

Flexibility & Choice  
Technology For Your Success  
Growth & Profitability

A smiling man with a beard, wearing a blue and white striped t-shirt, sits at a wooden desk. His hands are clasped in front of him. To his right is a computer monitor displaying the VendMAX logo in orange and black text. The background is a bright, modern office setting with large windows.




VendMAX<sup>®</sup>

Vending Management System

*The technology you choose matters, it's not a commodity. When you invest in new vending software, you are investing in your company's future. You want to grow. To stay ahead of the competition. And to become more successful.*

## **Flexibility and Choice**

We believe one solution does not fit all and our guiding principle is to provide the maximum flexibility and choice to ensure you can choose the best solution to support your business objectives.

Deployment	Manage	Service	DEX/Inventory	Routes	Mobile Apps
 On Premise	 Vending	 Offline	 Handheld	 Static	 Apple
 Cloud	 Office Coffee	 Online	 Smart Phone	 Dynamic	 Android
	 Micro Markets		 Tablet		

VendMAX is the best in class vending management system with a proven track record of transforming over 200 vending and delivery operations in the last 25 years. It provides the maximum return on your investment with the greatest breadth and depth of functionality.

## **Our Solution**

Streamware has pioneered a vending model designed to help you improve operations from top to bottom, from the money room to the warehouse to the truck.

### **Experience That Matters**

- 100+ combined years of experience
- 100% of our people have “in the field” experience



## Conventional

## VendMAX

Revenue	25 machines/day on a 100 machine route, 85-100 miles, \$6,500/week is a good route	25-35 machines/day on a 200 machine route, 85-100 miles, <b>\$18,000/week</b> is a good route
Scheduling	Machines serviced on fixed schedules, wasting time and gas	Machines <b>serviced</b> on dynamic schedules <b>only when needed</b>
Machine Merchandising	Driver selects product using guesswork and intuition	VendMAX <b>automatically determines the best products</b> to put in machines
Truck Loading	Driver picks product and loads truck	Warehouse fills order based on <b>near real-time data and proven forecasting algorithms</b>
Gas Savings	Carry too much product in gas-guzzling Hackney trucks that get 7-8 MPG	Load your trucks with just the right inventory and use smaller Sprinter vans that get <b>22-24 MPG</b>
Servicing	Driver makes two trips to machines each visit: <ul style="list-style-type: none"><li>• Pre-visit machine to fill order</li><li>• Return to truck to pick product</li><li>• Return to machine to fill</li></ul>	Driver makes <b>one trip to machines</b> -- bins are already packed with selected product
Product Overload	Trucks return with 50% stock	Trucks return with <b>&lt;5% of stock</b>
Profitability	1.9% NAMA average	Up to <b>14.1% profit</b> with Streamware's 7-Step Process
Cost of ownership	High upfront investment and recurring costs for Servers, Licenses and IT staff	<b>No upfront investment</b> and low monthly fee through hosted solutions.

# Implementation

If your current vending software isn't doing the job for you but you're afraid that switching will wreak havoc with your operation, talk to Streamware. We know how to switch customers from their old technology to VendMAX with minimal disruption and maximum results.

Whether you have five or 250 routes, you'll be up and running on VendMAX right from the start. Within a short time you'll be reaping the rewards of item-level tracking—complete cash and product accountability, cashless reconciliation, merchandising and route efficiencies.

Integrating new technologies into your business is never disruption-free, but Streamware has the experience and resources to limit the pain and increase the gain.

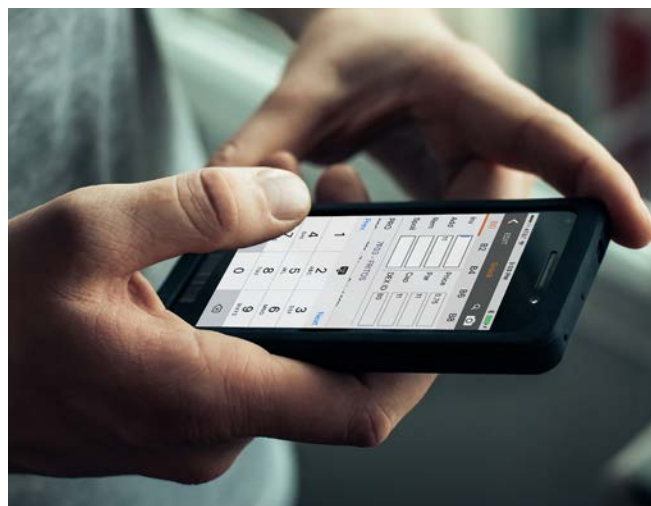
# Mobile Applications

*"The Service Tech Mobile App has streamlined our process of dispatching and closing calls. Our techs no longer have to wait for office calls or constantly refresh their email. We can now better follow our techs' progress and better communicate with our customers."*

**Samantha Farrell-Litchfield**  
VP, Farrell Vending Services, Inc.

*"With the new Route Driver Mobile App, we have the option of using the handheld or a smart device. That flexibility is important to us, because we have locations where phones are not allowed, and we rely on the handhelds. Having these choices allows us to provide the best service possible to our customers."*

**Steve Foley**  
President, Foley Food Service



*MarketConnect streamlines operations by integrating your growing micro market line of business into standard processes with VendMAX.*

# Technology for Success

At Crane, we are focused on providing you with new technology designed to boost your business performance. With the flexibility and power provided by Streamware Connect, you can select the best solution for your business by integrating VendMAX with your preferred machines, devices and other software.

powered by **streamware**  
**connect** 

VendMAX is powered by Streamware Connect, our global device and data integration platform. This means seamless integration with VDI compliant telemeters and micro markets. Some of the features made possible by Streamware Connect are:

- Real time alerts
- Service technician and route driver mobile applications
- Over-the-air planogram and price updates from VendMAX to Crane telemetry
- Integration with 3rd party software and service providers such as Vistar, OCS Access and common accounting software

## **MarketConnect**®

This software, built on NAMA standards, provides a single source of data entry, cash and inventory accountability, integrated prekitting, and consolidated sales and financial reporting for vending, delivery and micro markets.

*“By leveraging the existing VendMAX handheld and software, we were able to improve the overall inventory process which now takes far less time and is easier to manage ... Our results have been everything we hoped they would be. Our onboarding time has been reduced, time to inventory has been cut in half, and our time to reconcile inventories was reduced. Best of all, our drivers are asking to have markets converted to the new process as soon as possible.”*

**Erich Markee**  
VP Operations, A&B Vending

# Profitability & Growth

Wherever you are in your business development, VendMAX can help you get to the next level. Our 7-Step Process for Vending Profitability provides a roadmap for transforming your business beyond the NAMA average.



If you're just getting started with vending software, you'll love how VendMax does the basics, like cash accountability, DEX and merchandising, better than anyone.

If you're further along the process, Streamware can help you do the advanced things no other software solution does well (if they do it at all), like pre-kitting, wireless remote monitoring, dynamic scheduling, cashless reconciliation and mobile applications.

And from the very first step you'll see an impact on your bottom line, with Streamware helping your business become more efficient and more profitable. We're the proven, reliable partner you need to take your business to the next level.

## Pro-Forma for a Typical 12-Route Operator

		<i>Profitability Increases</i>	<i>Time to ROI</i>
Step 7	Dynamic Scheduling	14.1%	Months 10-12
Step 6	Remote Monitoring		
Step 5	Pre-Kitting	11.4%	Months 5-9
Step 4	Curbside Forecasting		
Step 3	Merchandising	8.9%	Months 3-4
Step 2	Item Level Tracking/Planograms		
Step 1	Cash & Inventory Accountability	3.6%	Months 1-2
<b>NAMA average profitability</b>		<b>1.9%</b>	



## Improved Productivity

- Product Accountability: Achieve less than 1% shrinkage
- Merchandiser: Increase same-store sales 10-18%
- Pre-Kitting:  
Eliminate 1 out of 4 trucks
- Dynamic Scheduling:  
Eliminate 1 out of 5 trucks
- Reduce costs with cloud solution
- Mobile apps to improve productivity in service, cashless and route operations
- Simple one-step deposit reconciliation
- Machine alerts that increase machine up-time

## Superior Forecasting Tools

This is what you expect from technology -- a streamlined operation, greater efficiencies, and improved profitability. With Streamware's unmatched forecasting tools you can increase your profitability to 11.4%.

- Take your drivers "intuition" out of the equation. You know what product to pack, how much to bring and when to deliver it
- Move up to pre-kitting and consolidate one in four routes

## Breakthrough Merchandising

Run your routes like a C-store, placing the right products in the right machines for the right customers. VendMAX analyzes your sales and recommends new planograms to increase top-line sales.

- Product replacement based on product characteristics and customer preferences
- Communicates product changes to the warehouse and to the driver
- Introduces new products in an intelligent manner
- Provides planogram par levels which eliminate spoilage and over-stocked machines

## Unrivaled DEX

There's DEX and then there's Streamware DEX. For consistent DEXing and unmatched cash accountability, no one can touch our track record.

- 180 customers using item-level DEX
- 3,000+ routes, 240,000 machines being DEX'd with Streamware
- Uses all cash and cashless DEX fields to provide full machine accountability
- Provides driver with accurate machine inventory as soon as DEX is taken and eliminates a need for manual count on every service

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