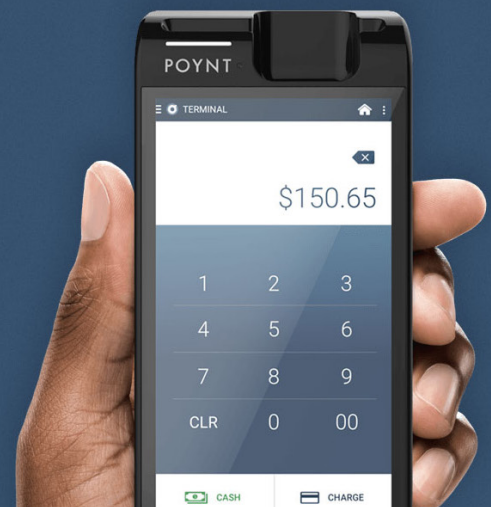


## Value Prop

- Wireless, handheld smart terminal designed for a fast, easy, and delightful mobile checkout experience.
- Customizable and scalable, offering easy integration with many existing POS systems.



### Proof Points

- 100,000 terminals in market with 30 million customers having interacted with Poynt.
- Creator of the world's first smart terminal with 5 years of world-class R&D built into every product and solution.

### Qualifying Conversation Starters

- What are your business goals or aspirations over the next 12 months?
- What solutions/software are you using to run your business?
- Are you currently using a point of sale system?
- Are employees using these on the go or in a fixed location?
- What forms of payments do you wish you could accept that you can't today?
- How important is it to you that customers can add tips?
- What reporting or insights are available to you to help inform business decisions?

### Ideal Customer Criteria

#### Industry

- Retail/pop-up shops
- Bars/restaurants/QSR
- Theaters/venues/entertainment
- Service providers
- Hotel/lodging/travel

#### Use Cases

- Pay-at-the-table
- Pay-at-the-seat
- Pay-in-the-aisle
- Pay curbside
- Food delivery
- Mobile payments
- Events parking
- Line busting
- Mobile check-in

### "The Big Three"

**Ultra mobile.** Poynt 5 is a full-featured, Wi-Fi and cellular wireless capable handheld device that can work standalone or with your Poynt Smart Terminal and Poynt HQ.

**Room for growth.** Built to evolve with your business with a robust apps marketplace and expandable with up to 10 devices supported through one smart terminal.

**Valuable insights.** Simple, powerful dashboard with reporting and analytics to help you run your business, even when you're on the go.

### Secondary Points

- **Security.** The latest encryption technology keeps customers' minds at ease.
- **Wide acceptance.** Avoid the "we don't accept that" moment.
- **Flexibility.** Easily deploy promotions, campaigns, and offers, all from your terminal.
- **Versatility.** Works with peripherals; easily connects to USB printers, wireless and Bluetooth printers, and barcode scanners.
- **Visibility.** Easily view customizable reports, sales metrics, and more, even from your smartphone. Know exactly what's going to be in the bank the next day.
- **Ease of use.** Out-of-box setup in as little as 5 mins, an intuitive user interface, and expert training ensure minimal time required for set-up.
- **Speed.** Faster transactions → reduced wait times → more customers served → increased customer satisfaction.

## Handling Objections

- “Is it secure?” – Your customers’ data is end-to-end encrypted. Poynt is PCI-PTS v4.0 certified.
- “Is it reliable?” – Poynt 5 is covered by the robust Poynt warranty.
- “I would rather wait.” – Be more efficient now by accessing your real-time data in the cloud and get time back to focus on other areas of your business.
- “Can it be used as standalone device?” Yes. It has the same technology platform as Poynt Smart Terminal and supports a range of peripherals, making it a perfect replacement for a legacy standalone terminal.
- “It looks beautiful, but it also looks complicated.” – If you can use a smartphone or tablet, you can use Poynt 5. Poynt 5 is built on top of Android, the #1 operating system for smartphones. Poynt 5 was designed with the customer in mind.

## Key Differentiators

- All-in-one, fully integrated cloud-based platform
- 24/7 customer support
- Peripheral support
- Poynt App Marketplace
- Poynt HQ
- Robust payment options

## Training

- Channel partners offer free training covering terminal setup and management, reporting, and use of the marketplace.

## Key Specs

- 5” touchscreen
- Built-in QR and barcode scanner and camera
- Connect via cellular wireless, Wi-Fi, or both
- Processes all payment types—EMV, NFC, mag stripe, gift card, EBT, cash, credit card, PIN on glass
- 8 hours of battery life with normal use
- USB Type-C port
- Bluetooth enabled

## Additional Tools

- **Poynt HQ:** Lets you manage your business where and when you like. It turns sales and customer data into customizable reports and real-time statistics, providing real-time insights to your business, all via mobile, web, or on your terminal.
- **Poynt App Marketplace:** provides access to curated business applications from third parties that help you manage, grow, and scale your business while creating the best experience for your customers.

## Accessories

- **Poynt 5 Advanced Dock:** Enables the addition of integrated receipt printing capabilities to the Poynt 5 and up to 3 hours of extra charge to meet the most demanding mobile use cases.
- **Poynt 5 Power Sleeve:** A firm-fitting silicone rubber sleeve with built-in additional battery pack, the sleeve provides an additional 5 hours of charge while helping protect against normal wear and tear.

## Channel Partner Pricing & Support Model