Where Exatouch® is a Good Fit and Why

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Overview of Topics

- Knowing What You Have in Your EPI Briefcase
- Understanding Your Path – Where to Go, Who to Target
- Verticals to Target and Why
- Verticals to Avoid and Why
- Best Practices

EPI Tools of the Trade

- Exatouch® and the Four Pillars of POS
    - Hardware
    - Software
    - Services
    - Support
- Clover®
- Terminals and VAR Sheets
- ProCharge®
- Datacap

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EXATOUCH® POS Pricing Options:

PURCHASE

- $1499 Shipping Per Bundle
- $39 Ongoing Monthly
- 3YR Warranty
- Training/Install
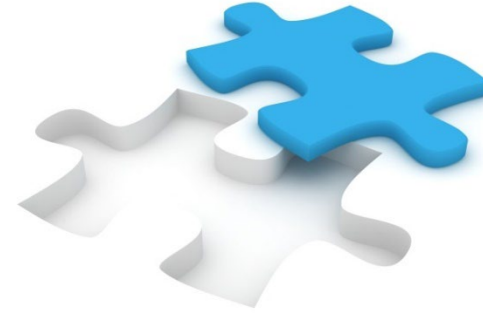- Product Success
- 24/7 U.S.-Based Support

PLACEMENT

- $89 a month for Hardware and Software
- 3YR Warranty
- Training/Install
- Product Success
- 24/7 U.S.-Based Support
- 36 Month Term

TARGETED VERTICALS

- Free Hardware
- $39 Ongoing Monthly
- 3YR Warranty
- Training/Install
- Product Success
- 24/7 U.S.-Based Support

✓ Affordable
✓ No Barrier to Entry
✓ Long Term Value

GO HERE, NOT THERE!!!

YES:

RETAIL:

Liquor/Convenience/Butcher
C-Stores/Tobacco/Gift/General

QSR:

All forms

Restaurant:
Family Dining/Fast Casual

NO:

DRY Cleaners
Bridal Businesses
High End Clothing/Suit Businesses
Salons
Businesses Needing Five + Systems

C-Stores and EXATOUCH

- ✓ Dual Purpose POS

- ✓ Payouts, Lotto, and More!

- ✓ Scan Data

- ✓ Custom Hot Keys

- ✓ EBT Acceptance

- ✓ Age Verification

- ✓ And So Much More!

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Liquor Stores are a Perfect Target for Exatouch

- ✓ Shelf Tag & Dual Pricing

- ✓ Age Verification

- ✓ Inventory Control

- ✓ Customer Facing Display

- ✓ Bottle Deposits

- ✓ And So Much More!

QSRs are a Perfect Target for Exatouch

✓ Hot-Keys to Speed Checkout

✓ Interactive Customer Facing Display (CFD)

✓ Kitchen Display System

✓ Pizza/Delivery Management

✓ Online Ordering

✓ And More!

Table Service Restaurants and Bars

✓ Table Layout, Tabs by Name, Pre-Auths

✓ Tableside ordering with MS Surface GO

✓ Pay at the Table with the PAX A920

✓ Detailed Menu Reporting

✓ Online Ordering

✓ And More!
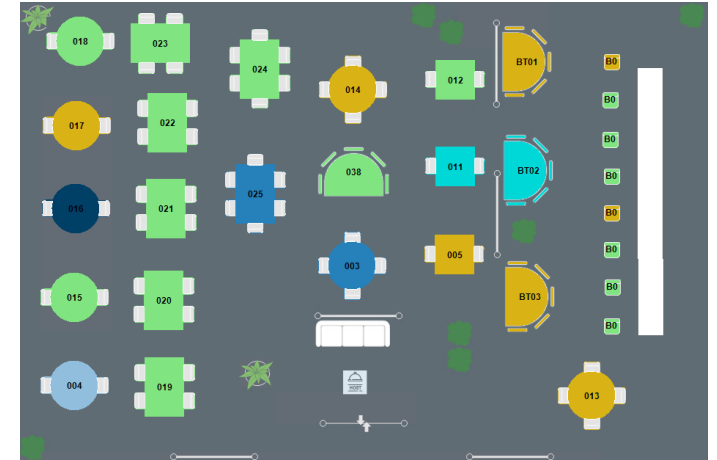
Exatouch Best Practices

- ✓ Measure Twice, Cut Once

- ✓ Demo Team to the Rescue!

- ✓ Pre-Demo Qualification

- ✓ Join the Demo!

- ✓ Let the Demo Team be the "Bad Guy"

- ✓ Know the Motivating Factors

THINK QUALITY!
MEASURE TWICE CUT ONCE

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Thank you!!