

# Agenda

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## Tuesday, January 20th

**10:00 AM - 5:00 PM:** Innovation Lounge Open  
**Foyer of Salt River Grand Ballroom**

### **12:00 PM - 1:00 PM: General Session**

- Welcome & Shaping the Future of Self-Service Retail
- Innovations Transforming the Retail Landscape
- Expanding Horizons: The Amusements Opportunity
- Cantaloupe Services Supporting Your Business
- Platinum Sponsor, AeriTek, Remarks
- Housekeeping/Program Overview

**Salt River 4/5**

### **15 Minute Break**

### **1:15 PM - 2:00 PM: Breakout Sessions**

- **(Enterprise) What's New in Seed Pro** Explore the new features available inside of Seed including: Seed RouteIQ, static schedule inventories, warehouse receive alert boundaries, invoice only items, continuous updates to RPC compatibility report, and more. **Salt River 3**
- **(Small Business) 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. **Salt River 6**
- **Cantaloupe Go 101: Fundamentals & Best Practices** Get hands-on with store setup, inventory, invoicing, and integration essentials to keep operations seamless. **Salt River 7**
- **Driven by Data – Strategic Smart Store Decisions on Products & Locations** Learn placement strategies and discover the newest Smart Aisle, Hot Hold and other solutions for growth. **Salt River 8**

\*\*Agenda subject to change.

## 2:00 PM – 3:15 PM: Afternoon Snack Break | Innovation Lounge

### 3:15 PM - 4:00 PM: Breakout Sessions

- **Cantaloupe Go Advanced: Revenue Growth Tools** Deep dive into loyalty, coupons, subsidies, and reporting tools that increase repeat sales and customer value. **Salt River 6**
- **BEP Accessibility Workshop** Participate in shaping improved accessibility features for Engage devices and Cantaloupe Go platforms. **Salt River 3**
- **(Enterprise) 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. **Salt River 7**

## 15 Minute Break

### 4:15 PM - 5:00 PM: Breakout Sessions

- **Smart Store Experience Lab, Where to Take Smart Stores Next** Peer-to-peer session on expanding into new verticals (residential, campus, factory) and measuring ROI. Plus, preview the new Coke & Go solution. **Salt River 8**
- **Exact Authorization & Two-Tier Pricing Simplified** Understand how payment flexibility improves consumer experience and operator margins. **Salt River 6**
- **Expanding into Amusements, A New Revenue Channel** Discover modern cashless kiosk solutions and Candymachines.com partnership use cases for new locations. **Salt River 7**
- **Marketing that Drives Growth & How to Leverage Vine Digital Studio** Develop a marketing strategy that drives business growth and learn how to leverage Vine's creative services. **Salt River 3**

### 7:00 PM - 9:00 PM: Welcome Reception | Fire Garden (on property)

Join us for a warm Scottsdale welcome! Connect with fellow attendees over cocktails and appetizers while enjoying the beautiful desert setting. It's the perfect way to kick off an exciting two days together. **Wear badge to access.**

## Wednesday, January 21st

**8:00 AM - 5:00 PM:** Innovation Lounge Open  
**Foyer of Salt River Grand Ballroom**

**8:00 AM - 9:00 AM:** Breakfast

### 9:00 AM - 9:45 PM: Breakout Sessions

- **(Small Business) Micro Markets, Cooler Cafes & Smart Stores** New to placing a micro market, Cooler Café or Smart Store? Learn where each solution fits best and how to maximize your return on investment. **Salt River 8**
- **(Enterprise) Smarter Inventory Management** Learn how new Dynamic Par settings simplify stock levels, reduce waste, and optimize ordering across routes. **Salt River 6**
- **Mastering Seed Pick Easy** Explore warehouse optimization: substitutions, offline mode, multi-warehouse picking, reporting, and product images. **Salt River 7**
- **(Small Business) Device Maintenance & Troubleshooting Best Practices** Cover best practices for installation, maintaining, and troubleshooting Cantaloupe card readers. **Salt River 3**

### 15 Minute Break

### 10:00 AM - 10:45 AM: Breakout Sessions

- **Setting Up & Managing Smart Coolers & Smart Stores in Cantaloupe Go** Learn how easy it is to setup a Smart Store, manage the back-end platforms and explore the integration features available to you to drive greater efficiencies across your business. **Salt River 8**
- **(Enterprise) 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. **Salt River 7**
- **(Enterprise) Inventory Optimization with Seed** Learn techniques to streamline inventory management, reduce waste, and increase profitability (includes Seed Warehouse App). **Salt River 3**

\*\*Agenda subject to change.

## Wednesday, January 21st

### 10:00 AM - 10:45 AM: Breakout Sessions (cont.)

- **(Small Business) Leveraging Seed Cashless+** 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. **Salt River 6**

### 15 Minute Break

### 11:00 AM - 11:30 AM: Cantaloupe Go Kiosk UI Workshop (optional)

#### Salt River 3

### 11:30 AM - 1:30 PM: Innovation Lounge | Lunch (12pm - 1pm)

### 1:30 PM - 2:15 PM: Breakout Sessions

- **(Small Business) 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. **Salt River 3**
- **(Enterprise) Achieving Financial Success - Commissions, Taxes & Reports** Uncover financial optimization secrets, including tax and commission setup, efficient commission payments, and essential daily/monthly reports. New Subsidies feature! **Salt River 6**
- **(Enterprise) Maximizing Micro Market, Smart Stores, & More with Seed Markets** Learn how Seed Markets can support your business with a central tool for managing markets, smart stores, and smart coolers. From store operations, inventory management, tax and commission plans, variance reporting and building planogram data, and more. **Salt River 8**
- **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. **Salt River 7**

## Wednesday, January 21st

### 15 Minute Break

### 2:30 PM - 3:15 PM: Breakout Sessions

- **(Enterprise) Scaling Delivery & OCS Operations with Automation** Discover how to enhance your OCS and delivery services, add delivery points, handle special scenarios like snow days, create pricing plans and streamline integration of Checkout by Cantaloupe for online payments. **Salt River 7**
- **(Enterprise) Achieving Financial Success: Commissions, Taxes & Reports** Uncover financial optimization secrets, including tax and commission setup, efficient commission payments, and essential daily/monthly reports. New Subsidies feature! **Salt River 6**
- **(Small Business) Resources to Kick Start Growth** This interactive whiteboard session brings small operators together to discuss the resources that have helped drive real growth in their businesses. Hear insights from knowledgeable moderators and fellow operators, share what's worked (and what hasn't). Whiteboard session w/ peers. **Salt River 3**

### 3:15 PM - 4:15 PM: Afternoon Snack Break | Innovation Lounge

### 4:15 PM - 5:00 PM: Panel & Closing Remarks

**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.

**Salt River 4/5**

### 6:00 PM - 6:15 PM: Off-Site Social Event Bus Departure (main lobby area)

### 7:00 PM - 10:00 PM: Off-Site Social Event | Los Cedros

Saddle up for a truly unique night out in Scottsdale. This off-site experience combines great food, refreshing drinks, and lively entertainment in a stunning equestrian setting. It's sure to be a highlight of the conference! **Wear badge to access.**