

CELEBRATING  
25+ YEARS  
Est. 1996

# Vending SOLUTIONS



Push our buttons



24/7

COFFEE • WATER • SNACKS • FRESH FOOD • PPE • CASHLESS

**25+**  
Years in Business

**1350+**  
Total Vending Operators

**8000+**  
Total of Machine Supplied

## COMPANY HISTORY

Vending Solutions started with little more than an idea but with sound knowledge of the vending industry. Graeme Keshwar CEO of Vending Solutions started his vending career during his student years in the USA working for a Pepsi bottler, filling vending machines. This is where he first recognised the potential in the vending industry, and in particular, the demand for vending machines in the corporate and industrial sectors.

After many years working for a leading South African vending company as National Sales Manager, and with the advent of democracy in 1994, Graeme started out in the vending industry running one of the very first black-owned vending companies in South Africa. This initiative paid off with the company showing tremendous growth and over time emerging as Vending Solutions.

Today Vending Solutions operates nationally from its head office in Johannesburg, and has established itself as the largest black owned vending machine business in South Africa. We have extensive experience, sound business skills and a high level of service excellence. By embracing technology and the constant training of its people, Vending Solutions has established itself as an industry leader.

## MANAGEMENT TEAM AND STAFF

A committed management team, whose ability to provide consistent quality service to customers, is founded on technical and managerial skills, backed up by an accumulative 40 years' experience in the vending industry. Vending Solutions also realises the importance of adequately qualified and trained staff and firmly believes in re-investing in its employees. This policy is realised in the regularly organised in-house skills-transference programs as well as training by recognised associations. In this way, Vending Solutions applies the experience and wisdom of a growing company through talented people to provide investors and customers with quality vending machine products and impeccable service.

## COMMITMENT TO BEE

Vending Solutions is 100% black owned, with a BEE rating of level 1 with 125% contribution. Vending Solutions' commitment to broad-based Economic Empowerment this is reflected in ownership, management and staff complement, who provide the motivated backbone of the operation and service to our clients.

**100%  
BLACK  
OWNED**

## GOALS AND STRATEGY

"Our aim is to deliver growth through a relentless focus on enhancing the talents of our people and the technology within our industry." Our strategy is to build a trusted and technologically advanced vending offering, through service excellence and good value. Vending Solutions aims to retain the loyalty of customers who use these services, while also attracting new customers in order to obtain greater market share.

Thanks to new technology we are sourcing vending machines which have been designed to consume less power and offer greater efficiency. The energy and cost savings over time are substantial and help towards a better company and environment for the future.

## PROMINENT CUSTOMERS FOR VENDING MACHINE SERVICES INCLUDE THE FOLLOWING:





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We have the perfect hot beverage solution for every environment and taste. Take a look at our top quality range that brings a genuine coffee shop experience into your environment..

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## Consumables & Services

We provide house brands as well as international consumable brands delivered to your site. This fully managed service keeps your staff watered and fed at all times maintaining good performance levels.

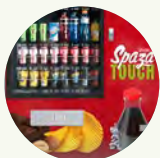
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## Technical Services & Support

We provide a help desk for all clients as Maintenance contracts and service of most types of vending machines.

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It's what vending solutions are best known for – being able to provide drinks and snacks at the touch of a button.

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Every 10-15 years, a major shift in public demand completely changes the face of an industry – creating a window of opportunity for those who capitalise on it.

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We take care of everything to make your life easier. Comprehensive machine maintenance, cleaning and keeping them fully stocked.

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## Contemporary Pause Areas

Vending Solutions introduces the practical solution to refreshments at the office where staff and customers can use debit/credit cards or even staff cards to get easy access to healthy snacks and beverages.

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## PPE: Industrial Vending

Fully managed dispensing system for a variety of items in the workplace.

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## Cashless Payment Systems & Telemetry

Choose the cashless payment system that's right for you. Users can vend using debit/credit cards, staff cards, tags and even smartphones.

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## Filtered Water

There's no substitute for a drink of crisp, cool water.

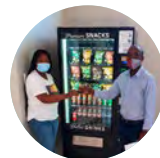
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## Sustainable Approach

We source vending machines designed to consume less power and offer greater efficiency. The cost savings are substantial.

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From an investor/aspiring entrepreneur's point of view, vending offers many opportunities and advantages.

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## Rentals

Vending Solutions offers competitive rentals carefully tailored to fit your needs.

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We provide a complete fitted solution for your range of vending machines.

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## Advertising & Branding

Increase your brand footprint by covering your vending machine in attractive graphics highlighting your brand.

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# HOT BEVERAGE

## TABLE-TOP & FLOORSTANDING



### Saeco Aulika Evo

Bean to cup

- One Touch milk
- Double boiler, double pump
- Optional water supply connection



### Jofemar Bluetec G23

Bean to cup

- Touch keypad
- 9 Selections
- 3+ Bean canisters



### Azkoyen Zen

Instant & Leaf Tea  
or Bean to Cup

- 4 selections and 8 pre-selections
- 4 Canisters, 2 Mixers, 320 Cups
- Easy maintenance



### Saeco Phedra Evo

Bean to cup

- 300cc Coffee boiler capacity
- Stunning LED Lighting
- 8 selections



### Minifresh

Instant or Instant &  
Leaf Tea

- Instant coffee and leaf tea
- 22 hot drink selections
- 300-cup capacity

CAPPUCCINO



ESPRESSO



FILTER COFFEE



MACCHIATO



When it comes to workplace coffee breaks, nobody does them better than Vending Solutions. We have the perfect hot beverage solution for every environment and taste. Take a look at our top quality range below that brings a genuine coffee shop experience into your environment.



### Azkoyen Vitro M3

Instant & Leaf Tea or Bean to Cup

- 5 Canisters
- 8 hot drink selections
- 4 pre-selections



### Zensia

Instant & Leaf Tea or Bean to Cup

- 1 X 1kg bean hopper
- 2 x 1 instant product canisters
- 700 Cup capacity



### Azkoyen Novara

Instant & Leaf Tea or Bean to Cup

- 6 Canisters, 700 Cups
- Aroma intensity calibration
- 6 drink selection

LEAF TEA



LATTE



MOKACHINO



CHOCOLATE





# CONSUMABLES & SERVICES

NOW  
SERVING  
500,000+  
CUPS PER  
MONTH

We provide house brands as well as international consumable brands delivered to your site. This fully managed service keeps your staff watered and fed at all times maintaining good performance levels.

If you are looking for a hassle-free, managed vending service, we can help. Whether you own your machine or need a new one, we have a solution for you. From providing a range of new and refurbished vending machines, to filling them with product and technically maintaining them.

Our fully managed service gives you peace of mind and ensures your machines are always performing their function. Uniformed merchandising staff regularly visit to fill your machines with products and ingredients as needed.

A dedicated account manager will support you every step of the way with your vending facilities and a responsive call centre is available on the rare occasion technical assistance is required.

★ Our staff also regularly cleans the inside and outside of your machines to maintain a high degree of hygiene. Highly trained engineers are on-hand to keep your machines operating properly.

## VISIT OUR CONSUMABLES SHOP

The easiest way to order your Hot Beverage Consumables online delivered to your offices all around Gauteng as well as Secunda and Sasolburg.

- ✓ Super quick and easy online ordering
- ✓ FREE delivery on orders over R1000
- ✓ No account application required



# TECHNICAL SERVICES & SUPPORT



Regular maintenance of vending machines can be a time-consuming task, which is why Vending Solutions offers a fully managed service to ensure that your machines always perform at optimum levels, with minimal involvement on your part.

To start with, our maintenance team will conduct on-site visits to ensure that your machines are thoroughly cleaned and sanitised according to health and safety regulations.

Our trained engineers will also service your machines regularly, and perform quality control checks to ensure long-lasting performance and top quality standards. In addition, we are also able to provide you with a low-cost filling service, whereby our team will refill your machines on a regular basis, according to your particular needs and specifications.

As you can see, our comprehensive cleaning, maintenance and refilling services ensure you complete peace of mind, the highest standards, and an effortless vending experience for both you, your employees and clients.





# SNACKS & DRINKS

It's what vending machines are best known for – being able to provide drinks and snacks at the touch of a button. This becomes especially important in the work environment, where free time is limited and delays impact on productivity.

Our snack and confectionery vending machines are supplied on a self-management basis (self-fill) either via outright purchase, lease rental or free of charge under our managed service.



VISA

Cashless vending system offers customers an easy way to vending using debit/credit card and smartphone payments and staff cards

21.5 inch Touchscreen for easy and intuitive vending process as well as advertising in idle mode

Modular system allows multiple refrigerated vending units connected to a single control unit

Advanced elevator system lifts more fragile items safely to the dispatch area

*Spaza*  
Vending SOLUTIONS  
**DRINKS**  
**TOUCH**







## Spaza 24/7 Snack & Combination

- Includes Nayax cashless credit card payment system
- 40 Selections
- 6 shelves with 8 spirals, 40 motors
- 168 Snacks, 144 Cans and Bottles, 312 Capacity
- High capacity tray option
- SureVend guaranteed delivery



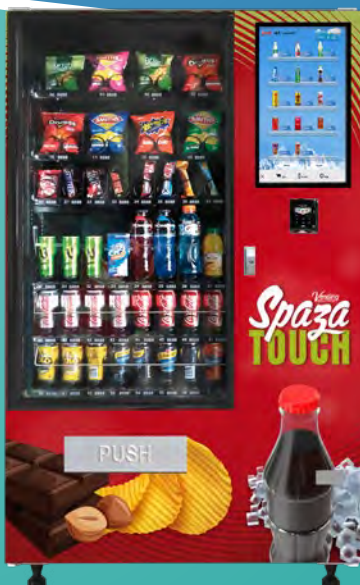
## Azkoyen Hz87 New Combination

- Fully adjustable shelving
- Programmable thermostat
- Versatile spiral configuration
- Suited to office of 100 or more staff



## Azkoyen Hz70 New Combination

- Drink and snack dispenser
- 24 Selections
- Suited to office of 80 or less staff



## Spaza Touch Snack & Combination

- Includes Nayax cashless credit card payment system
- 40 Selections
- 21.5inch Touch Screen



## Azkoyen Hz87 Refurbished Combination

- Fully adjustable shelving
- Programmable thermostat
- Versatile spiral configuration
- Suited to office of 100 or more staff



## Azkoyen Hz70 Refurbished Combination

- Drink and snack dispenser
- 24 Selections
- Suited to office of 80 or less staff



# FRESH FOOD VENDING

Every 10-15 years, a major shift in public demand completely changes the face of an industry – creating a window of opportunity for those who capitalise on it.

We were the *first company in South Africa* to supply vending machines that dispense fresh food!

CANTEENS  
AND CATERERS,  
ASK ABOUT  
OUR RENTAL  
OPTIONS



**Fresh food** at the workplace  
at the **touch of a button**



# FULL SERVICE VENDING

We take care of everything to make your life easier. Comprehensive machine maintenance, cleaning and keeping them fully stocked.

Our merchandisers visit your vending machines on a daily or weekly basis to ensure that everything works perfectly and machines are filled with fresh high quality products. Our comprehensive technical support comes with a guaranteed response time.



\*Placements are limited to combination vending machines only. Placements are not guaranteed.

## Leading cashless solutions in South Africa!

**momentum**

Vending to 900+ people



Vending to 400+ people



Vending to 5000+ people



Vending to 1200+ people



Vending to 1300+ students



Vending to 500+ people



**AngloAmerican**

Vending to 9000+ people

# CONTEMPORARY PAUSE AREAS

Vending Solutions introduces the practical solution to refreshments at the office where staff and customers can use debit/credit cards or even staff cards to get easy access to healthy snacks and beverages. Staff and management get to choose what is stocked and operational costs decrease using central management and telemetry.

STAFF  
CARDS CAN  
BE USED TO  
PURCHASE







TECHNICAL  
SUPPORT



FREEDOM OF  
CHOICE



CASHLESS  
TRANSACTIONS

Talk to us about your requirements, we offer outright purchase and rental options and fully managed operation by our trusted service providers.







# PPE: INDUSTRIAL VENDING MACHINES



## NO CABLING REQUIRED

Industrial Vending machines significantly reduce the risk of unaccountable equipment which can save enormous costs while enabling employers to effectively demonstrate that they are meeting health and safety obligations to staff by providing easy access to personal protective.

The PPE vending machines can be stocked with a variety of personal protective equipment and other essential consumables to provide:

- |                                     |                               |                                 |
|-------------------------------------|-------------------------------|---------------------------------|
| ✓ Convenient controlled access 24/7 | ✓ Increase staff efficiency   | ✓ Reduce admin costs            |
| ✓ Improve PPE compliance            | ✓ Your choice of PPE supplier | ✓ Optimises resource allocation |
| ✓ Individual accountability         | ✓ Cut costs                   | ✓ Complies with legislation     |
| ✓ Reduce usage and waste            | ✓ Only pay for usage          |                                 |
|                                     | ✓ Reduce shrinkage            |                                 |

Vending Solutions machines are an ideal way to provide employees with access to important personal protection equipment (PPE), including safety vests, safety glasses, gloves, earplugs, and first aid.

### Key features of our PPE vending machines:

- PPE items dispense using a smart card, so you remain in control
- Each transaction is recorded on the card reader as well as employee smart cards, giving you clear visibility around usage
- An email/SMS alert warns you when inventory is running low

**SERVING  
12000+ USERS  
AROUND THE  
COUNTRY**

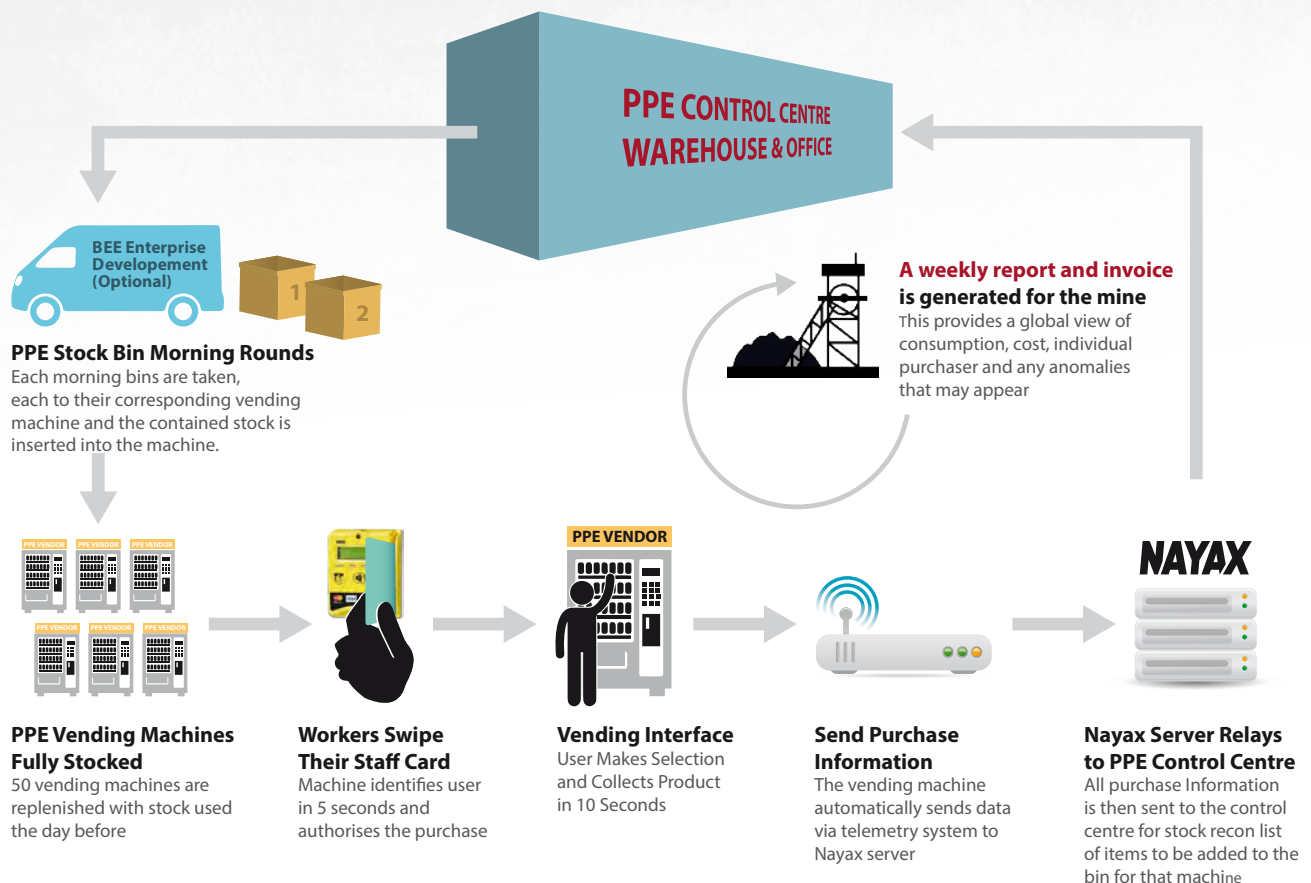


# HOW IT WORKS



- **User:** A user may be an employee, employer or contractor.
- **Smart Card:** A smart card that a user needs to operate and dispense the IVM vending machine. These cards contain no monetary value, so losing one will not be a problem. The card will allow the tracking of items to their users to ensure that items are not stolen/misplaced.
- **IVM Machine:** The famous Vending Solutions branded IVM vending machine. Essentially a system that allows users to dispense a safety item in the work place; safely and efficiently. The system contains many features discussed in our FAQ page.
- **Item:** A safety equipment item that's stored inside the vending machine. These items can consist of safety glasses, gloves, helmets, and many other items.

## PPE MANAGEMENT WORKFLOW CHART





Nayax provides a combined solution for telemetry and cashless payments for vending machines.

Use customised magnetic cards (employee cards), Credit cards, smart cards, prepaid cards or smartphones.

# CASHLESS PAYMENT SYSTEMS & TELEMETRY

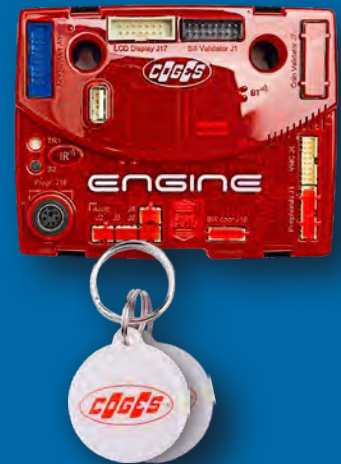
The system runs credit validity checks online and authorises transactions within 2-4 seconds. The system includes a full telemetry system for real time management and control, based on cellular GPRS networks.



**Please note:** not all features of the cashless payment systems are available in South Africa due to security concerns of financial institutions.

Coges Engine is the most complete and innovative electronic vending system: the most advanced functions of the cashless payment system are integrated with cash management and telemetry into one powerful, complete and flexible system to adapt to any need.

This is a multi standard system able to dialogue with the main communication protocols on the market (Executive, MDB, BDV, RS232). Thanks to the integrated cash and cashless management, the system can be connected to any cash recognition device.



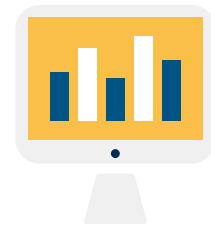
## Cashless

More sales & convenience through advanced payment solutions & global clearing network



## Telemetry

Taking the guesswork out of management & restocking



## Management Monitoring & BI

Real-time information and business intelligence for greater efficiency



# GO CASHLESS



Monyx is a mobile app that lets you communicate directly with your consumers. Developed in-house, the app enables you, the operator, to market your business and nurture consumer loyalty. The Monyx app works with Nayax's cashless vending system to let you communicate directly with your consumers. A user-friendly interface and wallet-free cashless vending system allows consumers to pick their payment choice and claim vouchers.

**Monyx**



**PayPal**



**支付宝 ALIPAY**



**VISA**

**Apple Pay**



\*Country-dependant

# FILTERED WATER

Providing safe and sustainable hydration across the world, Vending Solutions is a leader in the distribution and service of workplace and public hydration solutions.



## RECOMENDED ECO-WIZE PLUMBED-IN WATER COOLERS

There's no substitute for a drink of crisp, cool water. It is important to stay hydrated. Providing staff with easy access to refreshing, filtered water is a proven way to increase productivity and boost morale. These coolers also come in compact counter-top versions, perfect for small to medium-sized office environments, meeting rooms and reception areas, providing a steady stream of cold or hot water at the touch of a button.



## MINERAL BOTTLE WATER COOLERS

A popular choices for large office environments, this freestanding water cooler provides easy access to both hot & cold refrigerated water.



## WATER FOUNTAINS

A hygienic way to dispense water, this sleek stainless steel water fountain is ideal for busy office environments, as well as commercial & industrial settings.





# SUSTAINABLE APPROACH

## KEY ENVIRONMENTAL FEATURES OF MACHINES

Thanks to new technology we are sourcing vending machines which have been designed to consume less power and offer greater efficiency. The energy and cost savings over time are substantial and help towards a better company and environment for the future.

## AS AN ETHICAL COMPANY WE...



**Respect our environment.** We are dedicated to reducing our carbon footprint, handling our waste efficiently and increasing our ecological product offering.



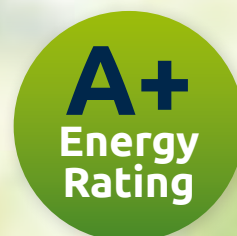
**Support our community.** We are fully supportive of community initiatives, and activities undertaken by our supply chain.



**Offer quality and choice.** Together with our partners and suppliers, we are focused on offering a wide range of quality products, including healthy and certified alternatives.



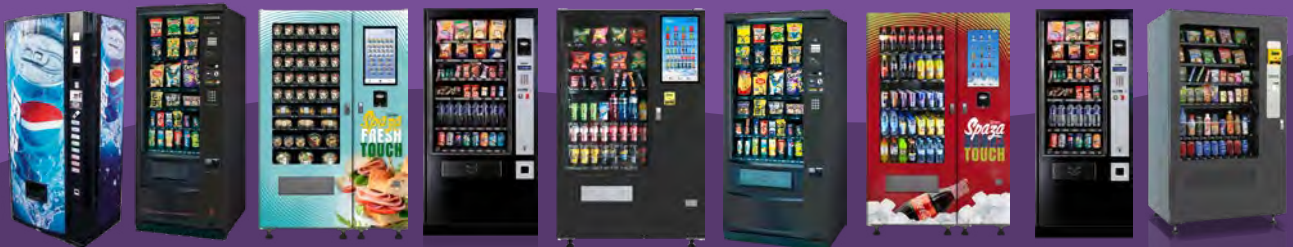
**Provide a safe and enjoyable workplace.** We are committed to constantly improving our health and safety guidelines, creating an environment in which our employees work because they love to, not because they have to.



# VENDING BUSINESS OPPORTUNITY

From an investor/aspiring entrepreneur's point of view, vending offers many opportunities and advantages. You can start small and add machines as your cash flow increases. It's low maintenance, and you can run your entire business from home.

We will show you how to set up and run your own independent vending services business in your own area. Vending Solutions advises you how and when to expand and what equipment you'll need for individual sites to obtain the highest returns.



25+

Years in Business

1350+

Total Vending Operators

8000+

Total of Machine Supplied









# RENTALS

Vending Solutions offers competitive rentals carefully tailored to fit your needs on Hot Beverage Vending Machines, PPE Vending Machines, Snack and Can Vending Machines, Hygiene Vending Machines and Water Coolers.

- ✓ Our rentals are for a fixed term of 12 , 24 or 36 months
- ✓ All rentals are done with 0% escalation
- ✓ All rental prices include insurance
- ✓ All rental prices include maintenance, part replacement and labour costs, excluding costs arising out of malicious or negligent use
- ✓ All rental applications are subject to a standard credit check and approval
- ✓ Business to business rental only\*



\*Please contact us to find out if our rental options are available in your area



# SURROUNDS & CUSTOM FITTING

We provide a complete fitted solution for your range of vending machines, housing them together in a tailor-made combination that perfectly suits the layout of your office environment. From bespoke machine housing to full-scale display installations, Vending Solutions is on hand to help create the custom-made break area that works best for your space.



These are just examples of the different kinds of surrounds from around the world.

# ADVERTISING & BRANDING

Increase your brand footprint by covering your vending machine in attractive graphics highlighting your brand. Video advertising also available via touchscreen.







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