



Premier Foodservice Program Webinar

Vending Solutions

canteen



Panelist Introductions



Nick LoMascolo

Director of National
Accounts Sales



Kathy Kickert

Vice President of
Foodservice, Program
Development



Paul Furnari

Director of
Foodservice, Program
Development



Unattended Retail Concepts to Meet the Needs of Premier Members

canteen

Thriving at Unmatched Scale



\$2B

in revenue and market leader in unattended services



60k+

office break room and office snack services locations



15,000+

micromarkets and retail experience



\$845M

in National Accounts expertise



98%

retention rate (past 5 years)



225K+

connected vending machines

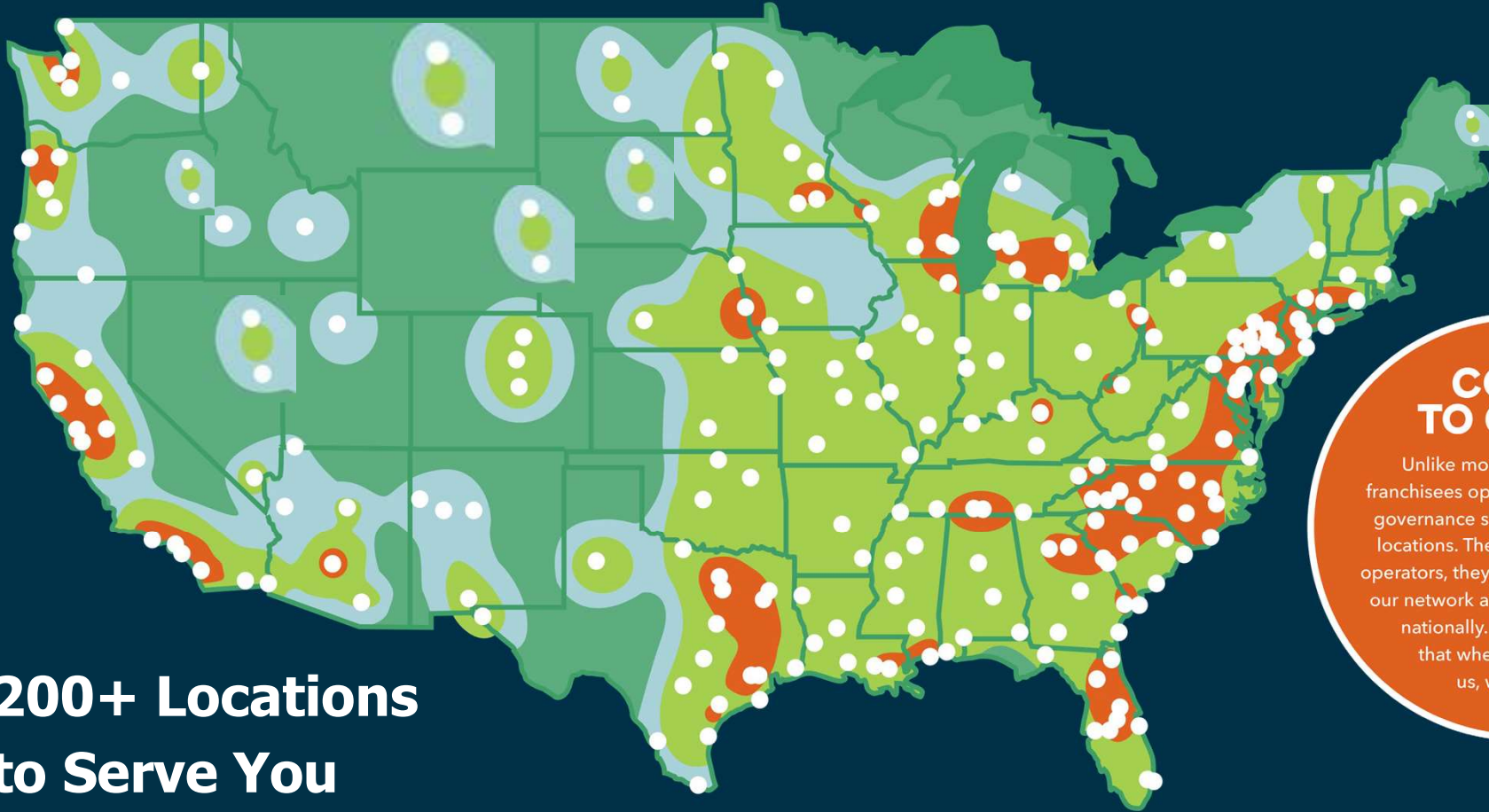


200+

corporate and franchise locations in 48 states + over 10K employees

Over 90 years of leading our industry with innovation

Service at National Scale



**200+ Locations
to Serve You**



COAST TO COAST

Unlike most companies, our franchisees operate under the same governance structure as corporate locations. They are not third-party operators, they are an integral part of our network and enable us to scale nationally. We are confident that wherever you need us, we're there.



Smallest Retail Store in the World

Vending

We are the nation's largest vending services company, feeding you during those unexpected moments when you crave a delicious snack, refreshing beverage or satisfying meal.

- Reporting and transparency
- SmartService machine telemetry
- Maximum brand variety and flexibility
- Wellness initiatives – Choice Plus™
- Self-operated unmatched service
- Customization opportunities
- Coast-to-coast national service network
- Commitment to sustainability – Energy-efficient machines, fuel efficiency, recycling program, conservation devices
- Easy pay – Cashless payment options
- Marketing and promotions

Vending

Equipment

About Our Solution

Efficient, fast and reliable, we have the versatility to design the right layout to meet your space requirements and preferences.

Vending equipment options include:

- Cold Beverages
- Snacks
- Hot Coffee and Beverages
- Fresh Food
- Frozen Food and Ice Cream
- Break Room Support
- Plus, Microwave Ovens, Bill Changers and Condiment Stands



Payment Options

About Our Solution

Speed and convenience are necessities when looking for a quick bite to eat or a cold beverage when you're on the go. Canteen provides both. We give our customers the opportunity to pay their way, from traditional cash or coin to credit/ debit , mobile payments and even college, university, hotel campus cards.

- Studies show that more than 1 in 4 customers take advantage of cashless solutions when offered
- Cuts transaction time by as much as 50% when compared to cash/coin
- Increases customer satisfaction
- Enables multiple vends with a single transaction





Customized Look

Bring the Premier brand to life across your portfolio

Design and customize the look of your markets and vending machines. Let your Marketing team run wild or leverage our internal marketing experts to fully customize the finishing touches of your markets and vending machines.



Markets & Controlled Access





Avenue C

About Our Solution

Available 24/7, we ensure your guests/employees are fueled and ready to go.

- Increased variety and premium brands
- Increased employee engagement
- Better-for-you selections and fresh food
- Multiple self-checkout payment options
- Loyalty programs
- PCI-compliant technology and transactions
- Industry-leading sanitation standards (disinfectant service performed during every visit by Canteen)

How it Works

About Our Solution

Getting bored with your current offerings? Our markets are stocked with hundreds of snacks, drinks and meal options to satisfy any craving throughout the day.

- Browse and select items from the market
- Scan your selections
- The system identifies all products by barcode
- Purchase using cash, credit/debit or prepaid accounts or mobile app





KIOSK

Perfect for locations with populations of 200 or more, this is our full build-out market solution, equipped with a payment kiosk that accepts credit cards, mobile wallet, thumbprints, cash to account or our Connect & Pay® app.



TABLET

This market solution brings the same great service to offices, hospitals, and more. Designed for populations of 100-200, tablet solutions accept credit card payments plus mobile accounts via our Connect & Pay® app.



MOBILE

This compact market solution is perfect for smaller populations and can be installed against a wall or on a countertop. Fun fact: there's no payment kiosk here. To check out, guests simply use the Connect & Pay® app.

Checkout Options

About Our Solution

- Latest touchscreen technology
- English, French or Spanish menus
- Cellular or wireless connectivity
- Emailed or printed receipts
- Barcode or mobile accounts



Pico

About Our Solution

Perfect for semipublic locations, the Pico cooler is a controlled access cooler with an automatic locking feature and camera. Its sleek design and intuitive touchscreen allow customers to easily view the product in the cooler and quickly checkout.

Available as a single cooler or as a small market.
Fully customizable product mix and graphics packages.

- Numerous products options
- Credit or mobile payment options
- Shopper accounts and loyalty
- Easily integrated into our connected campus
- Capacity of over 120 food or beverage items



Products

About Our Solution

Consumers want choice and variety. With Canteen, you will get a data-focused selection of products and beverages that your customers are craving.

- Customizable mix
- National best sellers
- Focus on healthy selections
- Local and regional products available in some markets
- Core products from a variety of manufacturers



Coca-Cola

LaCroix

bai

Wonderful
PISTACHIOS

KIND
HEALTHY SNACKS

BAR CLIF

thinkThin

pepsi

Fresh Food

We produce over 40 million products annually in FDA-certified commercial kitchens.

Canteen is also subject to rigorous internal Compass Group QA oversight, which helps maintain the highest levels of food safety and quality. As a Compass Group business, all the food produced at our facility delivers on the Compass Group promise:

- Sustainable seafood
- Cage-free eggs
- BGH-free milk
- BGH-free yogurt
- Local produce when possible
- Chicken without the routine use of human antibiotics



A Solution for Every Craving

Grab-and-go options for all occasions



Fresh to You

Value Fresh Food

- Produced by our culinary centers, Fresh to You meets your essential needs and maximizes your budget
- Fresh to You offers a line of classic meals and snacks that will refuel your guests anytime - day or night



Crafted

Artisan Fresh Food

- Our artisan brand, Crafted, features chef-inspired recipes focused on more of the good stuff like lean proteins, whole grains and high fiber and less of the bad like saturated fat, preservatives, sodium and sugar - breakfast, lunch and anytime



Jack & Olive

Premium Fresh Food

- Jack & Olive is an on-the-go destination that infuses quality and convenience into fresh, handcrafted cuisine
- Premium quality ingredients
- Seasonal items

Office Coffee

Customized Coffee Programs

Available 24/7, we ensure your guests/employees are fueled and ready to go. We have a portfolio of nationally recognized brands, local favorites, artisan roasters and our own premium line, Highland Estates, to satisfy a wide range of coffee and tea preferences.

- National and local brands
- Complementary equipment
- Online ordering
- Incredible selection of coffee and tea
- Industry-leading service and maintenance programs
- Eco-friendly solutions available
- Ability to provide national service





Premier Contract # PP-DI-1872
End Date - March 31, 2024

For more information, contact:



Nick LoMascolo
615-483-7631
Nick.LoMascolo@compass-usa.com

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