen, though brighter and better, will still be much smaller than those found on newer machines.

"It's really a cost vs. reward decision when it comes to upgrading the 1500," says Frandsen. "Cardholders care about reliability and many IADs just invested in expensive ADA upgrades. To some operators who just incurred this expense, it may be a question of why toss a good, workhorse machine when it can be upgraded for less."

### Shell Unit

A second option open to IADs is to replace the 1500 with a new shell unit, an ATM without a dispenser. Nautilus Hyosung and other manufacturers are offering shell units that are less expensive than purchasing a new machine and allows for the use of an existing 1500 dispenser. On average, this solution saves about \$300-\$400 off the cost of a regular machine. Currently, Nautilus Hyosung is offering a 2700CE shell unit.

"You are getting the best of both worlds with a new shell unit," says Cooper Frandsen, Sales Manager of ATMequipment.com.

"You get the reliability you have come to expect from the 1500 dispenser with the look and feel of a new machine complete with larger screens and modern styling."

"IADs looking into this option should make sure their existing dispensers are in good condition," says TJ Carter. "Before purchasing a shell unit, we recommend that our customers review the specifications and compatibility information to make certain their dispenser is capable of integration."

"Some older models may have compatibility issues depending on the type of 1500 dispenser that came with the machine," notes Carter. "The tray may need to be moved up or down depending on the dispenser being used."

***Many IADs are opting to replace their 1500s with a shell unit instead of upgrading***



***With a new shell unit, IADs are getting the best of both worlds — the reliability of the 1500 dispenser with the look and feel of a new ATM complete with larger screens and modern styling***

***— Cooper Frandsen***

### Replacement

Replacing the 1500 is also an option, especially given the age of many of the 1500 machines still in the field. When the first liability shift hits in 2016, many of the newest machines will be seven or eight years old. Though the upgrade kit replaces some of the major components, the rest of the machine is very dated.

The location receives a more modern looking machine with the latest technology, which in turn often drives maximum transaction volumes.

The pros of a completely new ATM are easy to see. Replacing the machine also gives IADs the bonus of a warranty and the tax advantages available on new equipment purchases. Upgrade kits, on the other hand, are considered parts and are excluded from regular tax depreciation schedules.

“Given the cost of replacing all of an operator’s 1500 machines with brand new units, we often find IADs elect to replace some machines, while upgrading others. We encourage each operator to evaluate the condition and age of each machine while reviewing their EMV implementation budget in deciding the right approach,” says Spencer Matthews, Executive Vice President.

**Still Have Questions?** Contact [ATMequipment.com](http://ATMequipment.com) at 1-800-498-5795 for a free EMV Implementation Evaluation for upgrading your portfolio.



When it comes time to make the upgrade, for the latest EMV developments, important deadlines and step-by-step tutorial videos, visit [ATMequipment.com/EMV](http://ATMequipment.com/EMV)

*Some of the benefits a new machine include: a modern look, the latest technology, a warranty and tax advantages*



*Each ATM operator should evaluate the condition and age of each machine while reviewing their EMV budget in deciding the right approach*