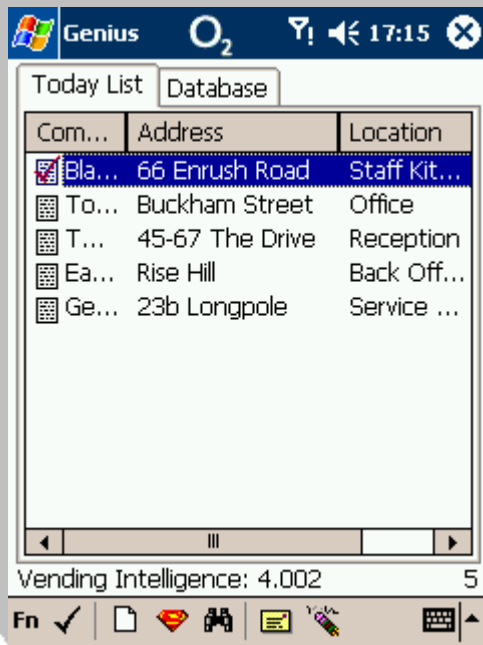


Vending Intelligence.... How it works:

Based on the iPAQ hand-held computer *Vending Intelligence* maintains a database of vending machines on your territory. Each time a visit is made the stock loaded is recorded, thus building up a pattern of sales at each machine. Armed with this information, typically using the last five re-stocking figures, *Vending Intelligence* can estimate the stock levels for each machine even several days after the last visit. This means *Vending Intelligence* can know, not only which machines will run out of stock in the next few days, but by using the profit margin on the products, can calculate the revenue lost if a machine runs out. Using this knowledge and by looking ahead, *Vending Intelligence* selects machines to visit - with urgent calls at the top of the list. Finally, each machine has a map coordinate stored on the computers database. This coordinate allows *Vending Intelligence* to plan a route, selecting the order of visits with maximum efficiency.


The walk through...

The following screens show how easy *Vending Intelligence* is to use:



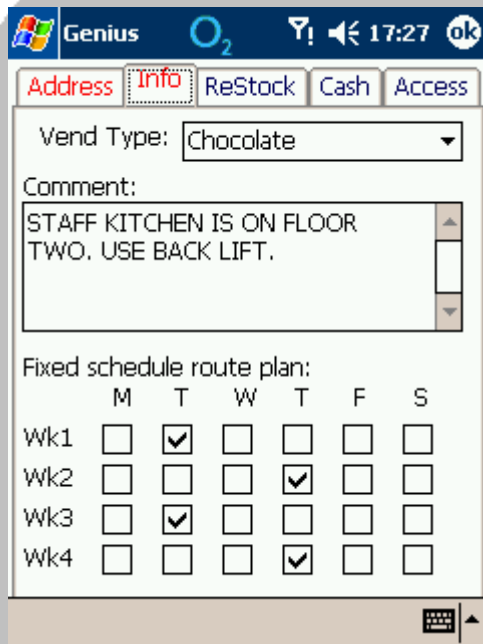
The main browse screen shows a 'today list' with calls to be made today. Tapping on the screen opens the record; a 'tick' shows the visit has been made.

All stock estimated for the days visits can be totalled and listed on-screen.

Tapping the  icon builds the route, based on estimated machine stock levels.

The vending machine record shows the address details and location of the machine, plus contact information.



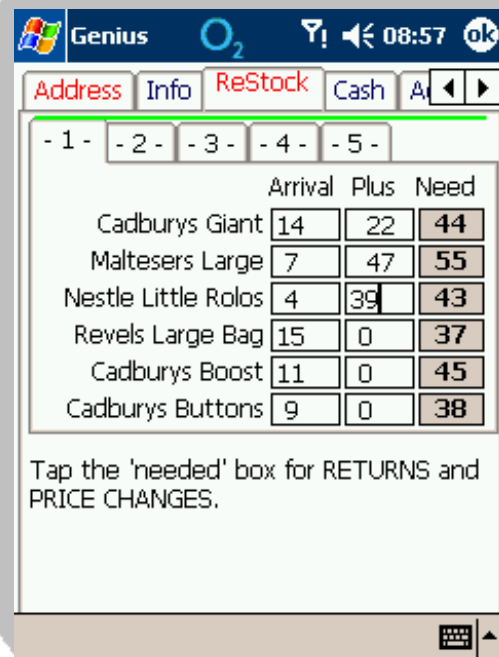


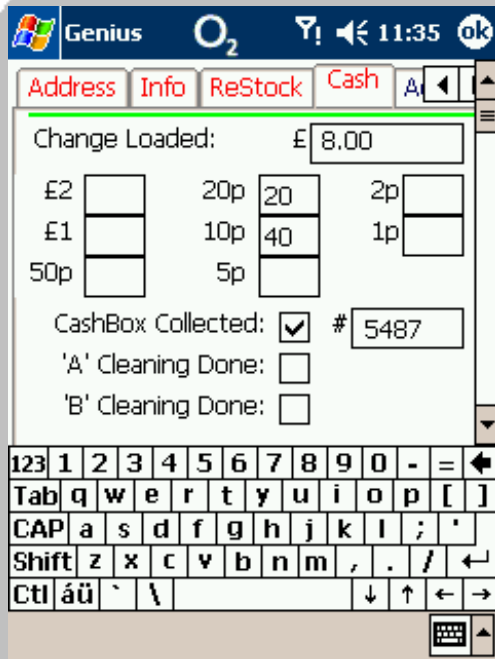
Regular, scheduled visits are accommodated with a simple 28-day plan. Aimed at short shelf-life products *Vending Intelligence* will calculate the minimum stock required to last until the next scheduled visit. This mode will reduce waste by eliminating over-stocking machines.

Flexible search screens enable machines to be found for requested calls based on machine ID, type, address or your last visit date.

User entered comments make it easy for unfamiliar staff to locate the machine.

The re-stocking screen shows the current estimated stock level for each product on arrival and the quantity needed for each product, so that right quantity of product can be taken from the van. The actual quantities for each product are adjusted on the screen as well as the quantity restocked to make up the total needed. Returns and price changes are also managed within the re-stocking screen. *Vending Intelligence* learns the selling patterns for each product in each machine, continuously adjusting its calculations to follow buying trends.





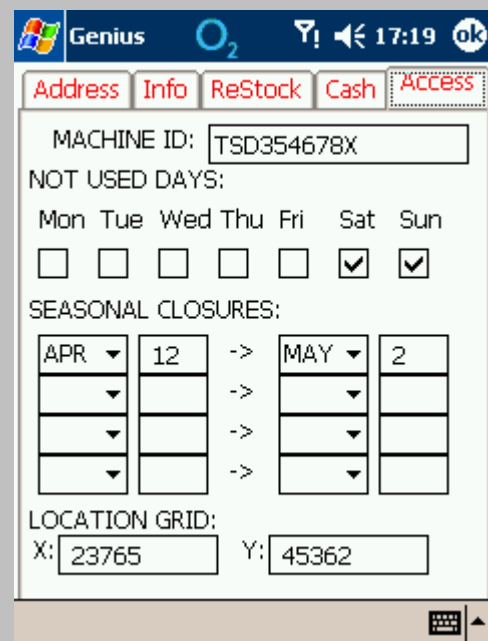
Cash taken out of the machine is recorded along with coins loaded into a change mechanism.

Vending Intelligence records the value of stock sold since the last visit and the amount of money collected. By correlating money collected in the cash-box with the actual products sold, accurate reports pinpoint security issues by machine or individual re-stocker.

On completion of a visit the stock and money collected, as well as the time and date of the visit are send via email to the office PC - for instant reporting and monitoring of the re-stockers activity. If your iPAQ does not support email the report is transferred on return to the depot.

Information on machine usage allows accurate estimation. Non-operational days or seasonal periods are recorded in the vending machine details.

A map reference provides location fixing to calculate the distance between machines to allow optimum route planning. The computer will minimise travel time by scheduling calls sensibly.



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Designers of iPAQ software for Pepsico and The Wrigley Company Ltd worldwide