



IMPACT²

A LOOK INSIDE EXATOUCH'S HOTTEST FEATURES

Presented by:

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NEW EXCITING FEATURES ADDED THIS YEAR

- Dual Pricing
- On Account
- EBT Cash
- DeliverMe Enhancements
- DeliverMe Standalone
- Dynamic Reordering
- Bottle Return Calculator
- Exatouch Knowledge Base

THE MOVE TO DUAL PRICING

Why?

In April 2022, Visa provided guidance outlining what a compliant Cash Discount Program would look like

How?

The adjustments we have made are designed to limit disruptions to merchants moving forward

However, there's nothing to fear!

Gas stations have been pricing this way for a long time. Expect to see less pushback

		Order #:	New
Staff: EPI Admin		August 31, 2022 02:00pm	
Qty	Description	List Price	Cash Price
1	Deluxe Burger	\$ 11.68	\$ 11.34
	Fries		
	No Mayo		
	Extra Pickles		
1	Onion Rings	\$ 2.55	\$ 2.48
1	Tartufo Sundae	\$ 5.05	\$ 4.90
	Almonds		
	White Chocolate		
	Whipped Cream		
Total		List Price \$ 19.28	Cash Price \$ 18.90

DUAL PRICING FOR QSR & RETAIL

- Items will now display a List Price and Cash Price
- It will no longer display a line item with the added or removed fee

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Total	List Price	Cash Price
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	Almonds		
	White Chocolate		
	Whipped Cream		

Change due	List Price	Cash Price
	\$ 0.00	\$ 1.10

TIP IN TRANSACTION WITH DUAL PRICING

- No longer able to pass along CC fee via tip prompt
- Cannot get to 0% processing w/ Tips
- Providing a better customer experience
- Not an exact science, but if we can get an idea of what the average tip tolerance will be, we can help determine what the reduced rate will be
- Still eliminating 80%+ of all processing fees



LABEL PRINTING FOR DUAL PRICING

- Great option for a retail merchant implementing Dual Pricing
- Allows for transparency with pricing so there are no surprises at the register

The screenshot shows a software interface for printing labels. On the left, there are radio buttons for 'Print On Report Printer' and 'Print On Label Printer'. Under 'Print On Label Printer', there are five options: 'Shelf Label', 'Shelf Label Dual Price' (which is selected), 'Split Label', 'Clothing Tag', and 'Jewelry Tag'. A 'Starting Position' dropdown menu is set to '1'. At the bottom left are 'Cancel' and 'Print' buttons. On the right, a preview of the label is shown. The label has a blue header with dimensions '2.25"W x 1.25"L' and '2 1/4"W x 1 1/4"L'. The main body of the label contains the text 'Item Name', a barcode with the number '012345678905' below it, and a table with two columns: 'List Price' and 'Cash Price', both showing '\$999.99'.

☐ Print On Report Printer

Starting Position:

Print On Label Printer

☐ Shelf Label

☒ Shelf Label Dual Price

☐ Split Label

☐ Clothing Tag

☐ Jewelry Tag

2.25"W x 1.25"L
2 1/4"W x 1 1/4"L

Item Name

012345678905

List Price	Cash Price
\$999.99	\$999.99

DUAL PRICING FOR TABLE SERVICE

- Receipt window will show “Cash Price”
- Ticket delivered to the table will show the higher “List Price”
- Once payment is tendered, the appropriate adjustment will be made to the sales price as the transaction is completed

1	All American Burger	13.95
	• Make it 1/4 lb.	
	• Med Well	
	• Chips	
	• Wheat	
1	Ashcraft IPA	3.50
Order #:		
* Create Ticket Label		
Item Count:	2	
Subtotal:	17.45	
Discount:	0.00	
Tax:	0.25	
Tip:	0.00	
Other:	0.00	
Total:		17.70
Paid:		0.00
Balance Due:		17.70

Cash Price

RYAN'S RESTAURANT STEAKS•CHOPS•SEAFOOD	
EPI Mike's Demo Table Service 7800 Congress Avenue Boca Raton FL 33487 800 966-5520 EPI Mike's Demo Table Service	
Order #: 7464 Staff: EPI Agent Order date: 08/26/22 04:10PM	
1	All American Burger \$14.51
	418002599556 @ \$13.95
1	Ashcraft IPA \$3.64
	413926831755 @ \$3.50
Item Total: \$18.15	
Tax: \$0.25	
Total: \$18.40	
Item Count: 2	

List Price

ON ACCOUNT

- Merchants will be able to setup customers to allow for on account charges
- Will be able to set credit limits on a per customer basis
- On account invoices can be managed from Exatouch to allow for payments to be made in store
- Will eventually connect with Merchant 360 to allow for invoicing as well as recurring billing

The screenshot displays the Exatouch POS interface. A modal window shows an order summary for 'EPI QA Testing' with a total of \$10.26. Below this, a 'Tender #1' section shows 'On Account' for \$10.26. A red arrow points from this section to a customer profile screen for 'Club 1 Member'. The profile screen shows contact information, a current balance of \$20.52, and a credit limit of \$100.00. A second red arrow points from the 'On Account' section to the 'Tender #1' section.

Order Summary:

EPI QA Testing
7800 Congress Ave
Boca Raton OH 33487
996 655-4411
Test Unit

Order #: 300561
Staff: Admin Admin
Order date: 09/22/22 09:51AM

Customer:
Club 1 Member
(222) 222-2222
543 fds rd
Boca Raton, FL 33487

1 Default Item 1	\$10.00
45857258805 @ \$10.00	
Item discount:\$1.00	
Item Total:	\$10.00
Total Items Discount:	-\$1.00
Subtotal:	\$9.00
Tax:	\$1.26
Total:	\$10.26

Item Count: 1

Discount #1:
Club Discount: \$1.00

Tender #1:
On Account: \$10.26

Club 1 Member

543 fds rd
Boca Raton FL 33487

Phone: (222) 222-2222
Email: Club1@email2.com

Tax Exempt No

Current Balance: \$20.52
Available Credit: \$79.48
Credit Limit: \$100.0

Take Payment Customer Details Manage Address History

Notes

Order #:

Item Count:	0
Subtotal:	0.00
Discount:	0.00
Tax:	0.00
Tip:	0.00
Other:	0.00
Total:	0.00

Remove Line Add Service Misc. Scale Discount Add/Mod Tips

Pay Out/In Sell Gift Cert eGift Refresh Promo

CARD ON FILE

- Customers will be able to keep cards on file to allow for quick purchases without having to provide card details with each transaction
- This will be convenient for many different business types, allowing for a more seamless transaction flow for frequent customers:

Ex: The pizza shop that regularly caters to schools.

The screenshot displays a 'CARD ON FILE' form with two main sections. The left section contains customer information: First Name (Jimmy), Last Name (Sprinkles), Sr./Jr./Etc. (dropdown), Mobile Carrier (dropdown), Telephone (800-966-5520), Email (jimmy@sprinkles.net), Address (7800 Congress Ave), City (Boca Raton), State (FL), Zip (33487), Delivery Instruction, Date Of Birth, Gender, Alt Telephone, Drivers License, Company, Tax ID, Order Limit (\$ 500.00), and Referred By (with a search icon). A grey button labeled 'Add Card On File' is at the bottom left. The right section contains card and membership details: Membership (No, From, Expire, Loyalty Member toggle, Loyalty Rewards Available, Points, Dollars 0.00), Exclusive for (Base club, Club 1-7), Card Type (Visa), Cardholder Name (Jimmy Sprinkles), Card Number (4111111111111111), Expiration (MM/YY) (12/26), CVV (***), Address Type (Street), Street / PO Box Number (1234), Street Name (Congress Ave), City (Boca Raton), State (FL), Zip (33487), Phone (999-999-9999), and Email. A red arrow points from the 'Add Card On File' button to the card details section. At the bottom right are 'Close' and 'Save Card' buttons.

First Name * Jimmy
Last Name * Sprinkles
Sr./Jr./Etc. Mobile Carrier
Telephone * 800-966-5520
Email * jimmy@sprinkles.net
Address 7800 Congress Ave
City Boca Raton
State FL Zip: 33487
Delivery Instruction
Date Of Birth
Gender
Alt Telephone
Drivers License
Company
Tax ID
Order Limit \$ 500.00
Referred By

Membership
No
From
Expire
Loyalty Member
Loyalty Rewards Available
Points
Dollars 0.00
Exclusive for
Base club
Club 1
Club 2
Club 3
Club 4
Club 5
Club 6
Club 7

Card Type * Visa
Cardholder Name * Jimmy Sprinkles
Card Number * 4111111111111111
Expiration (MM/YY) * 12/26 CVV * ***
Address Type * Street
Street / PO Box Number * 1234
Street Name Congress Ave
City * Boca Raton
State * FL Zip * 33487
Phone 999-999-9999
Email

Add Card On File

Close Save Card

EBT FOOD & EBT CASH

- Fully Integrated System
- Items can be labeled based on qualifications for each specific program
- Helps ensure compliance by only allowing EBT payments to be tendered for qualifying items
- Easily split payments for mixed transactions
- Increased revenue from customers who might not otherwise patronize the business
- **Does not allow for Cash Back**

The image displays two screenshots of a software interface for configuring EBT items. The top screenshot shows the configuration for 'Apples' (SKU 04210146, Price 1.50). The 'EBT Food' toggle is turned on, and the 'EBT Cash' toggle is turned off. The bottom screenshot shows the configuration for 'Toilet Paper' (SKU 429604754445, Price 12.99). The 'EBT Cash' toggle is turned on, and the 'EBT Food' toggle is turned off. A red arrow points from the text 'Does not allow for Cash Back' to the 'EBT Cash' toggle in the bottom screenshot.

DELIVERME INTEGRATED WITH EXATOUCH

- DeliverMe is provided to Exatouch merchants at no additional cost – a great added value compared to competitors who charge additional fees
- Cash discount + dual pricing compatible
- Combined reporting for in-store and online sales
- Pizza builder with Ratio's for Modifiers

Lg Cheese
Made with fresh made dough, imported Italian tomatoes, grande mozzarella and E.V.O.O.
\$18.00

Option

☒ Candian Bacon

Amount?

☐ Green Peppers

Amount?

☐ Hamburger

Amount?

☐ Mushrooms

Amount?

☐ Olives

Amount?

☐ Onions

Amount?

☒ Pepperoni

Amount?

☒ Pineapple

Amount?

1	<u>Lg Cheese</u>	\$18.00
	Whole	
	Pepperoni	\$0.00
	1st Half	
	Candian Bacon	\$0.00
	2nd Half	
	Pineapple	\$0.00
	Remove	
Subtotal		\$18.00
Checkout Fee		\$0.01
Tax		\$1.26
Total		\$19.27

DELIVERME STANDALONE

- Standalone online ordering solution without the need for a full-blown POS
- It's a browser-based solution that allows merchants to easily run DeliverMe on their own Android or iOS tablets or laptop they have in store
- Great foot-in-the-door offering for merchants that are not ready for a POS
- Can be setup with a TM M30 printer to deliver tickets to the kitchen or print Delivery Driver Tickets
- Come check it out in the POS Lab!



Online Order Dashboard

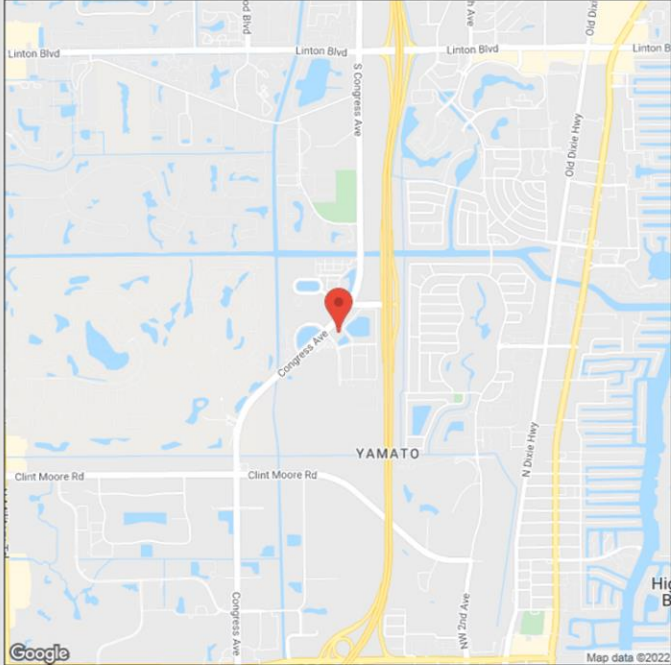
DELIVERY MANAGER

- Delivery Manager can be used to track both in-house delivery as well as 3rd party delivery orders
- In-house drivers can assign orders as they are heading out the door
- Delivery fees can be charged on up to three different zones
- End-of-day driver reports will account for delivery fees and tips earned by the driver

Source	Time	Order#	Customer/Label	Delivery By	Total \$	Driver Collects	Tip	Status	Last Activity
In-store	08/26/22 05:42 PM	7470	Angelo Denofrio 1294 Lawrence Ave Apt. 506 Boynton Beach FL 33426		40.95	0.00	0.00	New	0d 00:00
In-store	08/22/22 04:36 PM	7454	123456	GRUB HUB	16.74	0.00	0.00	Cmpl	0d 00:00
In-store	08/12/22 06:37 PM	7446	123456	GRUB HUB	16.74	0.00	0.00	Cmpl	0d 00:00
In-store	08/10/22 04:44 PM	7438	123456						
In-store	08/10/22 11:28 AM	7433	123456						

Map View

Angelo Denofrio
1294 Lawrence Ave
Apt. 506
Boynton Beach FL 33426
561-555-2020
Distance : 0.00



Close

Drivers Available (0)

Drivers Assigned (3)

Drivers Out (2)

All Staff (20)

Drivers

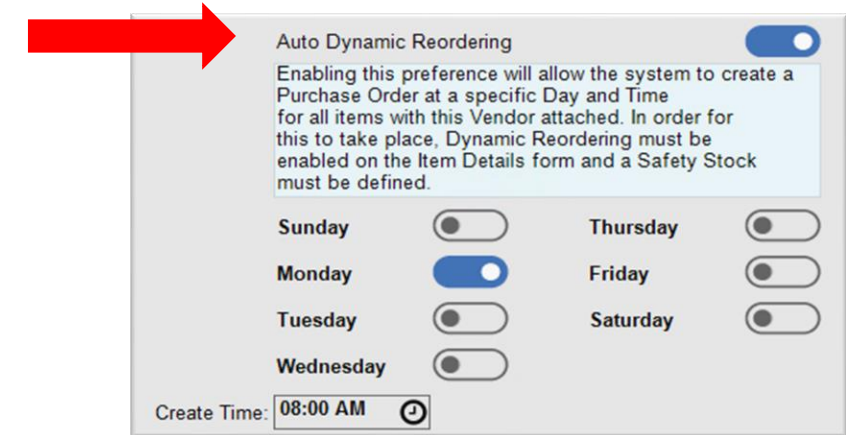
Danny Driver

Selected Driver
None Driver Selected

Remove Driver

AUTOMATIC DYNAMIC REORDERING

- Dynamic reordering looks at low stock items and a user defined “safe quantity” to ensure appropriate ordering
- Can help eliminate over or under ordering when compared to “low level QTY” alert
- With Auto Dynamic Reordering enabled, a purchase order can be created and sent via email automatically to vendors to help streamline the ordering process for merchants

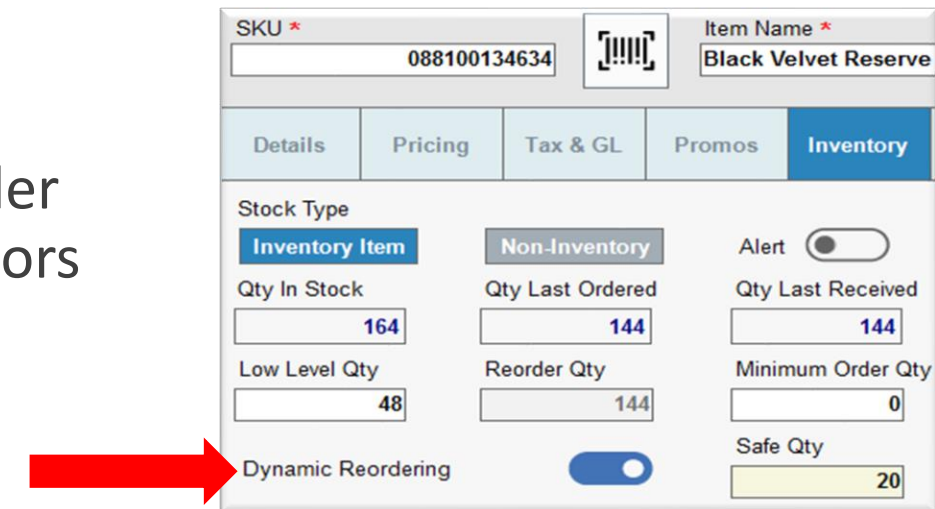


Auto Dynamic Reordering ☒

Enabling this preference will allow the system to create a Purchase Order at a specific Day and Time for all items with this Vendor attached. In order for this to take place, Dynamic Reordering must be enabled on the Item Details form and a Safety Stock must be defined.

Sunday ☐ Thursday ☐
Monday ☒ Friday ☐
Tuesday ☐ Saturday ☐
Wednesday ☐

Create Time: 08:00 AM ⌚



SKU * 088100134634 [Barcode Icon] Item Name * Black Velvet Reserve

Details Pricing Tax & GL Promos **Inventory**

Stock Type
Inventory Item Non-Inventory

Qty In Stock 164 Qty Last Ordered 144 Qty Last Received 144

Low Level Qty 48 Reorder Qty 144 Minimum Order Qty 0

Safe Qty 20

Alert ☐

Dynamic Reordering ☒

BOTTLE RETURN CALCULATOR

- Easily facilitates bottle/can return process
- Allows the cashier to easily apply a credit to a new sale or a cash payout for the return
- Provides reporting on the quantity of bottles returned

Find Customer		Price Override	Repeat Line	Remove Line
1	Black Velvet 0189H			2.75
1	Canadian Bay 1704D			16.29
1	Canadian Club Small B...			19.99
-250	Miscellaneous DRV			-12.50



Bottle Calculator

Miscellaneous DRV

Qty of bottles returned:

Bottle Redeem:

Total: \$12.50

Close Add to Order

7 8 9

4 5 6

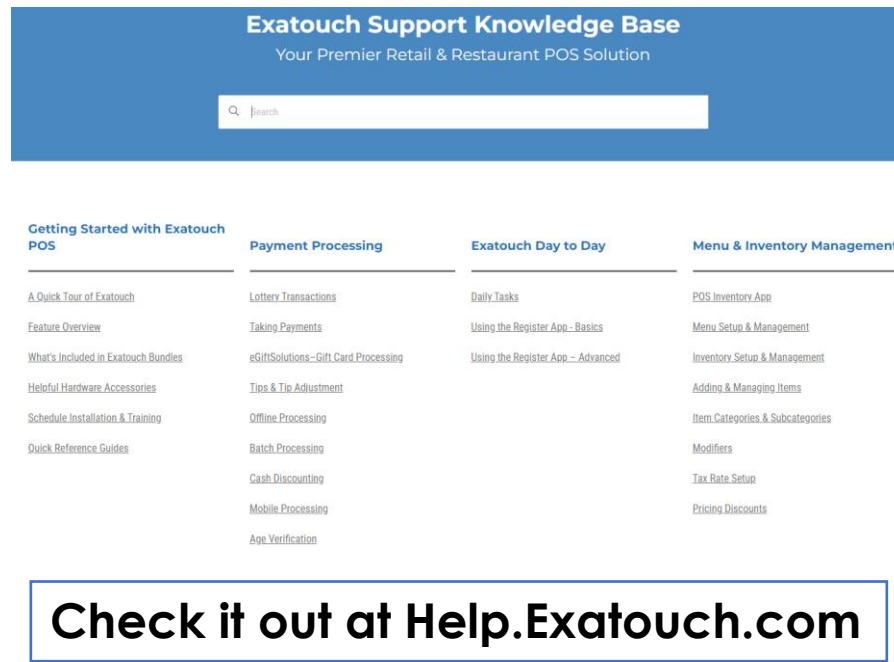
1 2 3

Clear 0 .

Order #:	
* Create Ticket Label	
Item Count:	3
Subtotal:	26.53
Discount:	0.00
Tax:	2.93
Tip:	0.00
Other:	0.00
Total:	29.46
Paid:	0.00
Balance Due:	29.46

UPDATED EXATOUCH KNOWLEDGEBASE & QRG'S

- Major updates to the Exatouch Knowledge Base
- New QuickStart Guides are now available and are a great tool to leave behind for your merchants getting started with Exatouch



QUESTIONS?

