UTC RETAIL

Brian Jensen

Bio + Company Info

Pinnacle Summit 2019

1. Brian Jensen
   1. Sr. Sales Manager / Professional Services
   2. 18+ years experience
2. UTC RETAIL – Founded in 1988
3. Since day 1, UTC RETAIL has been a leading provider of proven open architecture point-of-service hardware systems as well as service solutions for the last 31 years.
4. UTC RETAIL has deployed over 450,000 solutions since we opened
5. Headquartered in Victor, NY, with offices in:
   1. Scottsdale, AZ (Professional Services)
   2. Independence, OH (Depot services)
   3. Financially healthy for all of the last 28 years

The Pinnacle / UTC RETAIL Partnership

1. UTC RETAIL has been Pinnacle's system solution partner since 2002!
   1. Thousands of lanes have been deployed with Palm software and UTC RETAIL hardware in our 17 year history!
2. This partnership allows for better leveraging of expertise when supporting deployed solutions
   1. Pinnacle
      Software development
      Deployment / implementation
      1st level hardware and software support
   1. UTC RETAIL
      Proven point-of-service systems
      Maintenance support services

3190 All-in-one POS Workstation

1. UTC RETAIL's 5th Generation All-in-One workstation highlights:
2. Eco-Friendly Energy efficient processors and a power supply that drastically reduces energy consumption
3. G4400 dual-core 3.3 GHz CPU
4. 8GB 1600 MHz DDR3L DRAM
5. 3 Year warranty INCLUDED
    1. Option for 2 year extension
6. Options
    1. Dual hard drive with RAID
    2. Internal 802.11 b/g/n WLAN + Bluetooth
    3. Capacitive touch screen / improved durability
7. See it here @ Pinnacle Summit 2019!

2190 All-in-one POS Workstation

1. PROCESSOR Intel® 3955U dual-core CPU (2M Cache, 2.0 GHz)
2. SYSTEM MEMORY
3. 4GB GB DDR3 RAM standard
   1. Optional 8GB
4. LCD MONITOR DISPLAY
5. GRAPHICS Intel® HD Graphics 510
6. TOUCHSCREEN Projected Capacitive
7. Hard Drive - 500 GB 2.5" SATA
   1. Optional - 128 GB Solid State Drive
8. See it here @ Pinnacle Summit 2019!

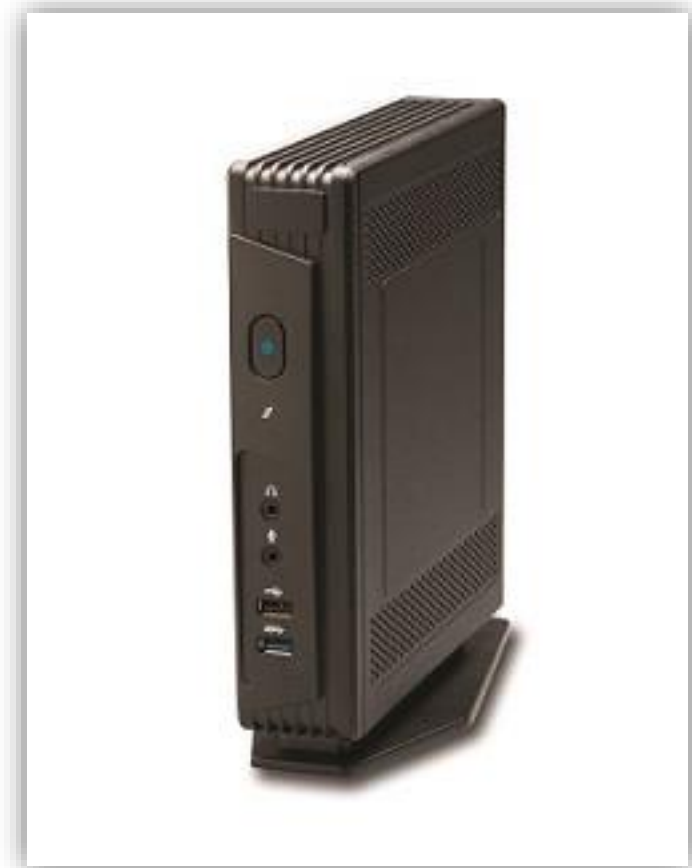# 1170 Fanless multi-purpose terminal

UTC RETAIL's 1170 fanless terminal highlights:

1. Ideal for credit server or back office PC
2. Fan-less, energy efficient, small footprint
3. Intel J1900 quad-core CPU
4. 4GB memory standard
   1. Optional - 8GB
5. 320 GB hard drive
   1. Optional -120GB SSD
6. Extended warranties available
7. See it here @ Pinnacle Summit 2019!

UTC RETAIL service offerings for Pinnacle customers

1. **Gold disk staging services program**
   1. Pinnacle PALM loaded on UTC RETAIL hardware before shipping
   2. Benefits: Quick and easy field Installation, less or no configuration work required, system consistency across your enterprise
2. **System kitting / bundling services**
   1. Peripherals can be staged and kitted per store per lane
   2. Benefits: Pinnacle / UTC RETAIL kitted solutions can arrive configured and labeled per site / per lane setting a much clearer expectation when installing your new solution at your location
3. **Depot repair services**
   1. UTC RETAIL repairs a variety of other manufacturers peripherals including scanners, cash drawers, printers, etc. extending the usable life of your solution!

Thank You!

Brian Jensen - UTC RETAIL