

v6

Speedi-Serv



ScanBox

Customer Issues

Customers are departing seats earlier to use the facilities and try to get to kiosks for food & refreshments before the rush

Customers continually missing the restart of games due to lengthy queues at overcrowded kiosks

All of these aspects have a detrimental effect on the customers overall game day/event experience.

Venue Issues

Not enough kiosks to cover the volume of customers.

Concession stands not large enough to get customers served quickly

Kiosks not large enough to hold enough hot food and cold drinks



► The Solution - ScanBox GO Speedi-Serv

ScanBox **GO**



Contract Hire



Medium & long term
hire inclusive of
breakdown cover.
(minimum 6 months)

Banquet Line Combo HF6+HF6

- ✓ Can be filled with a variety of food products (approximately 350 pies per trolley).
- ✓ Twin cabinet model with two completely independent insulated compartments keeping food warmer for longer.
- ✓ Provide customers with more options and help free up overcrowded kiosks.

Corporate Branding Options



Branding

Trolleys can be wrapped to show menus or images of food and pricing.

We would require high resolution, vectorized, versions of graphics, logos & artwork.

- ✓ Easily display food options in an aesthetically pleasing way.
- ✓ Display different menu options, pricing & special offers.
- ✓ Display club sponsors & brand partnerships

Sponsorship Opportunities

Why not ask your venues food suppliers, drinks suppliers or other sponsors or help fund the trolleys in exchange for including their corporate branding in the design?

► Wireless Payments



Payments

Tap'n'go payment service from single delivery point managed by one member of staff.

- ✓ Speed up customer turnaround time with a cashless payment system.
- ✓ Quicker transactions means that more customers can be served during intervals.
- ✓ Helps reduce pressure on overcrowded kiosks.

We do not supply card machines

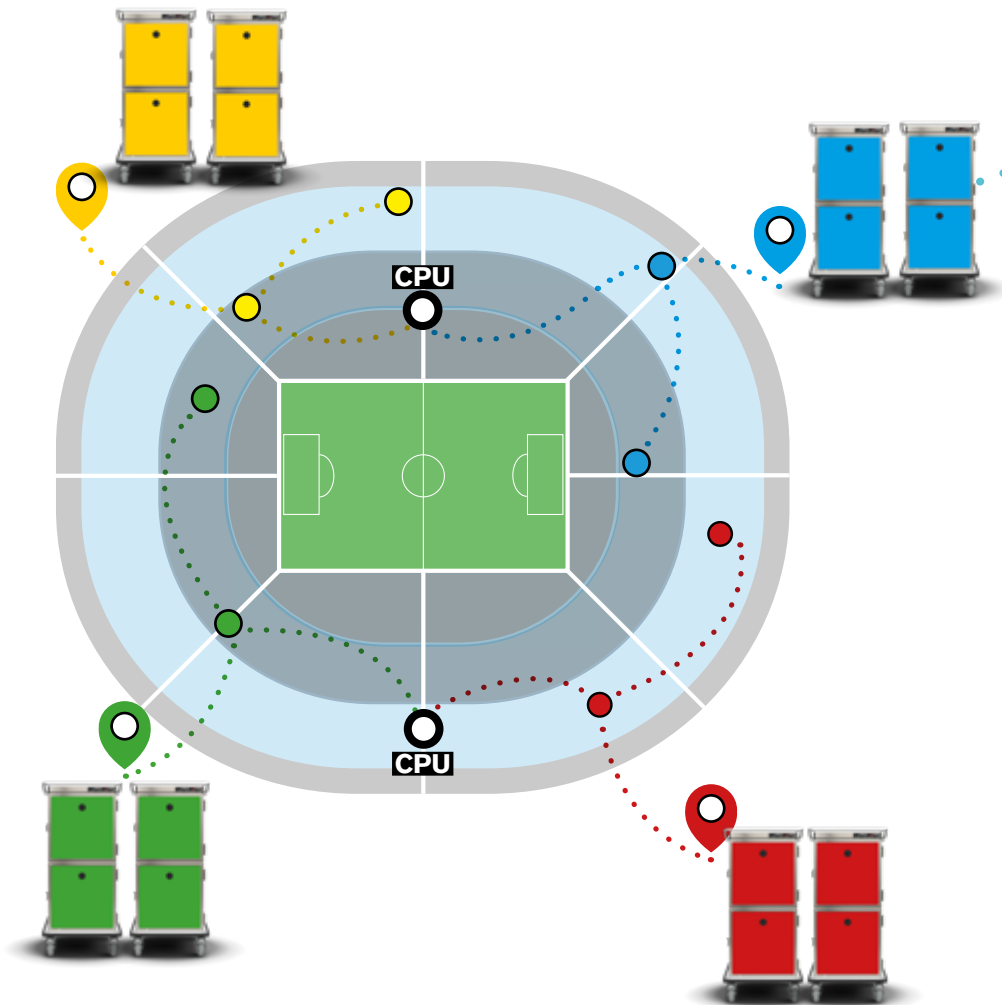
► Additional Storage Options



The ScanBox Banquet Line Combo HF6+HF6 can be used to house insulated drink storage boxes on top as shown

- ✓ Transforms ScanBox trolley into a hot & cold food and drinks delivery point.
- ✓ Easily replenishment of stock.
- ✓ One stop visit for each customer.
- ✓ Helps reduce pressure on concession stands & kiosks

► Distribution



A fleet of speedi-serve trolleys can be loaded in the main CPU and dispersed throughout stadium concourses, before, during and after post-match.

Commercially, they can be contract hired for season length periods to maximise revenue whilst minimising periods of inactivity.

- ✓ Increased volume of product served and provide customers with more options and opportunities to purchase food and beverages.
- ✓ Increased revenue stream for catering operations with ability to fully fund the ScanBox trolleys out of revenue received.

► Commercial Example

1 no. Banquet Line
Combo HF + HF
Season Long Hire
(9 Months)



Hire Price Per
Week

***£69**



1 no. Banquet Line
Combo HF + HF
Fully Loaded
With 350 Pies

Selling Price
Per Pie

£5

Sell just **28** pies and that
will pay for the hire of a trolley
for a full week!

Based on a 9 month football
season sell just **994** pies and that will pay
for the trolleys for an entire season!
(i.e. just less than 3 full trolleys full of pies)

Assumptions

- Based on a single event per week.

Revenue could be increased with more events

- Based on a hire term of 9 months

- Based on a single loaded trolley.

Food items could be replenished any number of times per event

- Based on a capacity of 350 pies per trolley at an approximate selling price of £5 each. Assuming profit margin 40-50%

Trolleys could be loaded with other food items .i.e sausage rolls etc.

Drinks can also be sold using cool box storage on the top of the trolley

*Delivery £110

*Collection £110

*Security Bond £79

► Customer & Venue Benefits



► Recent Clients

Croke Park Stadium



Aviva Stadium



ACC Liverpool



Hearts FC



London Stadium



Leicester City FC



Crystal Palace FC



ScanBox

Contact Our Team

Gavin Rogers

Director

+44 (0)79 0990 8098

grogers@scanboxuk.com

Mark Matthews

Managing Director

+44 (0)77 1504 6136

mark@scanboxuk.com

Gareth Cromie

UK Sales Manager

+44 (0)78 2168 0217

gareth@scanboxuk.com



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