

GETTING TO KNOW EXATOUCH[®] FOR RETAIL (BEGINNER)

WEDNESDAY, OCTOBER 9TH

INTRODUCTIONS



RYAN CHRISTMAN



MIKE FALETTE



ZACH HOOPER

TODAY'S TOPICS

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

How we help ensure your success with retail merchants

What's in the Exatouch bundle

Exatouch peripherals

Businesses that are a good fit, and ones that are not

Pricing models

The process of selling Exatouch POS

ENSURING SUCCESS

WITH YOUR MERCHANTS

- Dedicated Exatouch Demo Team
- Pre-Install Survey
- Menu/Inventory Review
- Installation
- Training
- 24/7/365 In-House Support



WHAT'S IN THE BUNDLE

1. All-in-One Touch Terminal
2. Receipt Printer
3. PIN Pad
4. Cash Drawer
5. Customer Facing Display
6. Scanner (Retail Merchants)
7. Router/Switch



PERIPHERALS

ARE KEY

- Label Printer & Supplies
- Weight Scales
- Upgraded Scanners
- Back Office Server



SELL HERE

- Liquor Stores
- Convenience Stores/Deli's
- Tobacco/Smoke Shops
- CBD/Adult



NOT HERE

- Salons
- Dry Cleaners
- Bridal/Wedding Clothing



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
& More



Butchers & Meat
Markets



CBD/Tobacco/
Vape Shops



Adult-Themed Retail

PRICING PLANS

UPFRONT PURCHASE	TARGETED VERTICALS	PLACEMENT
\$1,499 per Bundle \$39 per Month per Station \$29 per Month per Tablet	\$0 per Station Hardware Cost \$39 per Month per Station	\$0 Upfront Cost \$89 per Month per Station
Peripherals Sold Separately	Peripherals Sold Separately	Some Peripherals can be Purchased Monthly
Up to 80/20 Split	Pick-A-Tier C – 50/50 Split	3-Year Agreement Pick-A-Tier C – 50/50 Split

EXATOUGH SALES PROCESS

