



PRESENTATION TITLE

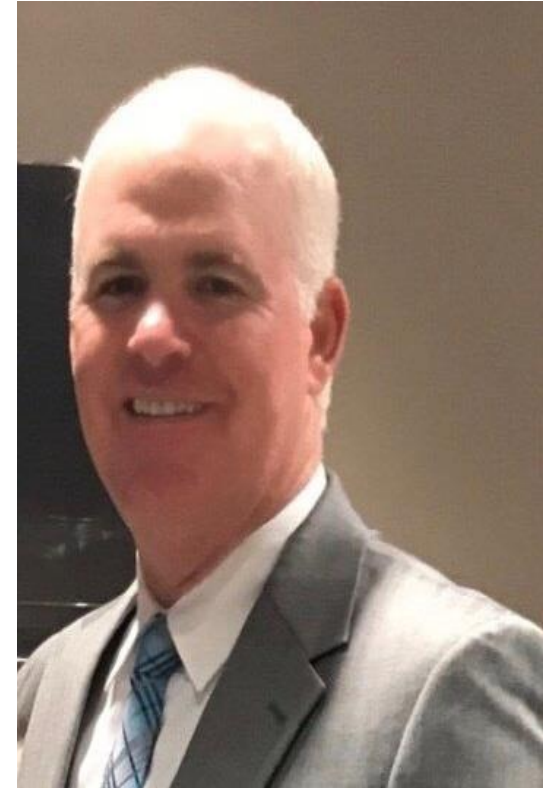
Epson
Mike DeGuibert

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Bio + Company Info

- 1. Have worked with Retailers for the past 28 years with Hardware and software solutions**
- 2. Epson – 4.5 years of OEM and partner sales**

Pinnacle Summit 2019



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TM-T88VI: THE SINGLE STATION LEADER

BEST THROUGHPUT	350mm/s print speed Faster Autocutter
BEST RELIABILITY	200Km, 200 million pulses (33% longer than T88V) Autocutter life: 3 million cuts (50% longer than T88V)
BEST CONNECTIVITY	Triple interface (S/U/E) maximizes flexibility NFC enables quick BT pairing and printer selection Beacon enables distributed proximity printing
MOST EFFICIENT	Paper savings: 49% better than T88V Power consumption: up to 81% lower standby power than T88V
READY FOR CLOUD	Built-in OmniLink Merchant Services capability



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EPSON Defines the “Transaction” Business...



- 1. This is a disparate technology world!**
- 2. Data is king and accessing it is tough;**
- 3. Think mobile, cloud and best of breed;**
- 4. How do you tie it all together?**

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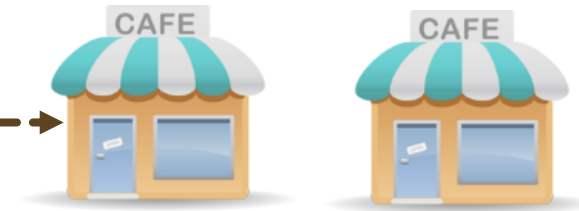
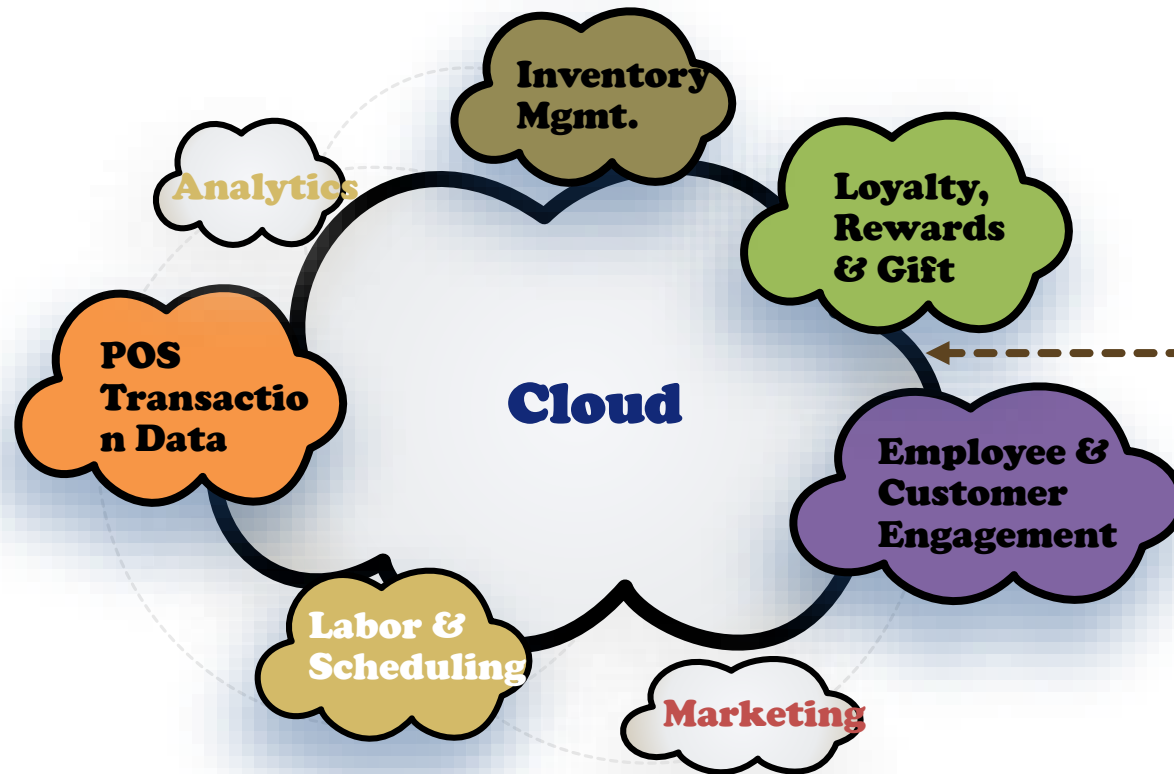
Where Transaction Data is the Foundation...



- 1. Receipt is the common denominator;**
- 2. Payment cannot fill the role (cash?);**
- 3. Data is more than loyalty/social media;**
- 4. Broader approach required;**
- 5. Transaction data is the foundation.**

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Developing the App Market and Enabling Business



- *This is about more than providing POS agnostic, real-time data;*
- *This is about providing unique access to a global network of tools, best practices and expertise;*
- *And using that eco-system to develop more robust data sets...*

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OMMILINK L90plus-i LFC

The L90plus-i LFC is designed to meet 4 key applications



Tablet/Smartphone Friendly



Online Ordering



Custom Label Applications



KDS add-on

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Does this label sell?

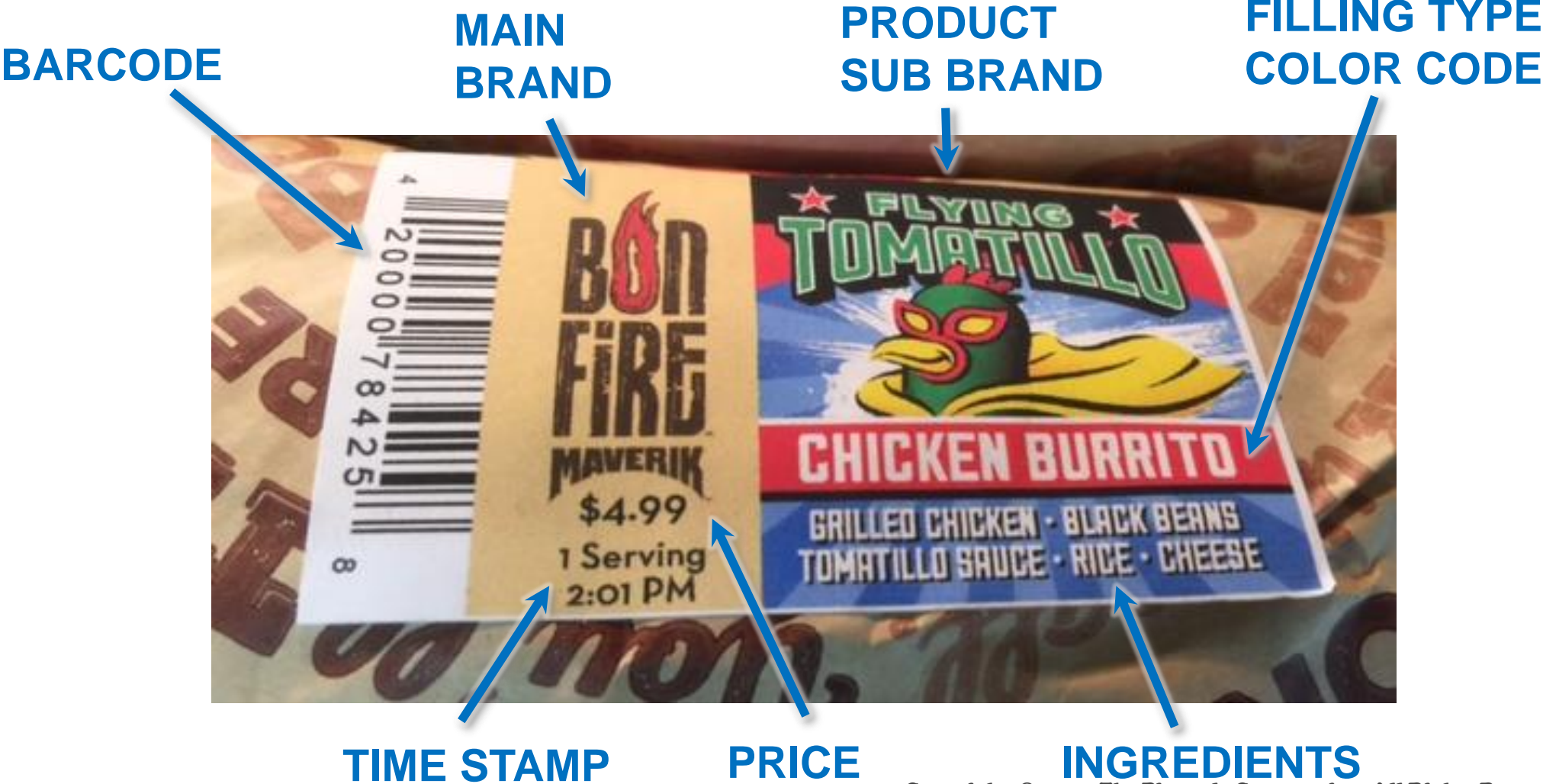


- This is standard today
- If you are not familiar with this store, will you buy it?
- Does it look tempting?
- Can this label build brand loyalty and repeat business?

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Color Labels

- 1. Print on demand
- 2. Print in store



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Thank You!

Epson

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