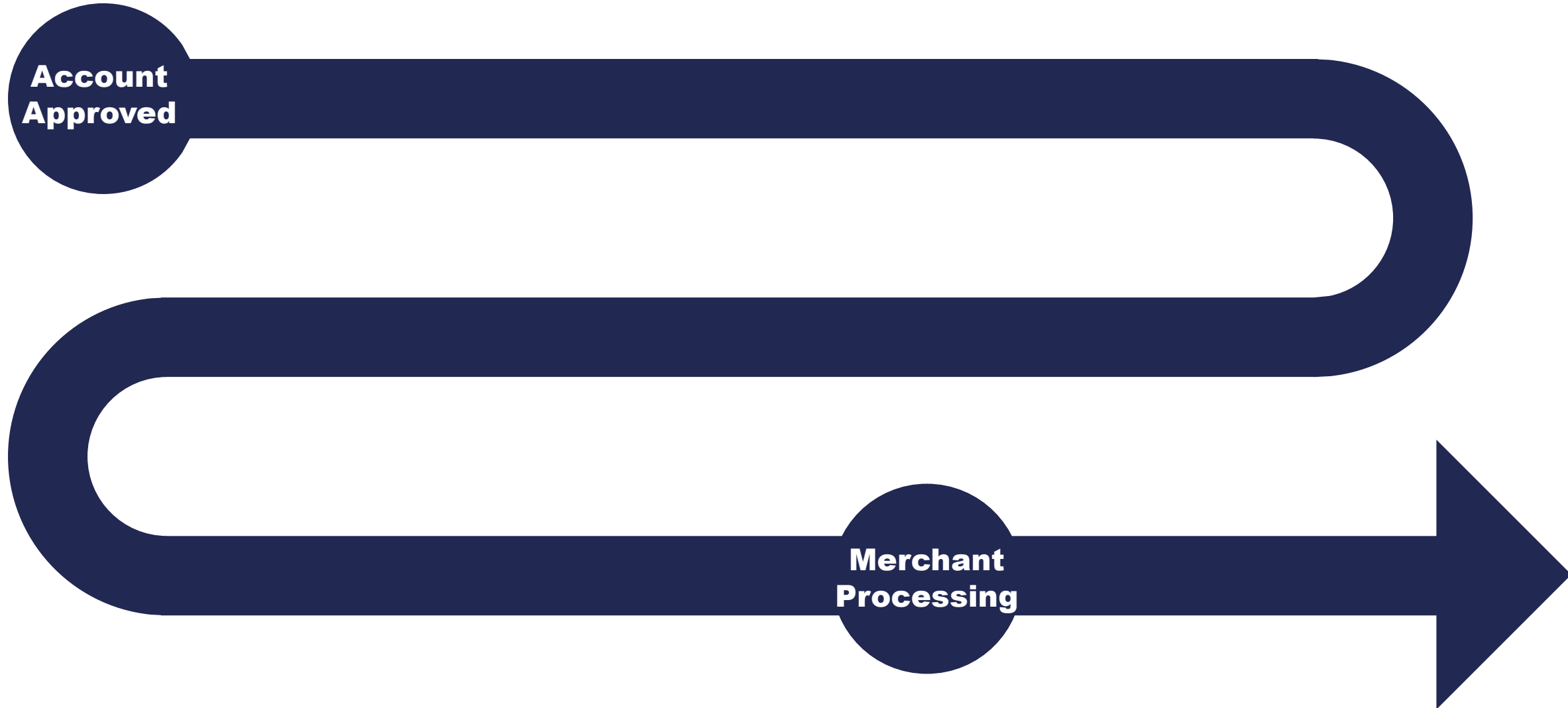


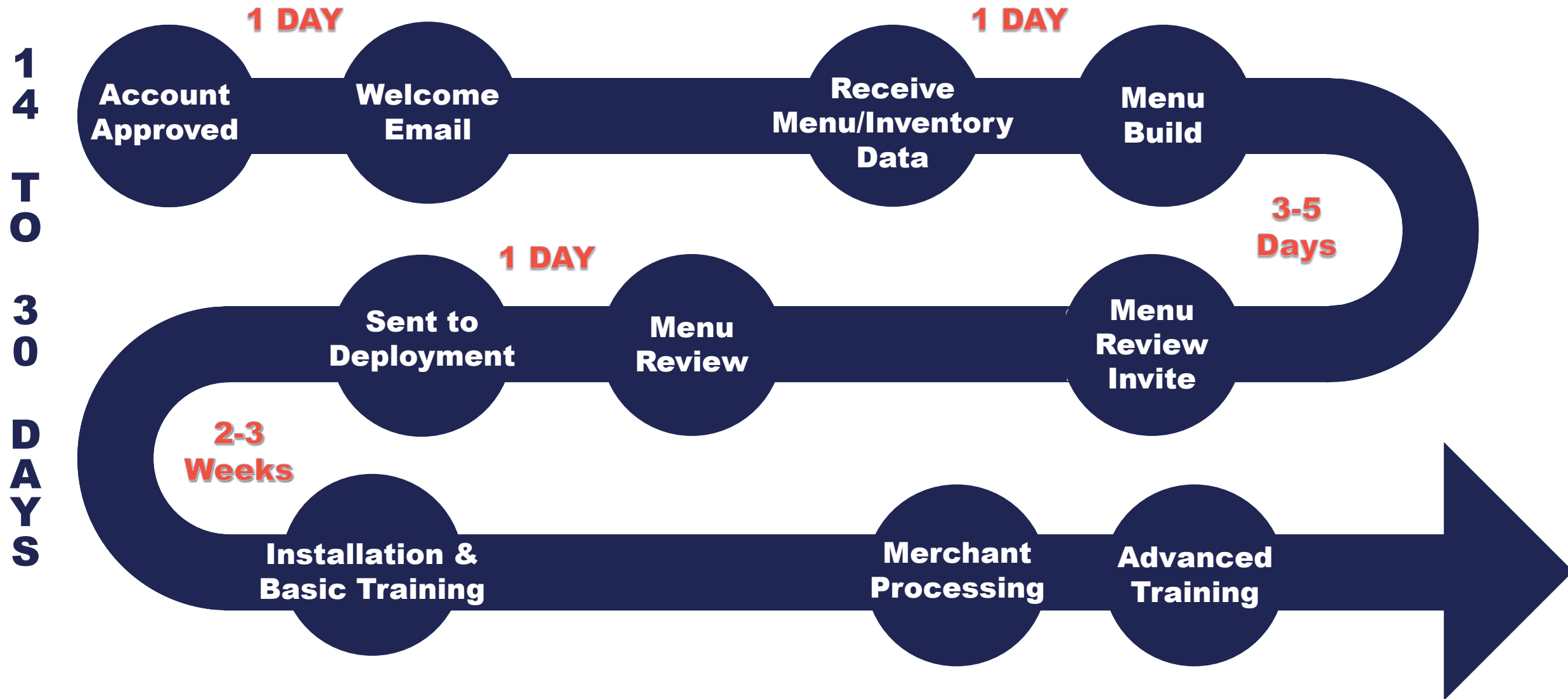
Optimizing Your Implementation with the Product Success Team

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What Does Product Success Look For with Menu/Inventory Data

Retail Accounts

Export from Current POS
(Excel File)

Item Name, Price, and Category
(Cost, Qty on Hand, Taxes)

SKU Lengths of 8,12, Or 13 Digits*

EAN 13 for Weighed Items (Scales)

Restaurant Accounts

Customer Facing Menu
(PDF or Scan)

Photos of Chalkboards/Menu Boards

Item Name, Price, Category, Modifiers

Understanding the Merchant's Workflow
(How much info do we need to relay)



What Does Product Success Avoid with Menu/Inventory Data

Retail Accounts

Files Not Easily Convertible to Excel
(PDF/Scans)

Repeated Inventory Updates

Vendor PO's
(Missing Info)

Restaurant Accounts

Minimal Menus "To Just Get Started"

Piecemeal Menus

Menus From Other Point of Sales
(Clovers)

Photos of Other Point of Sales



Tips for a Smooth Exatouch Installation

- Each Exatouch Station Takes Approximately 30-45min to Install
 - Each Station Will Need at Least Three (3) Power Outlets
(Strongly Recommend Using a Surge Protector)
 - The Provided Router Will Need Access to Merchant ISP

TIP: Pre-map wiring with merchant to ensure internet and power is available at designated areas



Online Ordering for Restaurant Accounts

- Merchant is Set Up With Their Own Website (deliverme.com/url)
- Sites can be Configured for Pickup and/or Use Merchant's In-House Delivery
- Merchant Directs Customers to Their Site to Place Orders (QR Code)
- Orders Print Directly to Their Kitchen Printer (If applicable)
- Online Sales Show on the Exatouch (Integrated)

Currently FREE for Merchants!



What Are Some Product Success Considerations?

DeliverMe® Integrated

Exatouch Menu MUST Conform to DM Requirements

Multi-Location Merchants Will Need Unique Emails for Each Location

We NEED To Know If DM Will Be a Requirement for the Merchant

DeliverMe® Standalone

DM SA is still BETA

We Need Merchants to Provide Feedback to Make the Product Better



Product Success Completes a Complimentary Initial Menu Build

Clover Menus are Built Without Merchant Input

Menus Must Be Clear and Detailed

Clover Menu Build Must Go Through Clover Orders



Tableside Payment Processing

Works Wired and Wirelessly with Exatouch and other POS systems

Installation **MUST** Be Completed Outside of Business Hours

MICROS[®] and Aloha May Require Additional Dev Assistance

Questions & Thank You!

Scan the lightbulb to add
Product Success as a contact

