



**BECOMING
A RESELLER**

HELLO!

"Thank you for taking the time to consider becoming a reseller of BeeBox Systems.

This brochure will explain the BeeBox product offering, the advantages of the Reseller Model, and how you can add an additional revenue source to your business.

We hope you find it informative and compelling."

Steven Fitch and Stuart Landreth
Directors



WHAT IS BEEBOX?

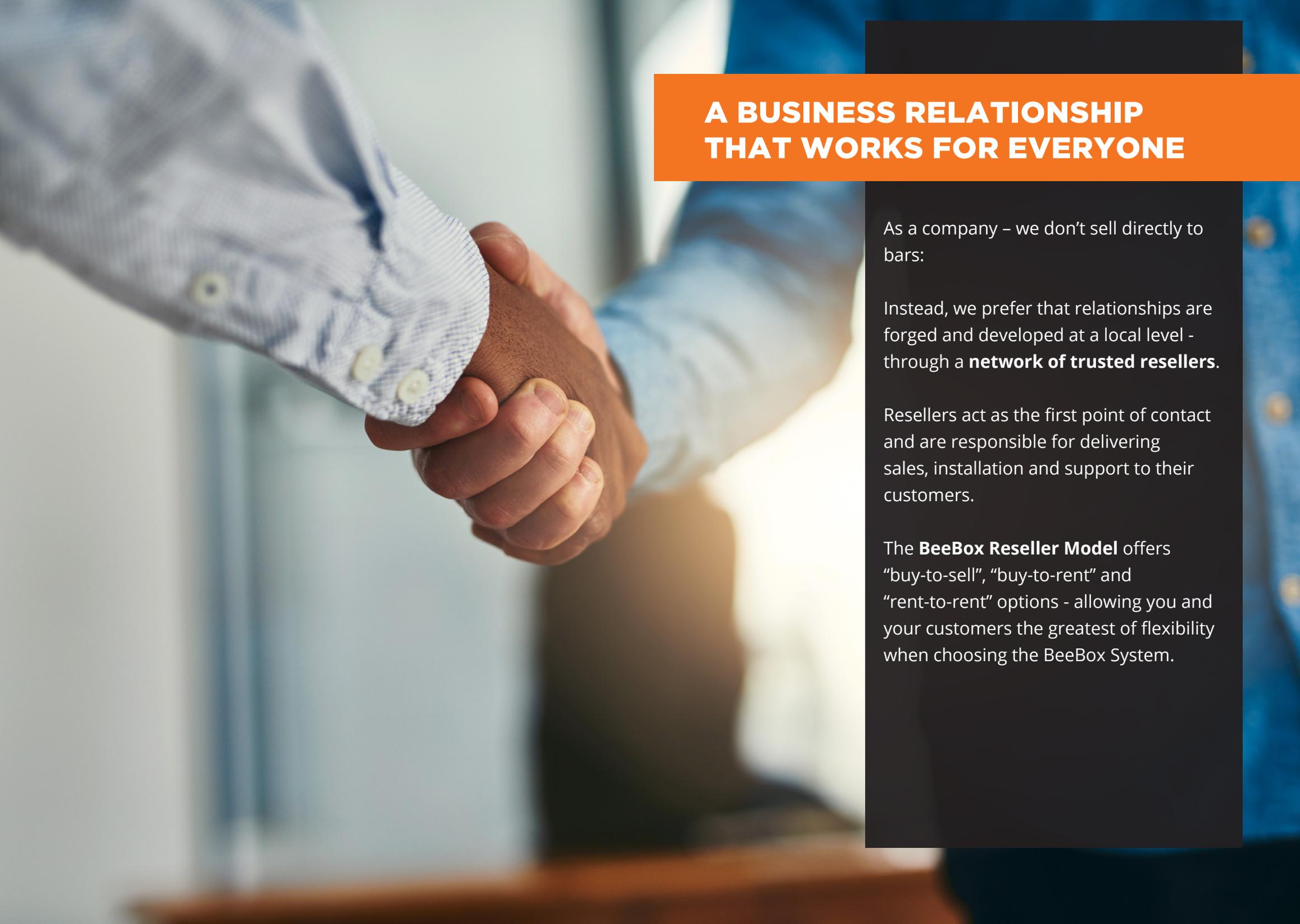
BeeBox is an integrated entertainment and promotional solution that is driving sales and **boosting revenue** in bars and leisure venues across the UK.

By combining music and digital signage with optional games, quizzes and promotional features, we provide a **compelling solution** that meets the needs of independent publicans and venue managers.

BeeBox has been developed as a **modular system**, allowing customers to upgrade and add features at any time.

This strategy ensures the system remains relevant in the venue, adapting to new trends and technologies as they are developed.





A BUSINESS RELATIONSHIP THAT WORKS FOR EVERYONE

As a company – we don't sell directly to bars:

Instead, we prefer that relationships are forged and developed at a local level - through a **network of trusted resellers**.

Resellers act as the first point of contact and are responsible for delivering sales, installation and support to their customers.

The **BeeBox Reseller Model** offers “buy-to-sell”, “buy-to-rent” and “rent-to-rent” options - allowing you and your customers the greatest of flexibility when choosing the BeeBox System.

CONFIDENT FIRST STEPS

Joining us as a reseller requires no upfront financial commitment.

Instead, in return for your time and effort, we will provide a dedicated account manager who will help you get up and running.

Alongside extensive training and support, you will also receive our **Reseller Starter Kit**, consisting of:

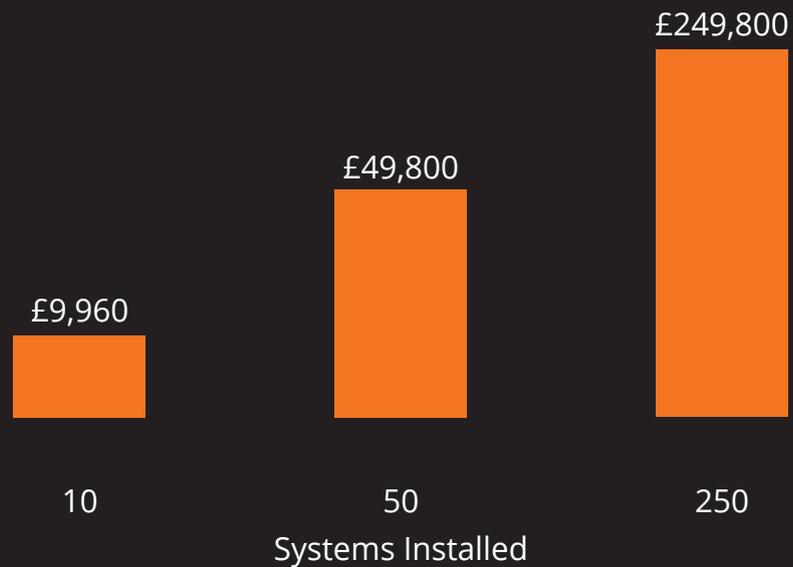
- ☑ A demonstration laptop.
- ☑ Engaging printed and online marketing materials, and branded customer giveaways.
- ☑ Nationwide marketing campaigns, delivered by web and social media, with appropriate leads in your region passed directly to you.



REALISTIC GROWTH

As we welcome resellers with business of all sizes, we do not believe in setting any specific targets. What we do ask for is a pro-active approach to lead generation and a hunger for growth.

This illustration shows your potential annual net income when using the “rent-to-rent” option, based on systems configured with our most popular package.



SUPPORT, WHEN IT'S NEEDED

With on-going development since 2009, BeeBox has been proven to be a **user-friendly** and reliable system.

However, when customers do have queries, we offer a multi-tiered support approach:

- ☑ Customer self-help through the provided user guide
- ☑ 1st line support delivered by yourselves
- ☑ 2nd line support delivered by BeeBox

For the 1st line support, you will be free to negotiate your own terms with your customers.

With **remote access** to all BeeBox Systems, and our systematic problem-solving flowcharts at hand, you will be able to resolve the most common issues with ease.

Anything more challenging can be referred to us at any time for further investigation.



THE CAPACITY TO SUCCEED

With almost 1,000 BeeBox Systems manufactured and sold to date, you can be sure this is a **tried and tested product** in the marketplace.

A **wealth of experience** in the licenced and retail trade has helped shape the business approach of BeeBox Systems, and the directors have a keen eye for spotting future trends in the industry, while avoiding unsustainable fads.

Maintaining a small but **highly efficient team** keeps our overheads low, financial position favourable, and allows BeeBox Systems to be very competitive in the marketplace.

With **scalable working practices** employed at all stages of software and hardware production, and an on-going commitment to the upgrading of IT infrastructure, the company is well-equipped to grow as demand increases.

We look forward to demonstrating our product offering further and taking the conversation further.

www.beeboxsystems.co.uk