

SECURA STOCK TRAINING CENTER



MACHINE AND SOFTWARE DATABASE

INTRODUCTIONS



Leonard Bashkin General Manager

Bart Ziurys VP Business Development

Apryle Davis Director Business Intelligence

Manuel Rolon Systems Solutions Leader

Lori Lee Technical Quality Lead

Robert Carroll Inside Sales Manager

COMMUNICATIONS

ACCOUNTS RECEIVABLE:

Questions or concerns:

Email: ar@securastock.com

ORDERS:

shipping dates, pricing and tracking numbers:

Email: orders@securastock.com

INSTALLATIONS:

Installations including installations by SecuraStock personnel, your machine installations, operational and software questions and troubleshooting:

Email: support@securastock.com

SALES:

Sales assistance, product questions and marketing materials:

Email: bart.ziurys@securastock.com or call: 440-804- 6264

Email: cribtrack@securastock.com

SUPPORT PLANS

TIERED TECHNICAL SUPPORT PLANS

- We offer **five levels** of Technical Support Plans which replace all previous Support Plans.
- Our selection plans provide our customers with the optimal experience that meets their needs, budgets, and expectations.

Plan Level	Maximum response time - SLA	
5	16 business hours - ticket	
4	8 business hours - ticket	
3	4 business hours - ticket	
2	4 business hours - ticket 2 hours - talk to rep phone support	
1	30 minutes or less - ticket or talk to rep phone support	

- *Please note, our time to resolve a ticket is highly dependent on the detailed information provided by the user/customer.*

SUPPORT RESPONSE

Our Highest Priority: **Fully inoperable failures**

Defined as situations where the machine does not function at all due to:

- ❗ **Lock mechanism failure:** The lock on the machine fails to function, either remains locked or remains open.
 - ❗ **Scanning failure:** Users are unable to scan/record anything into the system.
 - ❗ **Authentication failure:** Not a single user can authenticate to access the system.
-

TAG the Ticket in the SUBJECT: of your [email request:](#)

- ✓ Customers reporting these cases should be readily available for additional follow-up questions or troubleshooting to prevent delays in resolutions.
- ✓ We also suggest putting '**Fully Inoperable**' in the email subject.
- ✓ Target response time is under two business hours.



SUPPORT RESPONSE

I need someone NOW!

Immediate Assistance:	<i>Available to Level 1</i> <i>Please see your Support Plan regarding your coverage for immediate assistance.</i>
Outside of your current Support Plan ?	You may not have foreseen your current need when you selected your current plan, we allow you to adjust your service plan 1 x per year to accommodate the changes in needs regarding your offered services. All Changes become effective after 14 days.
Out of plan fee schedule:	\$145.00 per hour. We will never charge you if the service required is our fault.
Stand by Assistance:	<i>Available to ALL Level service plans</i> Installs: If you want stand by assistance for an installation, let us know at least one week in advance and tell us the day and time the installation is to occur, we will allocate staff for standby assistance if you need us. <i>Subject line should read: INSTALL ASSISTANCE on 00/00/0000</i>

SUPPORT RESPONSE

How requests are handled?

SecuraStock operates a highly effective ticket system with multiple personnel assigned to each of these email addresses.

- Emails are received into the support.
- All requests are reviewed and researched.
 - *It's important to include as much detail as possible on the initial request otherwise we will need to go back and forth to get what we need to resolve your ticket.*
- Tickets are internally routed to the Department / personnel that are equipped to handle the nature of your ticket.

Will I get a call?

- Generally support issues are well distributed using our ticket system.
- We will only handle call backs if they are requested through this system.
- Our technical specialists try to determine solutions to your issues before getting back to you.

SUPPORT DEPARTMENT

To eliminate delays in processing requests:

Email subject: Machine Serial Number / Nature of your question.

Email body: Always contain:

- ✓ Degree of Urgency
- ✓ Nature of your question, & details
- ✓ Your Contact & Company information.

Hours: of Operation: Our offices are open from **M-F 8:30am to 5:00pm EST**

How to contact us:

Option	Via	
Email	support@securastock.com	24/7
Support Site	https://support.securastock.com	24/7
Phone Support	1-844-Secura-S	M-F 8:30am to 5:00pm

SECURA  STOCK

FAMILY OF PRODUCTS



STOCK



CHEM



WAVE



CRIB



PORT



FLEET



TRACK

FEATURES & BENEFITS

- Reliable- no moving parts to break.**
- 3 Yr Factory Warranty **
- Accommodates wide range of products. **
- Easy product take out and returns. **
- Tool charging and return. ^{Stock}
- Easy replenishment.**
- Portable with backup power system.**
- Intuitive software.**
- High SKU footprint.**
- Fire Retardant**



- High customer up time.
- Low distributor repair time.
- Lower depreciation costs
- Vend/ locker/ drawer functionality.
- No waste or hoarding of product.
- Products and tools in one machine.
- No need to repackage - increased productivity.
- Product access without on site power.
- User controls report options.
- Lowest industry cost per SKU serviced.

**** Applies to all machines**

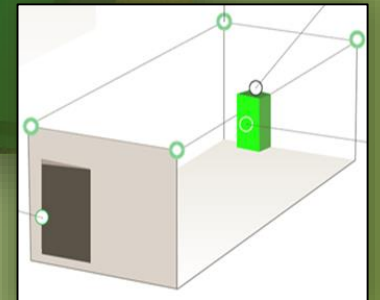
OTHER UNIQUE FEATURES

- Tool/Asset tracking**
 - ✓ Check in/ Check out
 - ✓ Calibration
- Chemicals & sensitive materials expiry tracking**
- On-demand / electronic ordering**
- Emergency notification**
- Remote monitoring with video replay Stock & Crib

**** Applies to all machines**

SECURACRIB

Description	System for inventory control in small plant storerooms up to 10,000 square feet
Storage Capacity	Thousands of SKUs depending on size and configuration of storeroom
Security	Controlled Access entry system 4-32 Cameras, DVR, Cloud Storage
Applications	Plant storerooms and cribs



SECURAPORT

Description	System for inventory control in either Connex containers or trailers for product access on a work site
Storage Capacity	Hundreds of SKUs depending on size of container (20 or 40 foot) or trailer
Security	Controlled Access entry system 4-32 Cameras, DVR, Cloud Storage
Applications	Construction sites, plant shutdowns for maintenance



SECURATRACK

Description	System for inventory control in small plant storerooms or in open/free issue storage areas
Storage Capacity	Hundreds of SKUs depending on size and configuration of the storeroom
Security	No security system
Applications	Manned storerooms and free issue areas in plants



SECURAFLEET

Description	System for inventory control in vehicles carrying inventory for job site repairs or installations
Storage Capacity	Hundreds of SKUs depending on inventory type and size and configuration of vehicle
Security	No security system
Applications	Utility trucks, work trucks,



SECURACHEM

Description	System for inventory control of flammable liquids, paints, inks and acids (yellow cabinet)
Storage Capacity	Dozens of SKUs depending on inventory type and quantity held in stock
Security	Controlled Access entry system 4 Cameras, DVR, Cloud Storage
Applications	At POU throughout the plant



SECURAWAVE

Description	RFID Technology
Storage Capacity	
Security	
Applications	



SECURASTOCK

Description	State of the art vending machine for industrial and commercial consumables
Storage Capacity	Up to 200 SKUs
Security	Controlled Access entry system 4 Cameras, DVR, Cloud Storage
Applications	At POU throughout a plant



SOFTWARE PLATFORM

- All of our Products all utilize the same software coded in house by SecuraStock.
- Reporting formats are the same for all systems.
- All machines utilize the same UI/ CUI operating systems.
- Networking is the same for all systems.
- Video security is standard for **SecuraStock, SecuraCrib** and **SecuraPort** systems and can be adapted for **SecuraTrack**.



IMPLEMENTATION: ORDER PROCESS

****Each of the following links is available at: <https://support.securastock.com>***

- [Implementation Order Process](#)
- [Badge Card Test Request Form](#)
- [Network Requirements](#)
- [SecuraStock Setup](#)
- [Bin Configuration / shelf selection guide](#)

SSO Dashboard / User Interface

Two separate account types. (General Description related to user sign ons)

User roles can vary between:

- **Dashboard –SINGLE** login and password. That can be used
- **Database** – cloud user interface (cui) assign Storeroom Permissions to allow the user to access the machines database.
- **Machine** – user interface (ui) allows the login created on the dashboard to be added to the user configuration table in the database of a machine.
 - The requirement is that the username is an email address.
- **Or Both **** Storeroom permissions allow access to a machine and database in the cloud but you cannot access the machine locally until a user configuration record is built within the machine that matches the SSO login. ******

Single Sign On – Email as login name is required

- **Machine ONLY:** This is a user that will only access the machine and get products from it.
 - This user does not need a Single sign-on.
- **Multiple Machine access:** These users may work throughout a plant in different departments and will get products from more than one location.
 - This user should have a Single Sign-on with Storeroom permission to the machines as well as user configuration records in each machine.
 - This user only needs to know how to access the machine and SSO training is not needed.
- **Database ONLY:** This user will only access the cloud user interface.
 - They do not need to have a user configuration within the database.
 - SSO training regarding their role would be required.
- **Database and Machine access:** This user should have a Single Sign-on with Storeroom permission to the machines as well as user configuration records in each machine.
 - This user needs to know how to access and use the machine as well as SSO training regarding their role would be required.

The **DASHBOARD** is used to interact with the following functions.

Grant Access:

- To Users that will require access to the internal functions of the database, they will set authority level, machine access permissions,

Manage: within your Hierarchy of machines

- Organizations
- SSO Users
- Storeroom
- Permissions
- Storerooms

Reports: within your Hierarchy of machines

- Transaction Reports
- Inventory Reports
- Inventory Search

Data Upload Template:

We will begin setting up the database using the Upload Template

The following short video will show you a brief tutorial on how to download and use the template file.

[Upload Training Video](#)

We will then move on to practical experience where you will be guided through the process

Now it's time to see what a typical customer files looks like. Within the Company folder on the Desktop

Double click on the file name

- Open the **EmployeeList.csv** into Excel

Then minimize the file and double click on the second file

- Open the **Products.csv** into Excel

Looking over the provided data is typical of what you will receive it's sad but very true.

In the interest of keeping communication positive it's a good idea to provide your customer with some sort of guide to get as much information as possible to load a database the first time.

Our example is the  open [DatabaseWorksheet Reference.docx](#) may be of assistance to you. **The worksheet will assist in getting vital information for the Machines User Interface.**

Template Worksheet

- This file allows you to manipulate that data, and use automation formulas, prior to using the copy an special paste into the upload file. It ensures that the upload macros are not compromised.

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
username	FirstName	LastName	Email	DEPT ABBREV	Cost Center	Access Requirement	ROLE	Keypad Access ID	Keypad PIN	Prox Card ID	UI password	Custom1	Custom2	SSO
lastfi	FirstName	LastName		NA		Machine	USER	100	28365		Last657			
				NA		Machine	USER	101	3794		936			

- Each column represents field within the Upload template
- The playground file allows you the flexibility to manipulate and process large amounts of data that would not compromise the Upload Macros and cause a failure on upload.

It Gets Easier!

The tools that we have in place were created to help you get your data into the database as painlessly as possible.

We are presenting the most basic knowledge user some tools to accomplish this task.

Your skill level in working with excel will offer you different options to accomplish the upload template task.

Things to Remember

The Upload template file is a **MACRO** and macros **DO NOT** Appreciate changes.

Any of the following will result in upload failure

- Add or delete Columns
- Add, delete or change the order of the Tabs
- Change the names of Tabs
- “Paste” data (Only use Paste Special – Values)
- Use Formulas to do calculations within the file
- Change any formatting within the file

Things to Remember

The Upload template file has **MACROs** and macros **DO NOT** Appreciate changes.

Any of the following will result in upload failure

- Add or delete Columns
- Add, delete or change the order of the Tabs
- Change the names of Tabs
- “Paste” data (Only use Paste Special – Values)
- Use Formulas to do calculations within the file
- Change any formatting within the file

Use the Template worksheet to manipulate your data then copy and paste into the Upload Template.

VENDING MARKET



THE BEST WAY TO PREDICT THE FUTURE IS TO INVENT IT





INDUSTRIAL VENDING MACHINE (IVM) MARKET

VENDING MANAGEMENT SOLUTIONS





1. History
2. Types of Equipment
3. Major Manufacturers, Assemblers and Distributors
4. Vending Offerings
5. Market Size
6. Fastenal Position
7. Why Vending?

HISTORY





- ✓ Industrial Vending started in late 20th century by entrepreneurs
- ✓ Vending machines for Food and Medical products were modified for MRO products

Snack machines	Sandwich machines	Medical Cabinets	Medicine Dispensers
			
Coil Design	Carousel design	Drawer design	Cabinet design
60-70 SKUs 35 SKUs average 300-400 pieces	468 locations max 3" x 3" / 6" x 3" Compartments	5-6 drawers 1 large drawer	21 Shelves 63 SKUs per machine









TYPES OF EQUIPMENT

Industrial	Industrial	Industrial	Industrial
			
Coil	Carousel	Cabinet	Locker
60-70 SKUs 35 SKUs average 300-400 pieces	468 locations max 3" x 3" / 6" x 3" Compartments	21 Shelves 63 SKUs per machine	12-27 compartments 12-27 SKUs

TYPES OF EQUIPMENT

Industrial	Industrial	Industrial	Industrial
			
Tower	Drawer	Sensor	RFID Port
180 SKUs max Drawers 1.87"-7.5" wide 13.5" deep 1.6"- 3.74" high	11 Drawers 172 compartments ----- 15 Drawers 300 compartments	Max 72 SKUs Product must fit on scale	Unlimited SKUs but all must be tagged. Not feasible for MRO consumables

EQUIPMENT COST COMPARISON

8k – 12k	13k – 20k	21k – 40k	> 40k
 Locker	 Cabinet	 Sensor	 RFID Port
 Coil	 Tower	 Carousel	
	 Drawer		

SKU Comparison between Vending Machines

<u>SKU in a Coil Machine</u>	<u>SKU in a SecuraStock Machine</u>
	
<p>Each product requires pairing and an individual location in the machine</p>	<p>Bulk placement within the machine. No need to pair or prep for distribution. 1 pair = one scan</p>

MAJOR INDUSTRIAL VENDING MACHINE ASSEMBLERS



Privately held- Supplies **Fastenal**



Division of Stanley- Supplies **Grainger**, Blackhawk, IDG, HD Supply, Engman-Taylor, Motion, Steiner



Privately held- Supplies Border States, DXP, Blackhawk, SDI, Airgas



Privately held- Supplies Applied, Ferguson, Hisco



Privately held- Supplies **MSC**



Privately held- Supplies WESCO

MAJOR INDUSTRIAL VENDING MACHINE CABINET MANUFACTURERS



Intelligent Dispensing Solutions



Intelligent Inventory Control

ASSEMBLERS/ DISTRIBUTORS VENDING OFFERINGS

ASSEMBLERS								DISTRIBUTORS		
	APEX	CRIBMASTER	AUTOCRIB	SUPPLYPRO	SUPPLY POINT	IVM		FASTENAL	GRAINGER	MSC
LOCKER	X	X	X	X	X	X		X	X	X
COIL	X	X	X	X		X		X	X	
CABINET		X	X	X					X	
TOWER					X					X
DRAWER		X		X	X				X	X
SENSOR	X	X		X				X		
CAROUSEL		X	X		X				X	X
RFID PORT			X							

INDUSTRIAL VENDING MARKET

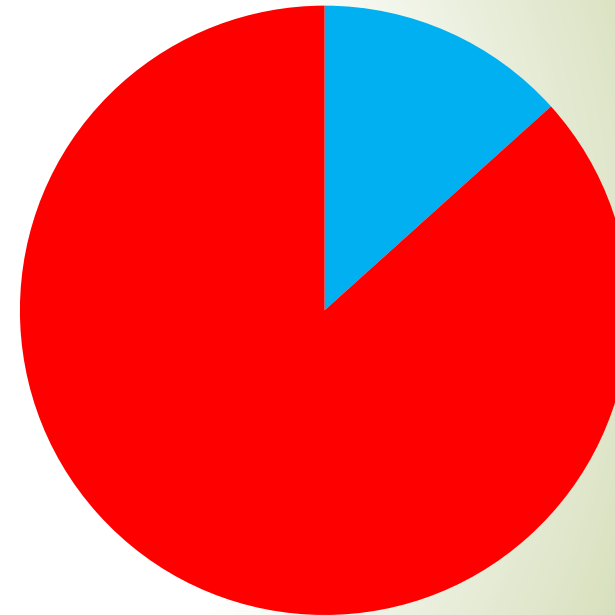
- **High demand industries:**

- Fabricated metals
- Machinery
- Transportation equipment
- Auto/equipment repair
- Transportation facilities

- **Top vended product categories:**


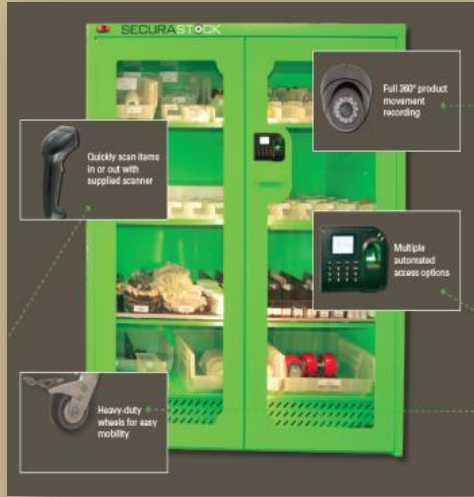
- Safety equipment and supplies
- Gloves
- Abrasives and cutting tools
- Adhesives and chemicals

Market Size in North America



Source: Wunderlich Securities, "Industrial Vending" , February 2013

COMPETITOR COMPARISON-FASTENAL

	Fastenal	SecuraStock
	 <p>The image shows a blue Fastenal Helix machine on the left, followed by a plus sign, then two blue 12-door lockers, another plus sign, and an equals sign. The lockers are labeled '12-DOOR LOCKER' at the bottom.</p>	 <p>The image shows a green SecuraStock machine with several callouts: 'Full 360° product movement recording' (top right), 'Quickly scan items in or out with supplied scanner' (middle left), 'Multiple automated access options' (middle right), and 'Heavy-duty wheels for easy mobility' (bottom left).</p>
Number of Units	1 Helix & 2 (12) door lockers	1 Green Machine
Number of SKUs	60 max in helix; 24 in two lockers	100-120
Annual Sales Minimum	\$24k per helix + \$12k per locker = \$48k	Determined by Distributor
Annual Software fees	\$600 per machine (\$1,800 total)	\$600 per machine
Product Costs	10-50% higher for products in machines	Determined by Distributor

WHY VENDING?

- **Vending is beneficial for users:**

- Enhanced user accessibility.
- 24/7 product availability.
- Automated replenishment.
- Reduced expenditures through inventory control and theft reduction.

- **Vending is beneficial for Distributors:**

- Opportunity to lock in customers with multiple year contracts and take market share.
- Opportunity for incremental sales and better margins.
- Provides customers with real time access to usage reports.
- Provides controls for consigned inventory.
- Complements both Integrated Supply and Vendor Managed Inventory (VMI) services.

ACCOUNT CONVERSION SALES STRATEGY

Questions to ask?

- Who is supplying your customer today?
- What kind of machines do they have in place? How many?
- How many SKUs are involved and what kind of product is being vended?
- Is the customer satisfied with their current vending/product supplier?
 - If not-why? If yes-why?
- What is the sales opportunity for your business?

ACCOUNT ACQUISITION SALES STRATEGY

Questions to ask?

- Have you ever considered vending?
- Is your storeroom manned for all your shifts?
- Do your employees have access to safety supplies 24/7?
- Do you want to reduce your spend for MRO consumables?
- Do you want better control over your assets such as tools?
- Do you have useful reports on your consumables spend?
- Do you want to place consumables closer to the POU but in a controlled fashion?

ACCOUNT PENETRATION SALES STRATEGY

Questions to ask?

Is there an opportunity to gain incremental business at the customer?

- How much?
- What kind of product lines?

Why would the customer be interested in vending?

- Product theft/shrinkage?
- Lack of control of assets?
- Poor reporting on usage?
- Cost savings?
- Corporate initiative?
- Multiple shifts need access to product?
- Moving product from central stores closer to work cells?

Has somebody approached them with a vending offer?

What are they offering?

ACCOUNT RETENTION STRATEGY

Questions to ask?

- Who is offering vending to your customer?
- What are they offering?
- Is the customer interested? Why?
- How many SKUs are involved and what kind of product is at risk?
- How much business is at risk?
- Is there an incremental sales opportunity for your business?
- What is the timeframe for a counter proposal?

HOW TO SELL SECURASTOCK TO END USER

SecuraStock will save time, money and improve the safety and security of your operation

- **Saves money:** 20-40% reduction in usage of products vended from the machine.
- **Saves time:** Machines placed at the POU reduce employee travel time to the central crib/ storeroom.
- **Improves safety and security:** Cameras / DVR capture all products removed from machine thus providing documentation for HR issues such as theft and injuries.
- **Improves cost allocation:** Consumables expenses can be easily tracked by work order and by machine.
- **Reduces maintenance downtime:**
 - ✓ SecuraStock is highly reliable and provides 100% vend rate.
 - ✓ Tool/Asset/ time sensitive material tracking ensures the proper item is available when it is needed.
 - ✓ Automated reordering and emergency notification eliminates out of stock situations.

HOW TO SELL SECURASTOCK TO DISTRIBUTOR

Save key accounts, improve account penetration, improve distribution productivity and increase selling time for reps.

- **Saves key accounts:** Most vending recipients agree to multi-year contracts . Unless service is very poor, customers stay with their vending provider for years.
- **Improves account penetration:** Customers agree to increased levels of spend with existing suppliers and all new accounts are incremental sales.
- **Improves distributor productivity:** No special packaging is necessary to vend product. Put away is fast and easy. Orders can be sent directly to the servicing warehouse.
- **Increases selling time:** Orders can be transmitted electronically when reorder point is reached eliminating need for sales rep to be on-site for orders.
- **Costs can be clawed back:** Software service fees to customers, price increases for vended products and shorter payment terms can be applied.
- **Lowers operating costs:** Machine warranty allows distributors to depreciate machines over an extended period.

HOW TO MAKE MONEY WITH SECURASTOCK

- **Generate Incremental Sales**
- **Charge for the software service**
- **Create a monthly service fee**
- **Increase prices on select items**
- **Extend depreciation schedule due to working life of machine**

SECURASTOCK MACHINE OPTIONS

SecuraStock



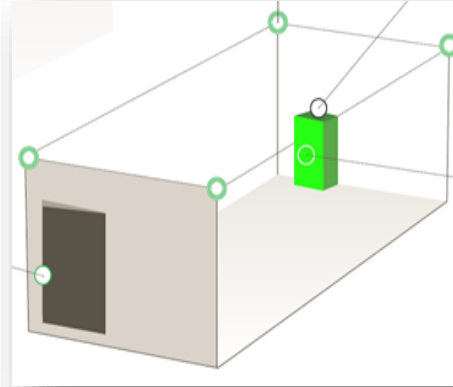
State of the art vending machine for industrial and commercial consumables.

System includes: 4 channel DVR w/ hard drive, 4 high resolution cameras, UPS backup power, CPU, high performance scanner, door lock/ access control unit, selection of green bins, Talking monitor, SecuraStock cabinet. Can accommodate up to 220 SKUs & thousands of individual items.

Weight: 500 lbs.

Dimensions: 72" High/ 60" Wide/ 27" Deep

SecuraCrib



System for inventory control in plant storerooms up to 10,000 sq. ft.

System includes: 4 channel DVR w/ hard drive, 4 high resolution cameras, UPS backup power, CPU, high performance scanner, door lock/ access control unit, Exit button, Talking monitor, SecuraCrib enclosure. Can accommodate up to 15,000 SKUs & thousands of individual items

Weight: 150 lbs.

Dimensions: 30" High/ 36" Wide/ 14" Deep

SecuraTrack



System for inventory control in small plant storerooms or in free issue storage areas.

System includes: UPS backup power, CPU, high performance scanner, Talking monitor, SecuraTrack enclosure. Can accommodate up to 15,000 SKUs & thousands of individual items

Weight: 50 lbs.

Dimensions: 15" High/ 15" Wide/ 15" Deep

SECURASTOCK

FEATURES



BENEFITS

- Reliable- no moving parts to break.**
- 3 Year Warranty on ALL parts**
- Accommodates wide range of products. **
- Easy product take out and returns. **
- Tool charging and return. ^{Stock}
- Easy replenishment.**
- Portable with backup power system.**
- Intuitive software.**
- High SKU footprint.**

- High customer up time.
- Low distributor repair time.
- Lower depreciation costs
- Vend/ locker/ drawer functionality.
- No waste or hoarding of product.
- Products and tools in one machine.
- No need to repackage - increased productivity.
- Product access without on site power.
- User controls report options.
- Lowest industry cost per SKU serviced.

** Applies to all machines

SECURASTOCK

OTHER UNIQUE FEATURES

- Tool/Asset tracking**
 - ✓ Check in/ Check out
 - ✓ Calibration
- Chemicals & sensitive materials expiry tracking**
- On-demand / electronic ordering**
- Emergency notification**
- Remote monitoring with video replay Stock & Crib

** Applies to all machines

SOFTWARE PLATFORM

- SecuraStock, SecuraCrib and SecuraTrack all utilize the same software built by SecuraStock.
- Reporting formats are the same for all three systems.
- All machines utilize the same UI/ CUI operating systems.
- Networking is the same for all systems.
- Video security can be utilized for all three systems although cameras are not standard with SecuraTrack.

TITLE
