

# **GETTING TO KNOW EXATOUCH® FOR RESTAURANTS**

(BEGINNER)

TUESDAY, OCTOBER 8<sup>TH</sup>

# INTRODUCTIONS



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# TODAY'S TOPICS

We're going to cover the basics of Exatouch® for restaurant businesses, including:



# WHAT'S IN THE BUNDLE

- All-in-One Touch Terminal, Receipt Printer, Cash Drawer, PIN Pad, Scanner
- Product Success Services
- Over-the-Phone Installation and Training
- Ongoing Support 24/7/365



# PERIPHERALS

## ARE KEY

- Kitchen Printers
- Kitchen Display System
- Microsoft Surface Go Tablet
- PAX A920



### Microsoft Surface GO Tablet

For tableside ordering. 10.5" display.  
Includes protective case with hand strap.

Price	Quantity	Total
\$ 659		



### Star Micronics Impact Kitchen Printer

Price	Quantity	Total
\$ 325		



### PAX A920

WiFi enabled. Supports Debit/Credit,  
EMV/NFC, Swiped Transactions, and  
Signature Capture.

Price	Quantity	Total
\$ 369		



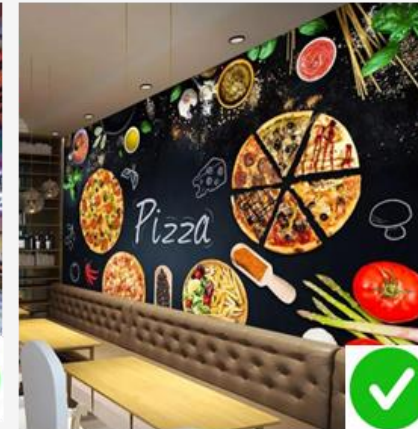
### 22" Touchscreen KDS Monitor

Price	Quantity	Total
\$ 534		



# SELL HERE NOT THERE

- Quick Service
- Diners
- Dive Bars
- Pizzerias



# PRICING PLANS

## UPFRONT PURCHASE

\$1499/Bundle  
\$39/Mo/Station  
\$29/Mo/Tablet

Up to 80/20 Split

## TARGETED VERTICALS

\$0/Station Hardware Cost  
\$39/Mo/Station

Peripherals  
purchased separately

Pick A Tier C – 50/50 Split

## PLACEMENT

\$0 Upfront Cost  
\$89/Mo/Station

Some peripherals can be  
purchased monthly

3 Year Agreement  
Pick A Tier C – 50/50 Split



Liquor Stores  
(Beer/Wine/Spirits)



QSRs & Fast Food



Convenience Stores  
& Delis



Butchers & Meat  
Markets



CBD/Tobacco/  
Vape Shops



Adult-Themed Retail

# EXATOUCH SALES PROCESS

- Find Targets, and Vet Them
- Book a Demo
- Participate in the Demo
- Submit the Correct Paperwork
- Follow along with Deployment
- The Installation