VALUED
MERCHANT SERVICES

The next generation starts now.

TSYS®

VALUED
MERCHANT SERVICES

The next generation starts now.

| Vital |

Headlines & Highlights

- **Launching Vital® on the iMobile3^{SM} Platform**
  - Single, leading platform across all devices

- **Improve mobile merchant activation**

- **Improve quality and availability of support**
  - Dedicated support office(s) for Vital

- **New features/functionality**
  - iOS mobile app, pay @ table, one platform, etc.

- **Automated updates for future releases**
  - New releases planned every 4-6 weeks

About iMobile3

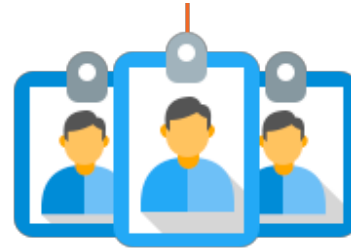**30 MILLION+**
DOWNLOADS

300,000+
MERCHANTS

$3 BILLION+
MOBILE COMMERCE

100+
EMPLOYEES

TSYS
TSYS ACQUISITION

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Current Vital Strategy

SWIPE
Ingenico G5x

BT
Ingenico RP457c

EMV®
Ingenico RP350x

MOBILE
PAX A920

PRO
PAX E500

PRO PLUS
ELO PayPoint Rev B

MERCHANT CENTER
Available on desktop

OFFICE
Available on desktop and mobile web

New Vital Strategy

MOBILE

C3
Ingenico Moby/3000

C4
Ingenico RP457c BT

PLUS

X5
PAX A920

SELECT

X8
PAX E500
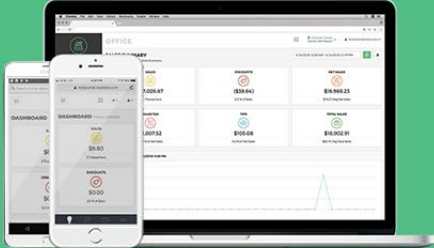
E13 / E15
Elo PayPoint Family

TABLE

X5
PAX A920

OFFICE
Available on desktop and mobile web

Built for today's small business

The Vital point of sale family now sits on a single, powerful, proprietary platform which gives businesses so much more

- Smarter back-office capabilities

- Completely scalable solution

- Live customer support and helpful

  self-service tools

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Intuitive, shared back office

Small business owners never sleep. When they're not open for business, they're still doing business. Our back office gives them the powerful reporting and business insights that can help them make smarter decisions.

- Provides all data in a single central location accessible at any time from any web browser
- Real-time, robust sales reporting
- Intelligent inventory management
- Dynamic pricing control
- Ultimate flexibility to support a growing business
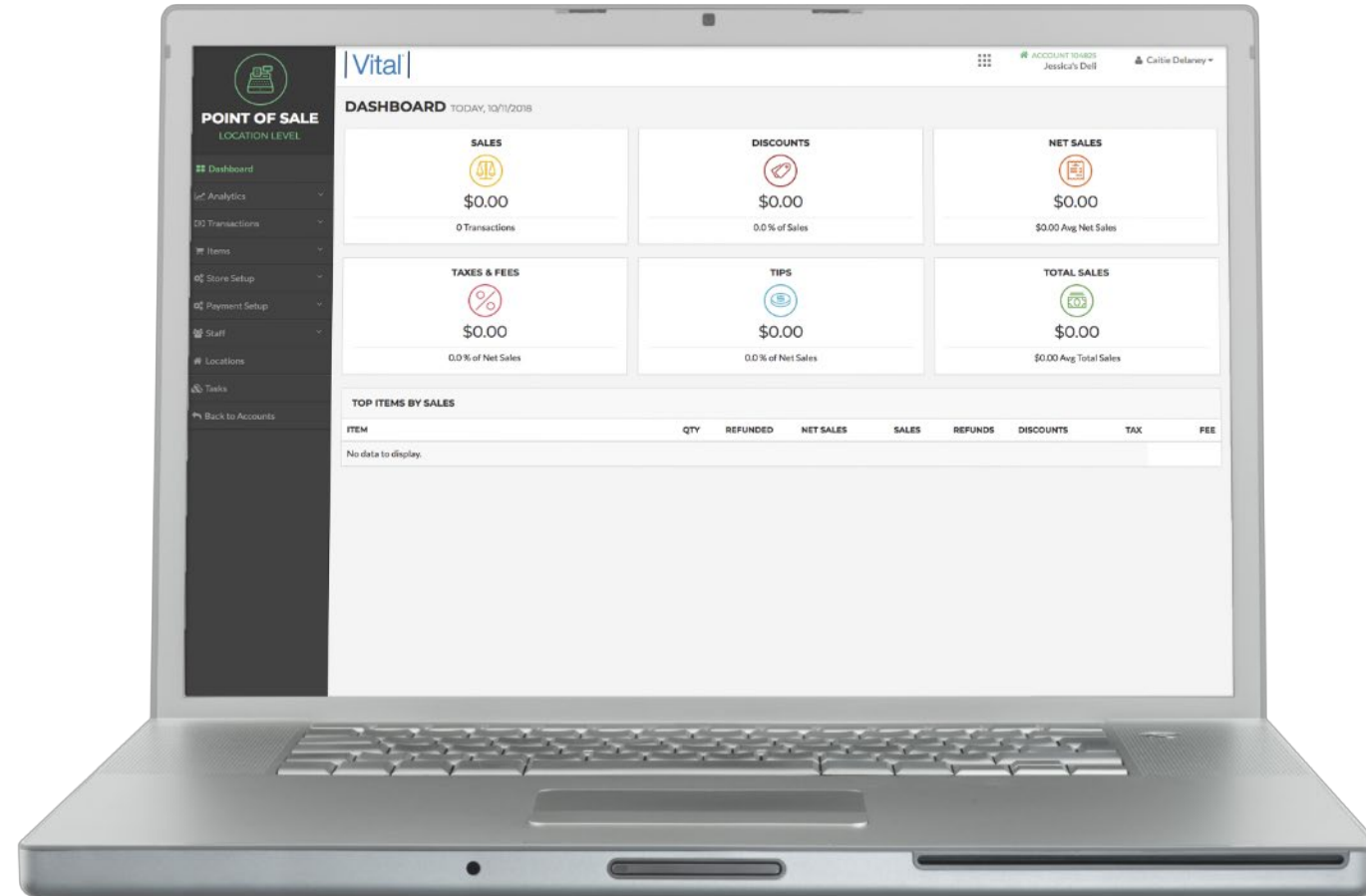
Mobile

Vital®

Vital Mobile Comparison

CURRENT

SWIPE

Ingenico G5x

BT

Ingenico RP457c

EMV

Ingenico RP350x

NEW

MOBILE

C3
Ingenico Moby/3000
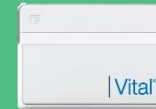
C4
Ingenico RP457c BT

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Vital Mobile – What's New?

iOS application is available

On the iMobile3 platform
- Management/reporting on same back office as other Vital solutions

Fast activation/pairing process

Manual discounting available

Bluetooth®, EMV®, Vital-branded card readers

Multi-user access
- Customizable user roles/permissions

Vital Mobile – Software Overview

Overview

Gives on-the-go merchants the flexibility and convenience to securely accept payments anytime, anywhere.

Features & Benefits

- Android™ & iOS versions available
- Card readers connect via Bluetooth & accept EMV
- Item categorization or manual entry
- Manual discounting at time of checkout
- Signature capture/add tip on screen
- Email and print receipt options available
- Training module for self-guided tutorials
- Cloud-based back office for sales reporting/analytics/management

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Vital Mobile – Hardware Overview

Versatility

Pair with a selection of easy-to-use Bluetooth card readers

Vital C3 Card Reader – Inexpensive mag-stripe and EMV card reader that accepts payments on the go.

Vital C4 Card Reader – An intuitive solution to process EMV, mag-stripe and NFC/contactless payments including payment from most digital wallets.

Vital C3 Card Reader

Vital C4 Card Reader

Vital Mobile Merchant Activation

THE COMPETITION — 2 MINUTES

1. Download the App
2. Find welcome email with temporary password
3. Login to app with email address and temporary password
4. Set up a new password
5. Logged in
6. Set PIN
7. Process transactions.

Vital — 2 MINUTES

1. Find welcome email with username & temporary password
2. Download the App
3. Login to app with username and temporary password
4. Set up a new password
5. Logged in
6. Set PIN
7. Process transactions.

Vital Mobile Merchant Profile

- **Mobile merchants looking for a solution comparable to others on the market**

- **May have little-to-no experience accepting electronic payments**

- **Desire to manage credit card and cash sales on the go with an intuitive mobile app**

- **May have experience with or knowledge of competitor products**

Vital Mobile Value Proposition

Minimal investment – works on hardware already owned (merchant's capable mobile device)

Quick sale transactions with tip functionality, signature & built-in tax rates

Expandable to multiple devices with multi-user access

Quick, easy activation process – begin taking payments in minutes

Cloud-based back office with robust sales reporting/management capabilities

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Vital Mobile Fits

Lower sales volume, on-the-go merchants

Merchants who may not be otherwise able to afford POS hardware

Mobile Service Contractors
- **Plumbers**
- **HVAC**
- **Towing Companies**
- **General Contractors**

Traveling Vendors (Craft Show/Flea Market/Farmer's Market/etc.)

Food Trucks

Vital

Plus

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Vital Plus Comparison

CURRENT

NEW

MOBILE

PLUS

PAX A920

X5
PAX A920

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Vital Plus – What's New?

On the iMobile3 platform
- Management/reporting on same back office as other Vital solutions

Advanced modifier/discounting capabilities

Recall/hold/combine orders, split payments, tip adjust or on-screen

Item and inventory alerts

Server/table assignments

Kitchen printing available

Multi-user access
- Customizable user roles/permissions

Vital Plus – Software Overview

Overview
Hand-held, cost-effective, all-in-one POS countertop solution for growing businesses.

Features & Benefits
- Item categorization, manual entry & customizable screen layouts
- Save/hold/recall orders w/ server/table assignments
- Advanced discounting & modifiers
- Split payment/order, in-line tipping, and tip adjust
- Item & inventory alerts
  - Self-assisted inventory setup
- Email and print receipt options available
- Training module for self-guided tutorials
- Cloud-based back office for sales reporting/analytics/management
- No PIN Debit, EBT, gift, or loyalty accepted

Vital Plus – X5 Hardware Overview

5" Capacitive Touch Screen

Lightweight

Wi-Fi only

Accepts swipe/dip/NFC payments

Built-in camera w/ button for scanning

Receipt Printer

Optional charging base

Vital Plus Merchant Profile

Seeking replacement to countertop terminal (dial or IP) with more modern technology

Interested in removing tethers to a landline countertop terminal

Desire for additional features like advanced discounting, order modifiers, split/combine/hold orders, etc.

May have experience or knowledge of traditional terminals or competing products

Vital Plus Value Proposition

Similar price-point to a traditional countertop terminal

Updated, full-color, touchscreen countertop POS solution

Option to email receipts, use the built-in thermal printer, or send to a station printer

Lightweight, low-footprint, Wi-Fi device that can move around a store with ease

Cloud-based back office with robust sales reporting/management capabilities

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Vital Plus Fits

SMBs with low-to-medium sales volume and ticket size

Brick and Mortar Retailers

QSR/fast casual Restaurants

Coffee/donut shops

Merchants seeking more functionality than mobile without investing in a full POS register solution

Select

Vital Select Comparison

CURRENT

PRO
PAX E500

PRO PLUS
ELO PayPoint Rev B

NEW

SELECT

X8
PAX E500

E13 / E15
ELO PayPoint Family

TABLE

X5
PAX A920

Vital Select – What's New?

- **On the iMobile3 platform**
  - Management/reporting on same back office as other Vital solutions

- **Pay at table functionality**

- **Product tutorials available**

- **Router being replaced with ethernet switch**

- **Numerous enhancements to item inventory, timeclock, etc.**

Vital Select – Software Overview

Overview

Our most feature-rich payment solution for established businesses like general retail, QSRs, fast-casual or light seated restaurants.

Features & Benefits

- Item categorization, manual entry & customizable screen layouts
- Save/hold/recall/merge orders w/ server/table assignments
- Advanced discounting & modifiers
- Split payment/order, in-line tipping, and tip adjust
- Item & inventory alerts
- Pay at table available
- Employee timeclock
- Email and print receipt options available
- Cloud-based back office for sales reporting/analytics/management
- White glove treatment for merchants
- No PIN Debit, EBT, gift, or loyalty accepted

Vital Select – Hardware Overview

	Vital Select X8	Vital Select E13	Vital Select E15
Touch Screen Dimensions	8"	13.3"	15.6"
Countertop Dimensions	10.6"x 7.9"x 10.6"	15.2" x 13.3"x 10.2"	16.5"x 16.2"x 12.7"
Customer Facing Display	●	●	●
Receipt Printer	●	●	●
Bar Code Scanner	●	●	●
Magstripe Card Reader	●	●	●
Chip Card Reader	●	●	●
NFC Reader to accept payment from Digital Wallets	●	●	●
PIN Pad to support customer PIN entry		●	●
Cash Drawer		●	●

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Vital Select Merchant Profile

- **Merchants seeking an all-in-one register solution**

- **Has experience w/ POS technology – countertop/wireless terminals/registers**

- **Desires cutting edge mobile technology w/ touch screen capability**

- **May have experience with competitor products**

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Vital Select Value Proposition

- **Standalone, all-in-one POS**

- **Optional hardware accessories like kitchen printers, BT scanners, Pay at Table, etc.**

- **Customer-facing touch display, allows for on-screen tipping and signature capture**

- **Menu/inventory pre-loaded along with over-the-phone training from a Vital expert**

- **Cloud-based back office with robust sales reporting/management capabilities**

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Vital Select Fits

- **SMBs with low-to-high sales volume and and ticket size**

- **Brick and Mortar Retailers**

- **QSR / fast casual Restaurants/ delis**

- **Light seated restaurants**

- **Tobacco/liquor stores (cannot be online)**

- **Convenience stores**

- **Deli style restaurants**

Powerful Restaurant Features

- Server or sales associate assignments

- Combine or split held orders

- Table assignments

- Kitchen and concierge printer functionality

- Pair with Vital Table for pay-at-the table capabilities

- Send orders to station (ex. send order to a kitchen printer)

Inventory/Menu Building

- **Vital Select merchants get full white-glove treatment from the Center of Excellence (COE)**

- **The COE will build the merchant's menu/inventory in advance of delivery**

- **Proactively call Select merchants and set up a live training when they receive their device**

- **Other companies may charge for this service – we include it with all Select purchases**

Vital

Vital Accessories

Vital Table

Stand Alone Printers

Handheld Bar Code Scanner

X5 Charging Base

C4 Cradle

Vital Center of Excellence

24/7 technical support

Merchant setup

Inventory/menu building & merchant training
* For Select only

Live, trained and certified support staff

Jacksonville serving as Level-2
* Supporting the Vital Center of Excellence with technical escalations

Contact Information:
* Number: 1-800-224-9730
* **Hours: 24/7**

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