

QUALITY FROM  
BEAN TO CUP

# COTI Product Overview



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# Coffee strategy – high quality drinks and positive consumer experience drive same store sales



- High quality espresso based drinks
- Full range of gourmet/ specialty coffees
- Taste, aroma, colour, appearance, mirror coffee retail channel

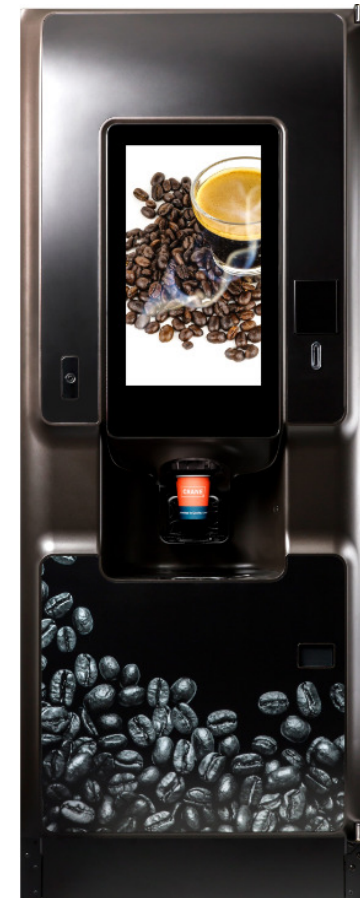
- Interactive touch screen and OTA capabilities to engage consumers
- Brand engagement and recognition to build consumer confidence
- Drink customisation

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## **COTI Overview**

- **Modern design with 21” interactive touch screen User Interface**
- **Open & LED illuminated vend area**
- **Large branding area, easy to customise graphics and screen content**
- **First deployment of the latest Atlas H electronics high performance ‘engine’**
- **Supports multiple payment systems, easy to configure knock out system**
- **Highly reliable Crane coffee platform, less service calls, less down time**



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## COTI Workflow

- Intuitive workflow that guides the user through the selection process, using retail language to transform the user experience → not vending!
- Coffee shop menu style – top 6 drinks
- Easy to customise content throughout workflow
- Select your drink in one screen then customise it
- Supports allergen information
- Supports multiple languages





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# COTI Workflow Customisation



Standby  
images/ video



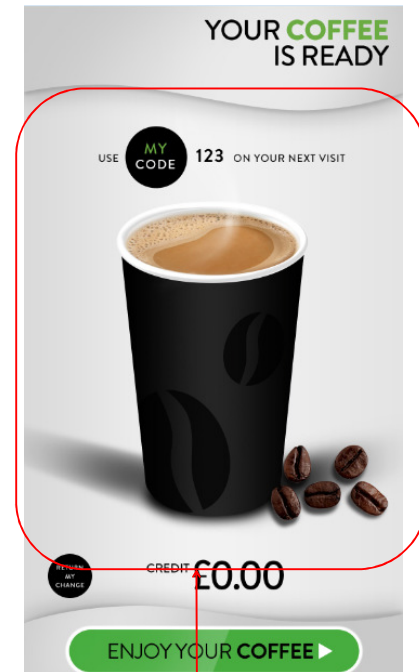
Menu images  
Drink names  
Drink descriptions



Customisation  
screen images



Preparation  
images/ video



End of vend  
images/ video

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## **COTI Value Proposition**

### **Increase Same Store Sales**

- **Attract consumers with new 21" Touch screen & workflow**
- **Engage consumers and drive sales with product & brand advertisements**
- **Drive higher vend prices through premiumisation of the solution**

### **Differentiated Offering to Win New Locations**

- **Intuitive workflow that mirrors the retail coffee channel**
- **Easy customisation through graphics and screen content**
- **Provide product images and allergen information**
- **Offer multiple language options on the screen**

### **Drive Consumer Satisfaction**

- **Retail coffee style menu**
- **High quality beverages that are easy to customise**
- **Highly reliable platform, less service calls, less down time**

