

A black and white photograph of a Petco store exterior. The building is made of brick and features a large, stylized Petco logo above the entrance. The logo consists of a blue silhouette of a dog and a cat. Below the logo, the word "PETCO" is written in large, dark, 3D block letters. The entrance has glass doors and windows. A sign above the entrance reads "50870 WELCOME TO PETCO WHERE THE PETS GO". A shopping cart is visible near the entrance. A car is partially visible on the right side of the image. A large blue diagonal graphic is overlaid on the left side of the image.

# LiveDrawer™

**Presentation for Petco**

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Presented by:

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## A global leader in cash management

Tellermate is a leading provider of cash management solutions to the retail, grocery, food service and financial industries.

Our cash management solutions help businesses all over the world count and manage their cash quickly and accurately. Tellermate systems process over \$1 billion daily in over 20 currencies and across 30 countries.

As cash volumes decrease the cost of cash transactions will inevitably increase. Our solutions and technology will allow companies to combat this threat and ensure efficient cash handling.

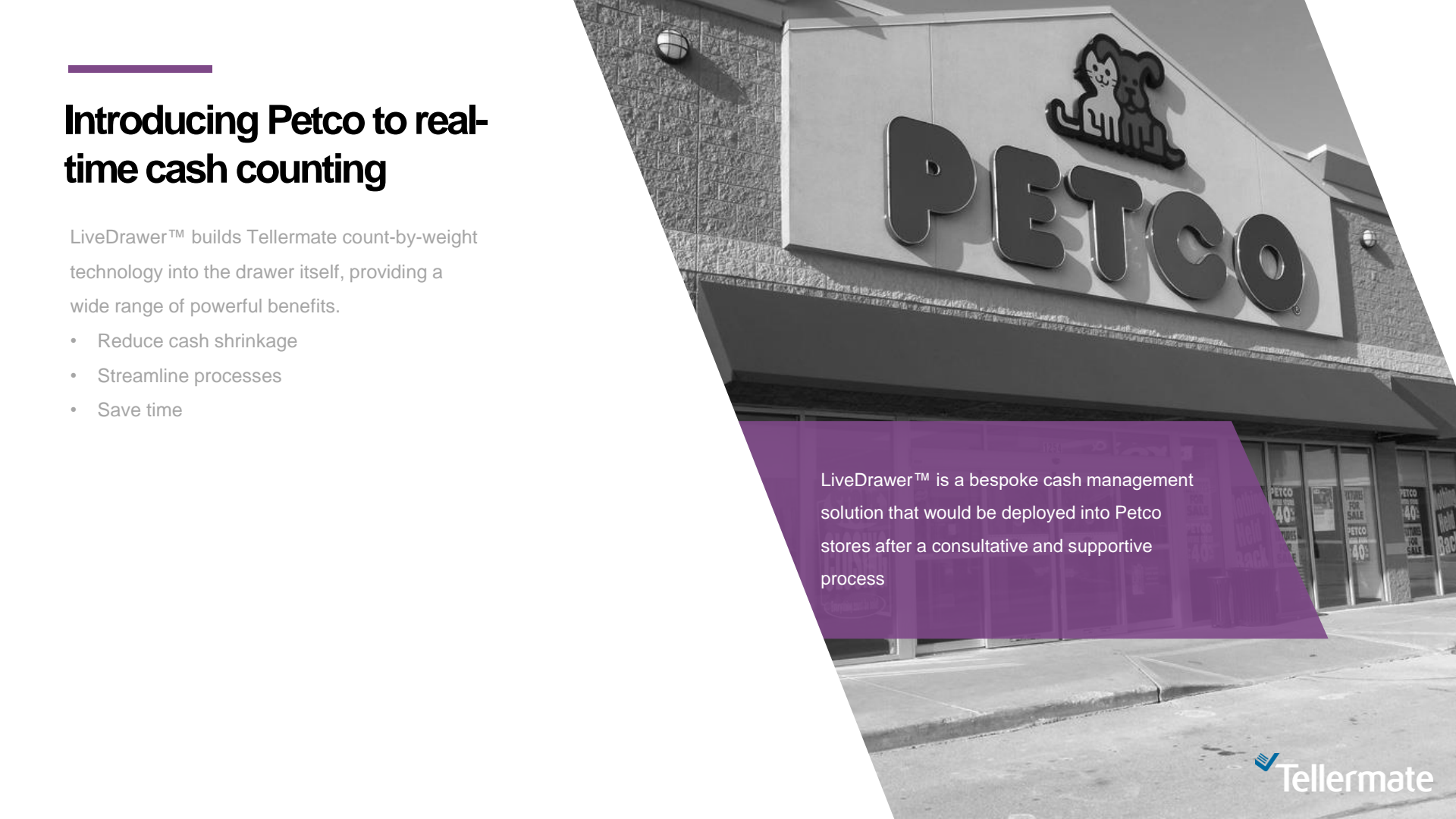


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## Introducing Petco to real-time cash counting

LiveDrawer™ builds Tellermate count-by-weight technology into the drawer itself, providing a wide range of powerful benefits.

- Reduce cash shrinkage
- Streamline processes
- Save time

A black and white photograph of a Petco store exterior. The building has a textured facade. The Petco logo, featuring a stylized cat and dog, is mounted on the upper part of the facade above the word "PETCO" in large, bold, sans-serif letters. Below the main sign, there are glass windows and doors. A purple semi-transparent overlay is positioned in the lower right area of the image, containing white text.

LiveDrawer™ is a bespoke cash management solution that would be deployed into Petco stores after a consultative and supportive process

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## Virtually eliminate cash loss in stores

By reconciling the cash within the drawer with what the POS expects in real-time, discrepancies are flagged instantly, removing the opportunity for internal theft. LiveDrawer™ has the power to virtually eliminate cash loss at the POS.



# \$48bn


The annual cost of internal theft to global retailers with the majority of this loss occurring at the POS  
- Global Retail Theft Barometer, 2015



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## Complete cashier accountability

LiveDrawer™ provides a transaction-to-transaction audit trail for multiple operators who share the same till ensuring that the correct cashier can be associated with a cash discrepancy, event or incident.



Every single transaction for a particular cashier is tracked allowing LiveDrawer™ manager to autonomously flag up any reconciliation errors in real-time and provide clear line-of-sight for management



35mins

Pilots of LiveDrawer™ have averaged a labor time saving of 35 minutes per lane, per day

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## Reduce labor hours

Real-time cash counting saves considerable time and reduces labor hours related to cash handling activities.

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## Real-time cash visibility in stores

By providing real-time cash inventories by denomination and transaction-to-transaction data, LiveDrawer™ keeps a running total of the actual cash in your drawer.

This real-time visibility of cash totals and events is revolutionary, giving you control over your in-store cash transactions like never before

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# ROI across the entire organisation

LiveDrawer™ will have a powerful affect on multiple internal and external stakeholders.



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# Loss Prevention



Improve LP initiatives by placing the store manager on the floor (and providing real-time alerts)



Empower more and faster audits



Drive adherence to process



Harvest tribunal proof data

European pilots have demonstrated that LiveDrawer™ deployment virtually eliminates cash loss at the point of sale

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# Retail Operations



Reduce labour hours or redeploy staff to revenue generating tasks



Improve accuracy



Reduce operational costs

LiveDrawer™ will allow retailers to drive efficiency by automating manual cash handling. Staff will spend less time with cash activities and more time where it matters – with your customers

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## Other internal stakeholders

### IT Systems

- Multiple connectivity options
- Little or no maintenance
- Software tools for easy integration to existing systems
- On-premises-based solutions available

### Finance

- Reduce banking fees
- Decrease deposit discrepancies
- Increase cash visibility at both store and estate level



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## Your cashiers

LiveDrawer™ has been developed with the user in mind so the stress of handling cash is almost completely removed. With real-time alerts and supporting data to eliminate disputes, your cashiers will feel protected.

- Protects cashiers at the point of sale
- Real-time alerts straight to your phone
- Addresses notes tendered disputes



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## Your customers

By removing shift changeover delays, improving point-of-sale efficiency and ensuring that customers are no longer short-changed – it gives them another reason to return.

- Eliminates shift change-over delays
- No more running out of change
- Alerts when incorrect change is given



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# The real-time cash counting solution

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# Intelligent Cash Drawer



## Integration

LiveDrawer™ will integrate seamlessly with your existing EPOS system



## Cashier Alerts

Cashiers will be instantly alerted if the incorrect change has been given that protects profits



## Eliminate Errors

With overs/shorts instantly highlighted, cash handling errors and cash loss at the POS is virtually eliminated



## Automated Counting

LiveDrawer™ never sleeps and never loses count of the cash inside thanks to real-time counting

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# LiveDrawer Manager



## Real-Time Data

All cloud-based data is available and updated in real-time providing management with the insight to make instant decisions



## In-depth Insight

The Intelligent Cash Drawer provides in-depth insight into in-store cash like never before



## Clear Line-of-Sight

The software platform allows powerful analysis, reporting & insight into transaction-to-transaction data and in-depth cashier analysis



## Close-Loop Solution

Connecting LiveDrawer™, Tellermate Cash Counters and Drop boxes provides a complete end to end cash management solution

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# Mobile features

## Discrepancy Alert

If a discrepancy occurs at any lane, management can be made aware immediately



## Change Low Alert

LiveDrawer™ is aware of how much cash is inside, pre-set thresholds can be set to trigger alerts



## Pick-up Alert

If LiveDrawer™ is almost full, immediate alerts can be sent to management to take action

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# We're Tellermate, People you can count on.

We are a team who think a bit differently about cash  
management.



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# Tellermate process



## Review

We review your existing cash management processes to find the right solution for your stores.



## Pilot

We let you test our solutions in your stores and write a business case showing the ROI for your business.



## Implement

We implement our tailored solution across your stores with minimal disruption and full support from our team.



## Support

Flexible training and world class customer service supports your business before, during and after purchase.

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# Trusted by global brands



MEDIA - SATURN

sears



STAPLES

dunkin'  
brands™

comcast



SEPHORA

DSW  
DESIGNER SHOE WAREHOUSE®

Walmart\*



KWIK TRIP

Office  
DEPOT

FAMILY  
DOLLAR

Advance  
Auto Parts



adidas  
GROUP

DOLLAR TREE



Tellermate

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## World class service

From understanding your specific needs, to providing world class customer service; when you partner with Tellermate, our people are there to help you every step of the way.

- Average tenure of 10 years or longer
- Multilingual support
- Average resolution time of 5 minutes
- Call answered in less than 30 seconds



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## How Tellermate is different from the others

What really sets us apart are our people. We care about our customers and this shows, through our customer service, openness, consultative approach and commitment to finding tailored solutions that really work for your business.

- Global presence with Global HQ in the UK
- We're with you every step of the way, from pilots through to after sales support
- We sell direct to you rather than through 3<sup>rd</sup> parties



**TellerMate**

Count | Control | Connect