



Agenda

Tuesday, January 21st:

6:00 PM – 8:00 PM: Welcome Reception

Wednesday, January 22nd:

8:00 AM – 9:00 AM: Breakfast

9:15 AM – 10:15 AM: Cantaloupe University, General Session

- **Welcome & Future of Self-Service Retail**
- **Cantaloupe New Innovations & Special Guests**
 - Smart Stores & Just-Walk-Out Solutions
 - Micro Markets, Next-Generation Kiosks
 - Cantaloupe AdVantage Program
 - Dining Services
 - Seed UI: Modernization & What's Next!
 - Diamond Sponsors Speaking Opportunity

10:15 AM – 10:25AM: Transition into Breakout Sessions

Wednesday, January 22nd:

10:25 AM - 11:20 PM: Breakout Sessions

- **Workshop: Where to Place Smart Stores for Growth:** Collaborate with other operators as we dive into new business opportunities for Smart Store placements beyond office breakrooms.
- **Small Business: Micro Markets, Cooler Cafes and Smart Stores:** New to placing a micro market, Cooler Café, or Smart Store? Learn where each solution fits best and how to maximize the return on your investment.
- **What's New in Seed Pro:** Explore the new features available inside of Seed, including: static schedule inventories, warehouse receive alert boundaries, Invoice Only Items, continuous updates to the RPC compatibility report, and more. Ideal for Operations or Seed Schedulers.

11:30 AM - 12:15 PM: Breakout Sessions

(repeat of previous sessions to allow attendees to participate in more than one)

- **Workshop: Where to Place Smart Stores for Growth**
- **Small Business: Micro Markets, Cooler Cafes and Smart Stores**
- **What's New in Seed Pro**

12:15 PM - 2:30 PM: Lunch + Innovation Lounge

2:30 PM - 3:25 PM: Breakout Sessions

- **Marketing Workshop: Building a Brand Online:** Are you a new vending or market business entrepreneur? Join this workshop to gain access to key marketing tools for building your brand, establishing a website presence to generate leads, and learn when and how to use social media.
- **Managing Smart Stores with Cantaloupe:** Learn how easy it is to set up a Smart Store, manage the backend platforms, and explore the integration features available to you to drive greater efficiencies across your business.
- **Mobile Warehouse Picking with Seed Pick Easy:** Learn how Seed Pick Easy can streamline warehouse picking processes and uncover the latest features for integrating Seed Delivery, along with multi-warehouse picking.
- **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.

Wednesday, January 22nd:

3:35 PM - 4:30 PM: Breakout Sessions

- **Small Business Roundtable: Tips from Experts:** This networking session is a “speed dating” workshop. We’ll have industry experts with 15+ years’ experience growing mid/large vending companies moderating tables to share tips and tricks for taking your start-up to the next level.
- **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.
- **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.
- **Device Maintenance & Troubleshooting Best Practices:** Cover best practices for installation, maintaining, and troubleshooting Cantaloupe card readers.

4:30 PM - 5:00 PM: 1x1 CSM Time, Pre-Book Time with Your CSM

5:30 PM: Bus Departure

6:00 PM - 9:30 PM: Wednesday Night Out in Miami

Thursday, January 23rd:

8:00 AM - 9:00 AM: Breakfast

9:00 AM - 9:55 AM: Breakout Sessions

- **VIP Integration Roundtable:** 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.
- **Inventory Optimization with Seed:** Learn techniques to streamline inventory management, reduce waste, and increase profitability (includes Seed Warehouse app).
- **Leveraging Seed Cashless+ for Small Business Operators:** Have 25+ machines? Whether you’re using Seed Cashless+ today, or exploring it to support your business growth, this session will dive into the basics of how to get the most of the tool to run your growing business.

Thursday, January 23rd:

- **Boosting Revenue with Tailored Market Features in Cantaloupe Go:** Discover how to attract new locations with features like loyalty programs, coupons, meal cards, subsidies, payroll deduction, promotions, and more for increased sales and customer engagement.

10:05 AM - 11:00 AM: Breakout Sessions

- **Enterprise Workshop: A Future Dining Services Module within Seed:** This workshop will focus on gathering actionable insights to shape the development of Seed's dining services module, addressing enterprise customers' specific needs and priorities. Through guided discussions and interactive activities, participants will collaboratively identify key pain points, desired features, and innovative solutions to enhance the dining experience.
- **New Revenue Streams with Cantaloupe AdVantage:** Drive new revenue for your business with digital media advertising at Cantaloupe micro markets and Engage devices.
- **Driver Success with Seed Driver:** Explore the new Voice Activation feature and learn how the Seed Driver app enhances driver processes and efficiency, enabling seamless delivery and management operations.
- **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.

11:10 AM - 12:00 PM: Panel Session w/ Ravi

- **Innovations in Self-Service: Lessons from the Field:** A panel of operators share their insights about implementing and adapting self-service solutions – micro markets, smart coolers, and smart stores – in various environments. Hear challenges, best practices, and where they've seen the most success.

12:00 PM - 1:30 PM: Lunch + Innovation Lounge

1:30 PM - 2:25 PM: Breakout Sessions

- **Small Business Workshop: Refining Your Sales Pitch to Win New Locations:** What makes a great vending, micro market, or smart store location? Do you have the right pitch to win? We'll dive into best practices to help you identify new opportunities and how to sell based on service.

Thursday, January 23rd:

- **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.
- **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.
- **Selling Online: Website & Enabling E-Commerce Experiences:** Learn best practices on how to boost your digital website presence and enable clients to buy online using Cantaloupe's new Checkout solution.

2:35 PM - 3:30 PM: Breakout Sessions

- **Small Business: Resources to Kick Start Growth:** Whether you're a creator of content or participate in vending Facebook groups, this roundtable session is designed to dive into resources you need to get your business growing – diving into Cantaloupe's all new #ClubCommunity.
- **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.
- **Elevating Your OCS & Delivery Services to Drive Sales:** 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.
- **Achieving Financial Success: Commissions, Taxes, & Reports:** Uncover financial optimization secrets, including tax and commission setup, efficient commission payments, and essential daily and monthly reports.

3:45 PM - 4:45 PM: Closing Session for Cantaloupe U

- **The Future of Self-Service: Trends & Transformations:** A diverse panel where operators, tech experts, and industry leaders explore emerging trends, such as AI integration, mobile payments, and just-walk-out technology. Gain insights and future-proofing strategies for businesses of all sizes.

4:45 PM - 5:30 PM: 1x1 CSM Time, Pre-Book Time with Your CSM

5:30 PM: A Night to Yourself to Enjoy the City