



AGENDA

Tuesday, February 27th

1:00 PM: Cantaloupe University

1. Intro & Welcome
2. Keynote Speaker Presentation
3. Cantaloupe's New Innovations

2:45 PM – 3:00 PM: Afternoon Snack

Breakouts

3:00 PM – 4:30 PM:

1. **Taking Micro Markets & Smart Coolers into New Verticals:**
Discover ways to drive new business opportunities and how Cantaloupe is supporting operator growth into new channels.
2. **Mobile Warehouse Picking: Unleash the Power of Seed Pick Easy:**
Explore how Seed Pick Easy can simplify your mobile warehouse picking process, save you money, and continue to support running an efficient warehouse.

5:00 PM – 7:00 PM: Welcome Happy Hour + Innovation Lounge

Wednesday, February 28th

8:00 AM – 8:45 AM: Breakfast

9:00 AM: Cantaloupe University Breakout Sessions

Breakouts

9:00 AM – 10:30 AM:

- 1. Seed Live Mastery:**
In-depth training on maximizing the use of Seed Live, covering everything from initial device setup to advanced features, reporting and device management.
- 2. Cantaloupe Go 101: Mastering the Basics:**
Unlock the full potential of your Cantaloupe Go platform as we guide you through dashboard customization, global settings, store setup, and essential user management.
- 3. Scheduling Success: Mastering Pre-Kitting and More:**
Prepare for a seamless scheduling with insights on pre-pick plans, depletion levels, schedule settings, and sub-routes to ensure efficient route management.

10:45 AM – 12:00 PM:

- 1. Device Maintenance & Troubleshooting:**
Cover best practices for installation, maintaining, and troubleshooting Cantaloupe card readers (G11 Cashless Kit, Engage, Engage Combo).
- 2. New Revenue Streams with Digital Advertising:**
Drive new revenue and profits for your business with digital advertising at Cantaloupe micro markets and Engage devices.
- 3. Inventory Optimization with Seed:**
Learn techniques to streamline inventory management, reduce waste, and increase profitability. (includes Seed Warehouse App)

12:00 PM: LUNCH

1:00 PM – 2:15 PM:

- 1. Driver Success with the Seed Driver App:**
Explore how the Seed Driver App enhances driver processes and efficiency, enabling seamless delivery and management operations.
- 2. Merchandising to Maximize Machine Sales:**
Learn when and how to re-merchandise, identify signals in Seed, and harness the power of the Merchandising Wizard tool.
- 3. Boosting Revenue with Tailored Market Features in Cantaloupe Go:**
Discover how to attract new locations with revenue-boosting features like loyalty programs, coupons, meal cards, subsidies, promotions and more for increased sales and customer engagement.
- 4. Data Insights for CPG's and Suppliers:**
Exclusive session for sponsors/suppliers.

2:30 PM – 3:45 PM:

- 1. Seed Live Mastery:**
In-depth training on maximizing the use of Seed Live, covering everything from initial device setup to advanced features, reporting and device management.
- 2. Tackling Increased Product Costs:**
Discover how tools like remote price change can protect your margins, achieve 100% compatibility, and handle exceptions. RPC now available on Engage Series and G11 Cashless Kits.

3. Elevating Your OCS, Delivery, and e-Commerce Operations:

Discover how to enhance your OCS and delivery services, add delivery points, handle special scenarios like snow days, create pricing plans and streamline integrating e-Commerce web-ordering platforms.

4:00 PM – 5:00 PM:

1. Achieving Financial Success: Commissions, Taxes & Reports:

Uncover financial optimization secrets, including tax and commission setup, handling sugar taxes, efficient commission payments, and essential daily and monthly reports.

2. Cantaloupe Go 201: Advanced Cantaloupe Go Features:

Dive deep into Cantaloupe Go's reporting such as abandoned cart, transaction analysis, sales and more. Plus, become well versed in Cooler Café settings, smart lock management, and kiosk remote support.

3. VIP Integration Round Table:

Meet with other VIP Pepsi Bottlers and discuss best practices, see a demo of the integration with Seed, and walk away with new tools to manage your assets.

6:15 PM & 6:30 PM: Bus Departures

7:00 PM – 10:00 PM: Evening Event

Thursday, February 29th

8:00 AM – 8:45 AM: Breakfast

9:00 AM: Cantaloupe University Breakout Sessions

Breakouts

9:00 AM – 10:30 AM:

1. Data-Driven Decision Making:

How to leverage Seed Analytics and Spotlight Reports to make informed decisions, optimize routes and close gaps where efficiencies can be gained, and profitability can grow.

2. Maximizing Micro Market Success with Seed Markets:

Master micro market operations, inventory management, tax and commission plans, variance reporting and building planogram data with Seed Markets.

10:45 AM – 11:45 AM: Panel Discussion w/ Guest Operators

11:45 AM – 12:00 PM: Closing Remarks

12:00 PM: End & Lunch Boxes to Go