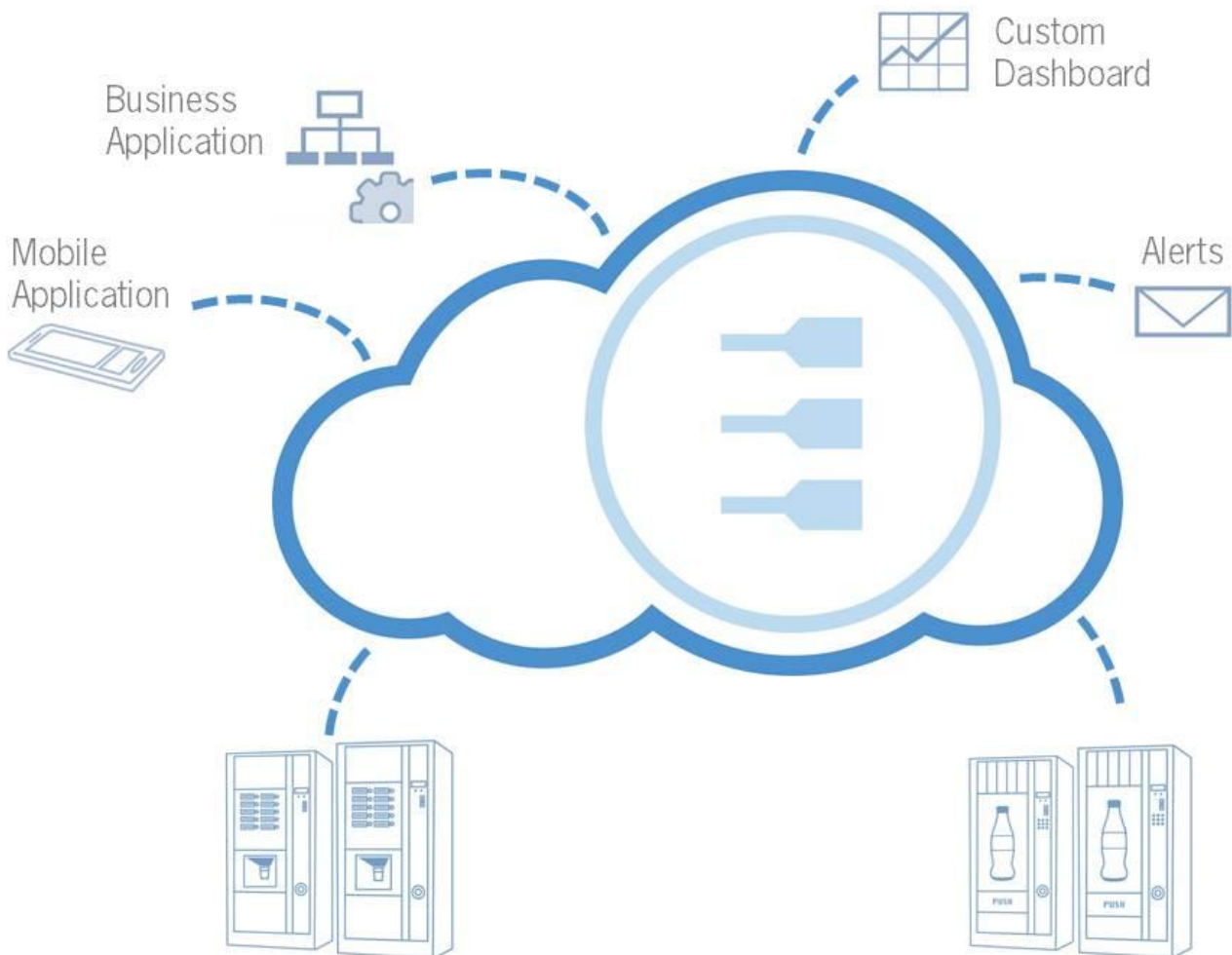


VENDING MACHINE: SECURE, REAL-TIME DATA COLLECTION USING THE EUROTECH EVERYWARE CLOUD

Vending machines are a \$7B industry in the United States. With one machine for every 55 people and the global base expected to reach 35.2 million units by 2015, the pressure is on for vending machine owners to ensure the machines are kept running, essential data is collected and they continue to service their customers effectively. With so many machines, in so many places, remote real-time data collection is required. This is made possible by leveraging Eurotech embedded M2M gateways and expertise in field data collection, and management through Eurotech's M2M integration platform.



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In the past few years as vending machine technology has evolved, it has become more challenging and less reliable to connect phone lines to vending machines and collect data via a modem. The cost to maintain a phone line and modem connection at retail or even remote locations continues to climb. Equipment failures often require technicians to visit retail sites and download vending machine data manually, a very costly, slow and labor intensive practice.

Vending machine systems need to be updated for more reliable and detailed data collection, and Eurotech offers a solution for this common problem in distributed retail applications.

RUGGEDIZED AND CONNECTED SYSTEMS: EUROTECH'S EXPERTISE

Eurotech's extensive experience in varied environments allows the company to support distributed retail systems that use different communications methods. Depending on the location of the vending machine, standard Eurotech products such as the Helios programmable edge controller can enable M2M communications with multiple communications configurations to fit into different environments whether connected through a LAN, WiFi or over a cellular network.



Helios programmable edge controller

The ReliaGATE 50-21 is another excellent option for distributed retail applications, an industrial grade gateway designed to enable M2M applications in a variety of environments that features all the modern media communication interfaces integrated in a compact enclosure.



ReliaGATE 50-21

Eurotech systems offer the ideal hardware and wireless or fixed connectivity capabilities to collect data from vending machines, all the while designed to ensure the security of the retailer's device, data, and network.

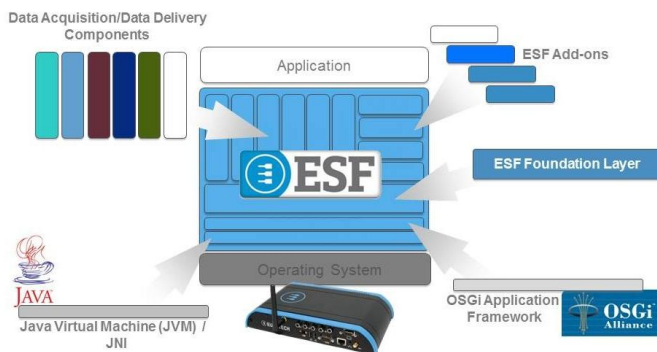
DEVICE APPLICATION SIMPLIFIED: A FLEXIBLE SOFTWARE FRAMEWORK

Coupled with the hardware, Eurotech offers Everyware Software Framework (ESF) that takes the system a step further providing an integrated hardware and software embedded platform so customers can start developing their application on day one leveraging proven software designed by Eurotech.

Everyware™ Software Framework is an application framework that encapsulates the complexity of the underlying hardware, exposing it through a clean, high-level set of Java Application Programming Interfaces (APIs) for all the hardware interfaces present in the system. ESF brings many other advantages, data acquisition protocol support, optimum M2M connectivity

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support, Eclipse based development tools and, finally, portability of the customer application code across the ESF compatible platforms, that leads to faster coding and debugging, improved maintainability and protection over hardware obsolescence.



Everyware Software Framework (ESF)

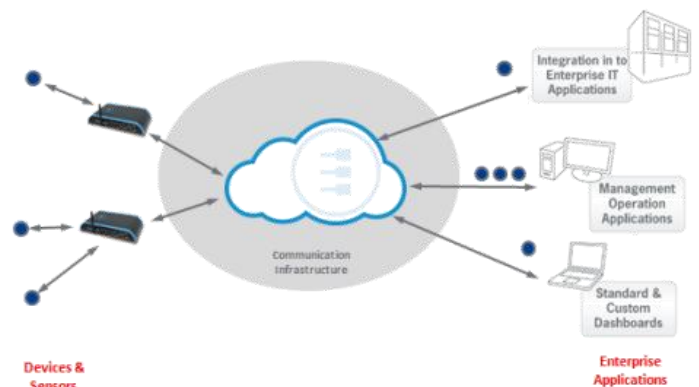
Abstraction layer on the device speeds app development while streamlining the connectivity process

With ESF, vending machine companies get an embedded system that greatly reduces the development hurdles to building device applications while shortening the time required to connect and communicate field data up to the enterprise applications.

DISTRIBUTED RETAIL APPLICATIONS: THE EUROTECH EVERYWARE CLOUD

Everyware™ Cloud is a complete data management and delivery solution optimized for M2M applications. Distributed retail applications such as vending machines can leverage the Everyware Cloud to manage their data and communications as the number of devices grows, data management needs changing or new services and capabilities are conceived.

In the case of vending machines, companies can use the Everyware Cloud to acquire and store mapping data, barcode data, and other non-device information. The Everyware Cloud gathers data from the distributed devices on vending machines, stores the data in the cloud, analyzes the data in real-time, generates alarms and alerts if some conditions are detected and distributes the information to enterprise applications such as a back-office system or data center, depending on the need. Having all of the data in one place allows customers to quickly develop applications and easily identify trends and patterns in the data that would have been extremely difficult to coordinate and analyze with disparate, monolithic systems.



Everyware Cloud

By accessing, storing and transmitting the data through the cloud, companies do not have to expand their data center, saving on space, cooling and power expenses. The Everyware Cloud solution includes real-time data analysis, which minimizes the costs and complexity needed to develop an application capable of extracting useful business information from the device data.

With the Everyware Cloud, any executive or retail manager can access vending machine data with a simple Web connection. New barcodes can be added easily, expanding

SECURE, REAL-TIME DATA COLLECTION USING THE EUROTECH EVERYWARE CLOUD

the data set of products available for purchase. Complete new functionality and uses of data are now possible – all that's required is the idea or the question, such as "What if I knew both the weather and the usage in a certain retail operation? Can I drive business actions based on analysis of such data?" That could mean remotely changing the price of bottled water on a hot day, and changing stocking schedules to ensure the machines are well-stocked when the UV index is expected to go over 6.

EVERYWARE CLOUD BENEFITS

Customers can save significant development time and headaches by focusing on their core competencies of product quality and timely distribution while allowing Eurotech to handle data collection, transfer, and analysis.

Another benefit of the Eurotech Everyware Cloud is it can capture and act on vending machines status errors in real-time. As soon as a vending machine encounters an error, notifications go to systems, personnel or both to diagnose the problem remotely and sometimes remotely resolve the error without sending a technician. When a technician is needed to fix a problem, they know what to expect and can ensure they have the appropriate tools and replacement parts.

The Eurotech Everyware Cloud also tracks operational data in real time. With other methods, vending machines only collect sales data once a month, but with the Everyware Cloud, companies could see a real-time snapshot of revenue for individual machines, groups of machines in certain regions or carrying specific products, or the entire set of vending machines at any moment. Having access to the data when it's needed lets the company make business decisions based on real input, not assumptions based on outdated information.

To learn more about how the Eurotech Everyware Cloud can simplify device and data management in your application, contact us at

<http://www.eurotech.com/en/about+eurotech/contact+us> or visit www.eurotech.com