

# HAMILTON

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CUSTOM MADE SECURITY

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## 2021 Virtual Channel Partner Forum

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CUSTOM MADE SECURITY

# Forum Agenda

- State of the Union- John Stroia
- Cannabis Forum with Morgan Fox from NCIA
- Updates with Nick and Rob
- Cash Management with Michael Falk
- Product Innovation with Todd Lefevers
- Closing Remarks and Giveaways

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2021 Channel Partner Conference  
*Welcome!*

# Agenda

- Hamilton Update
- Innovation
- Market Information
- Message from Gunnebo CEO – Stefan Syrén
- Hamilton United
- Reminders



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# Hamilton Update

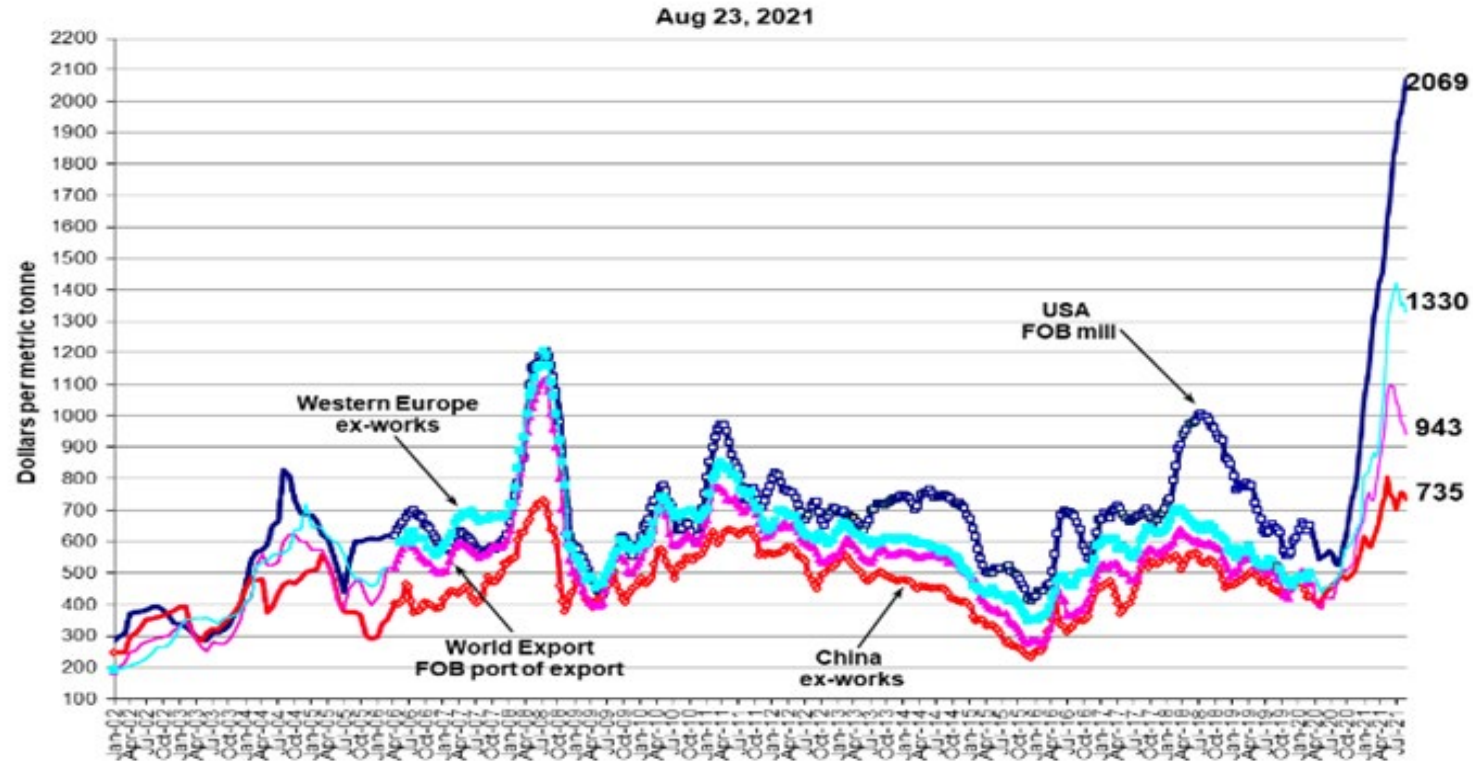
- COVID Impact
  - Business in FI Market from Channel Partners and National Accounts has been strong
    - Drive-up
    - Parts
  - Some weakness in our supply chain
    - Seeing extended lead times in some areas – electronics, small run components.
    - We remain focused on insourcing cutting and fabrication
    - Found second sources for all overseas sourced parts
  - Significant cost increases in some areas – mainly steel and plastics

# Hamilton Update - Steel Costs

## SteelBenchmarker™ HRB Price

USA, China, Western Europe and World Export

(WSD's PriceTrack data, Jan. 2002 - March 2006; SteelBenchmarker data begins April 2006)



# Hamilton Update

- New Leaders
  - Rick Istnick, VP National Accounts
  - Tim Keller, Supply Chain Manager
  - Jeremy Walls, Controller

# Innovation



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# Innovation



# Commercial Transaction Migration

R7  
Commercial Recycler



**Commercial Recycler**

- Note and coin recycling
- 17,000 note and 10,000-coin capacity
- State-of-the-Art Technology
- High Security, UL rated


TCR  
Teller Cash Recycler



**Teller Cash Recycler**

- Note Recycler
- Ergonomic Design
- 17,000 note capacity
- State-of-the-Art Technology
- High Security – UL rated


SafeCoin D900  
Coin roll Solution



**Coin Roll Dispenser**

- Dispense up to 8-coin roll denominations
- Interface: Touchscreen, printer, card reader.
- Security: Business hours
- Options:
  - Note dispenser, up to 6 cassettes
  - Coin dispense
  - Coin deposit
  - Custom branding


Smart Deposit  
SD1  
Bag Deposit solution



**Smart Depository**

- Automizing the bag deposit process
- Multiple safe sizes available, capacity between 40-120 bags
- UL rated safe and night head
- Interface: Printer and barcode/QR code

SafeBag CLX-S  
Commercial Locker Solution



**Commercial Locker**

- 24/7 Self-service transfer safe
- Interface: Touchscreen console/GUI and printer
- Front and rear load options
- Security: Business hours

Smart Deposit  
SD2  
Bag Deposit solution

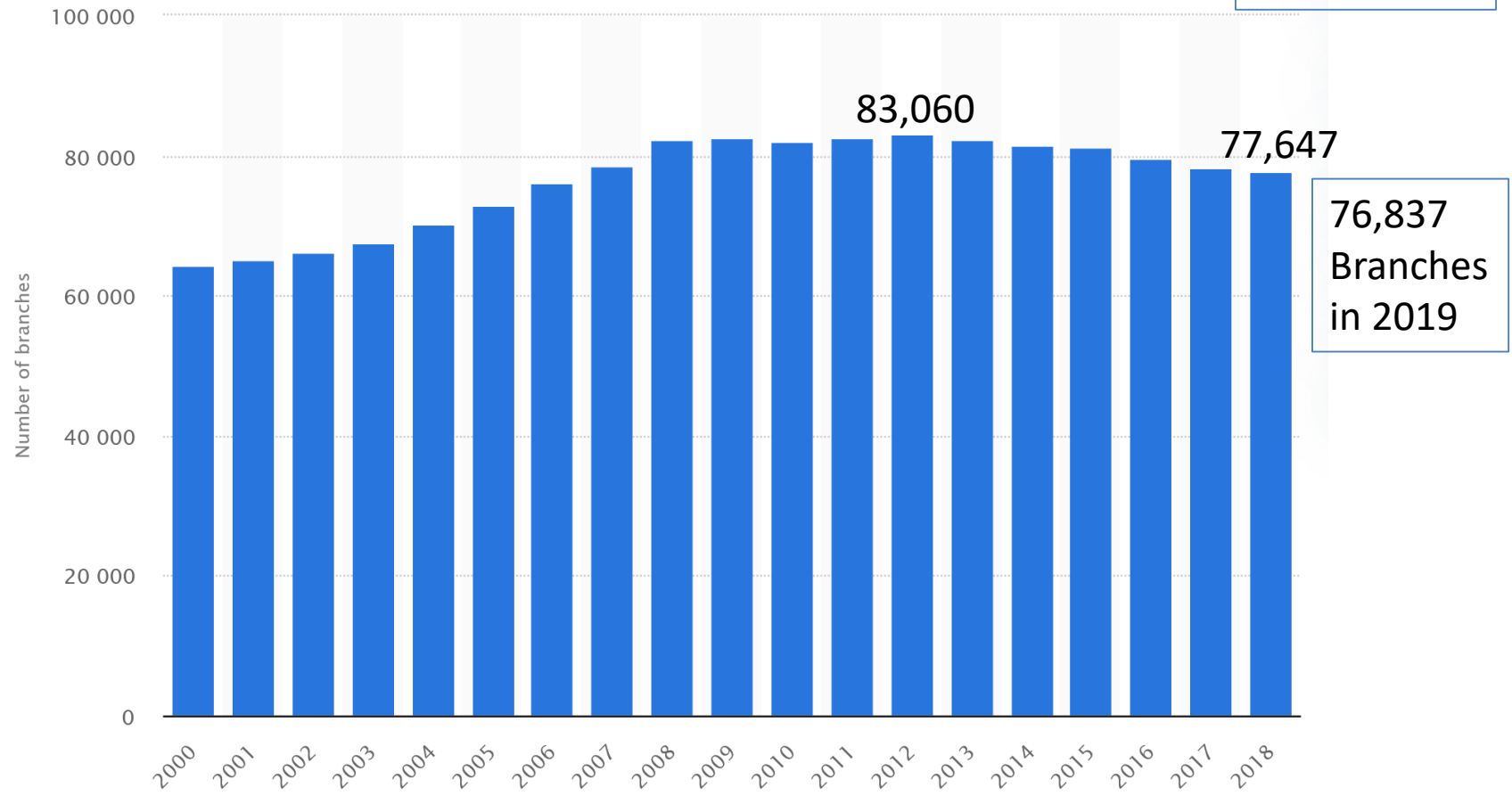


**Smart Depository**

- Automizing the bag deposit process
- One size safe; capacity between 40-60 bags
- Business hours safe
- Interface: Printer and barcode/QR code

# Market – Number of FDIC Branches

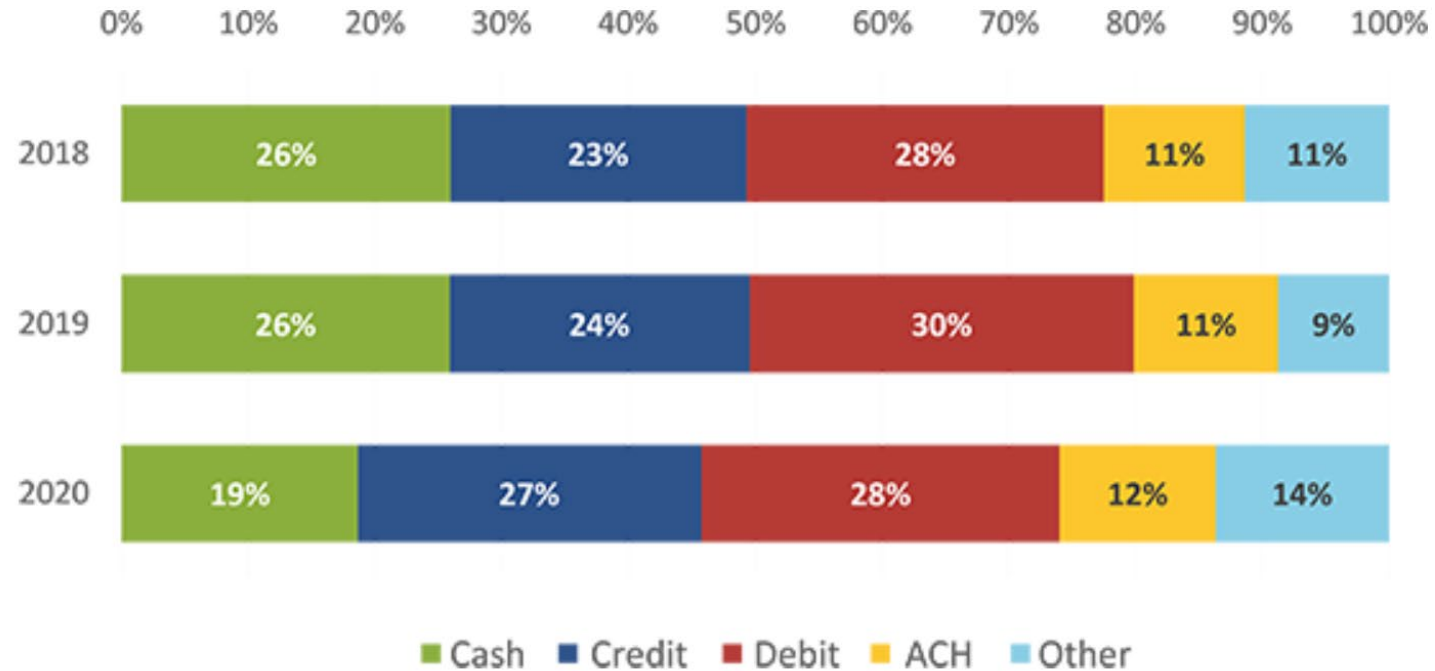
Number of Credit Unions increased by 2.7 % in 2021



76,837  
Branches  
in 2019

# Market – Payment Types

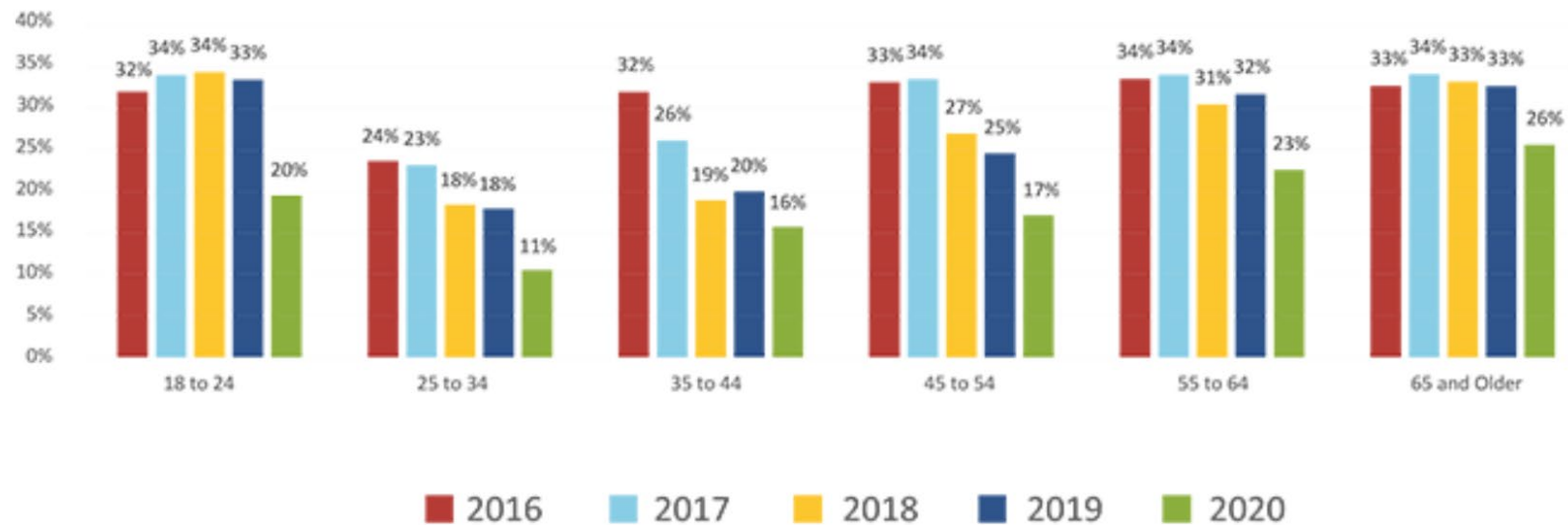
Share of Payment Instrument Use by Year



Federal Reserve Bank of San Francisco

# Market – Cash Usage Share

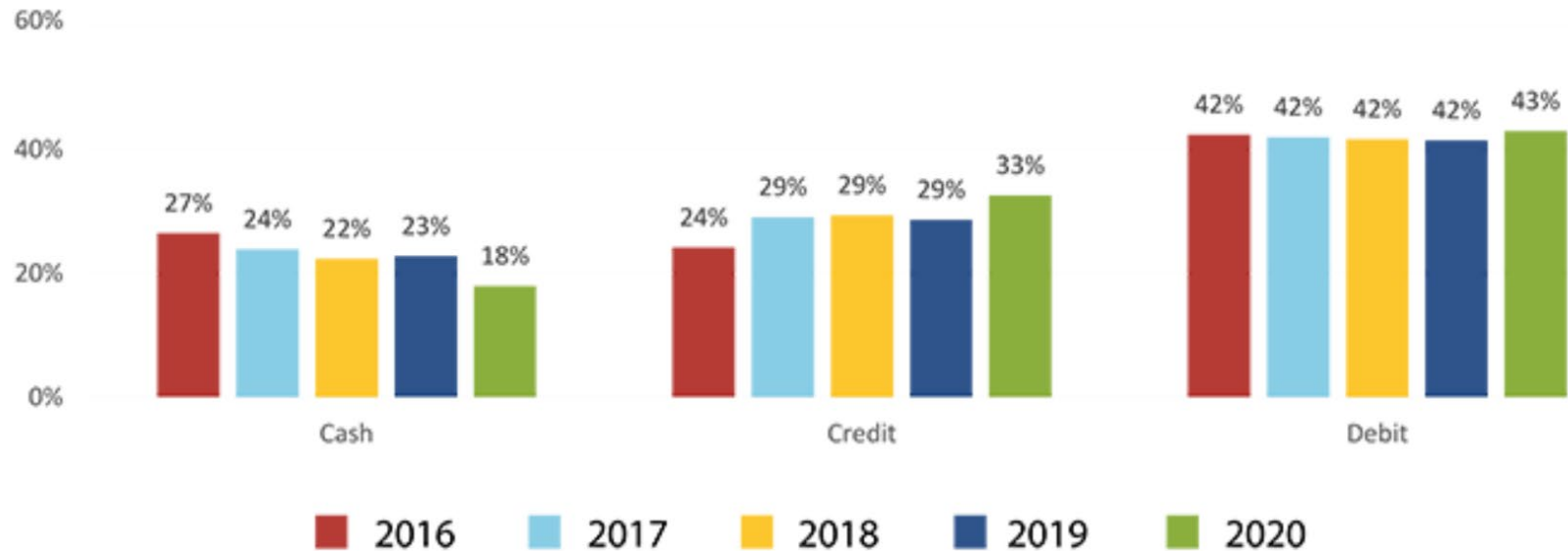
Cash Use Share by Age Group and Year



Federal Reserve Bank of San Francisco

# Market – Payment Type Preference

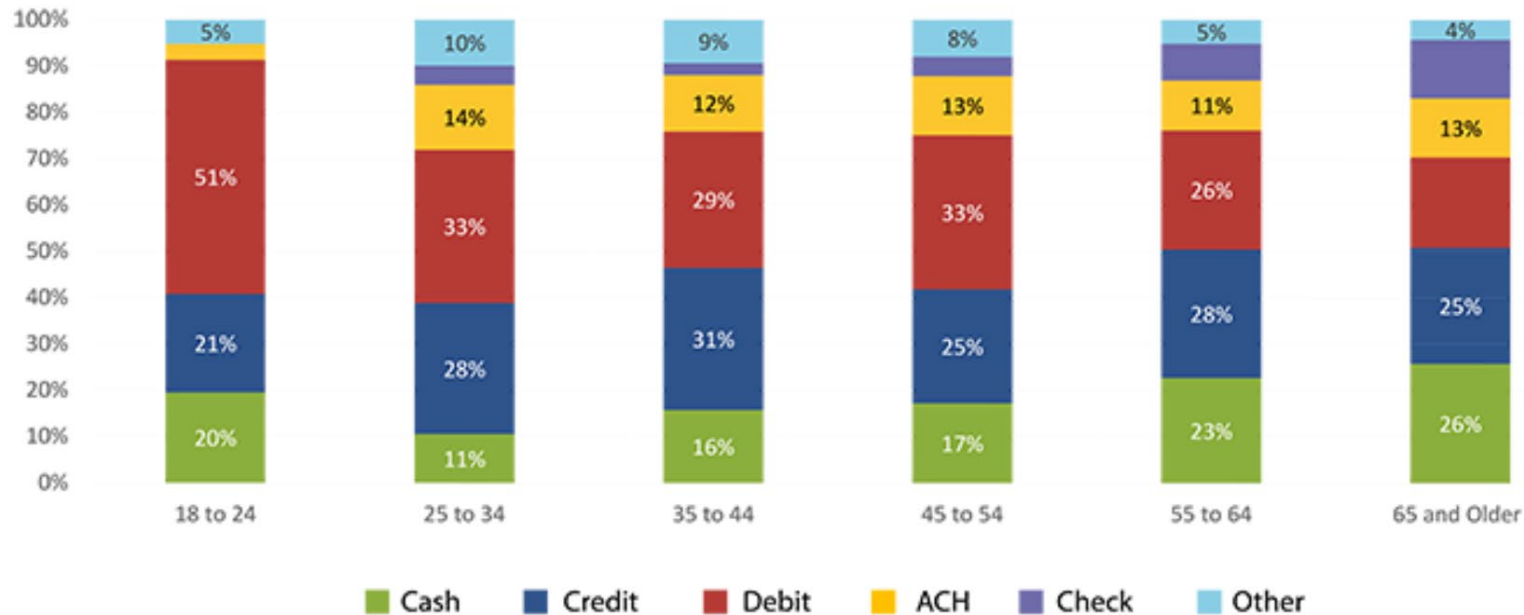
Payment Instruments Preferred for Payment



Federal Reserve Bank of San Francisco

# Market – Payment by Age

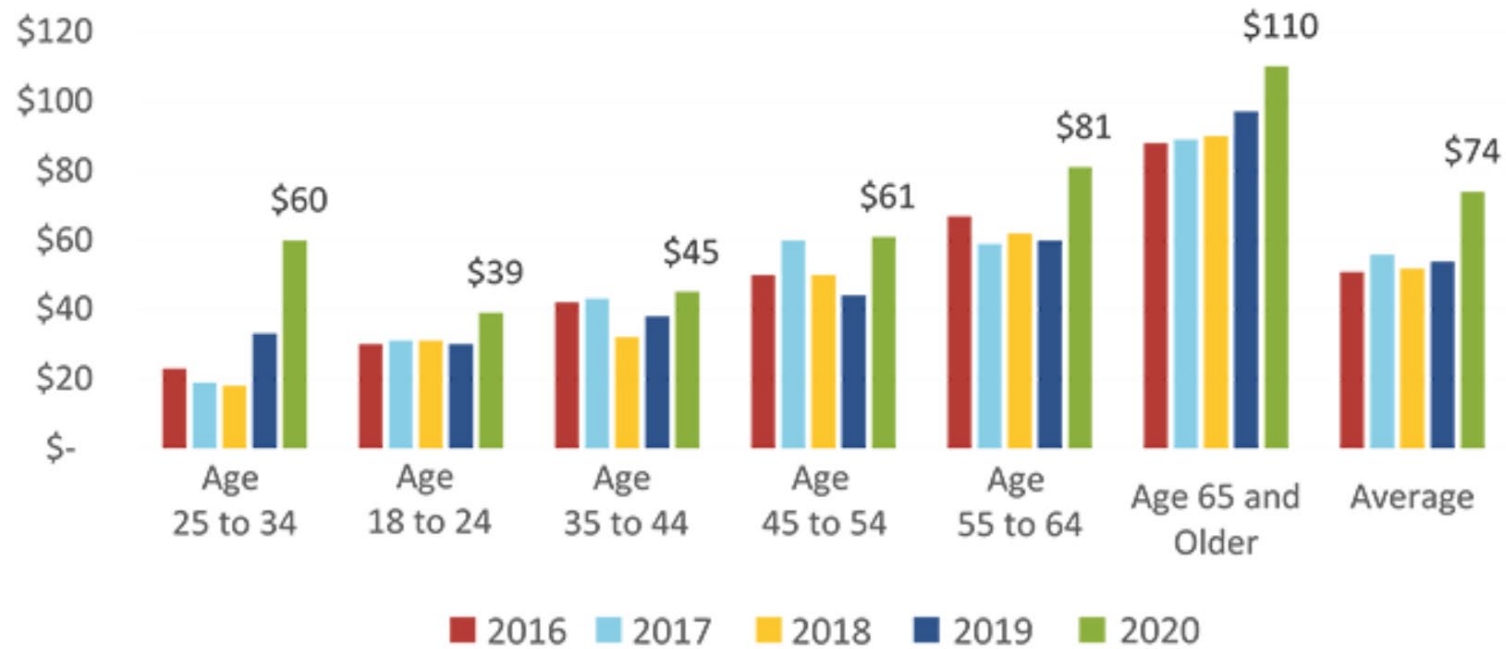
2020 Payment Instrument Use by Age



Federal Reserve Bank of San Francisco

# Market – Cash Holding

Average Daily Holdings by Age

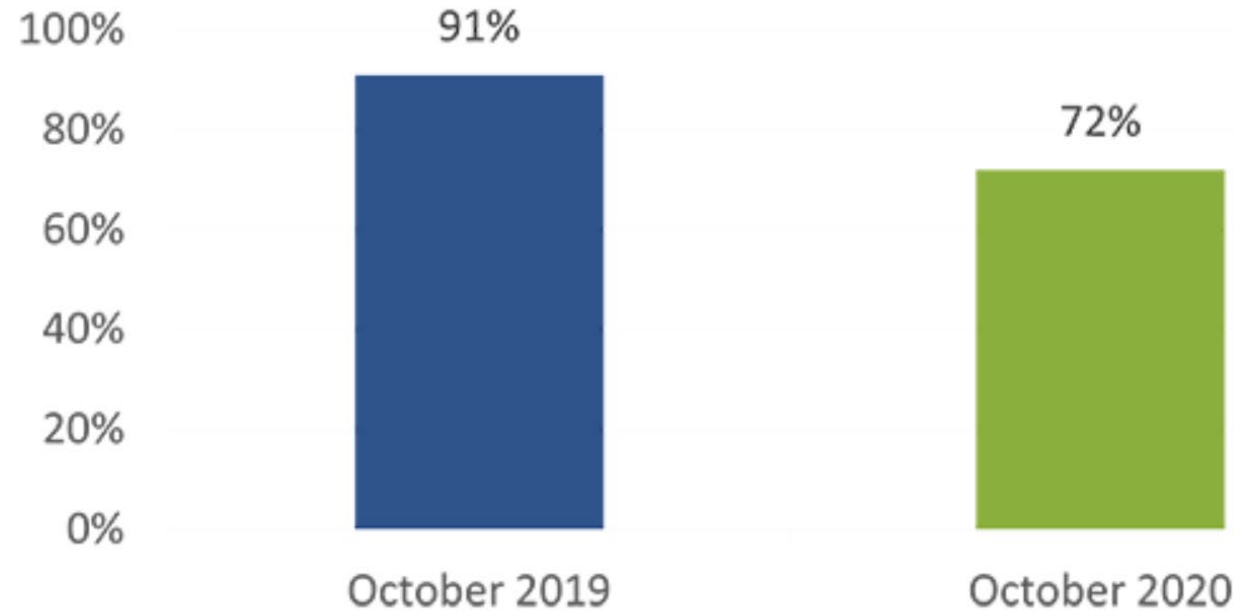


Federal Reserve Bank of San Francisco



# Market – Share of In-Person Payment Use

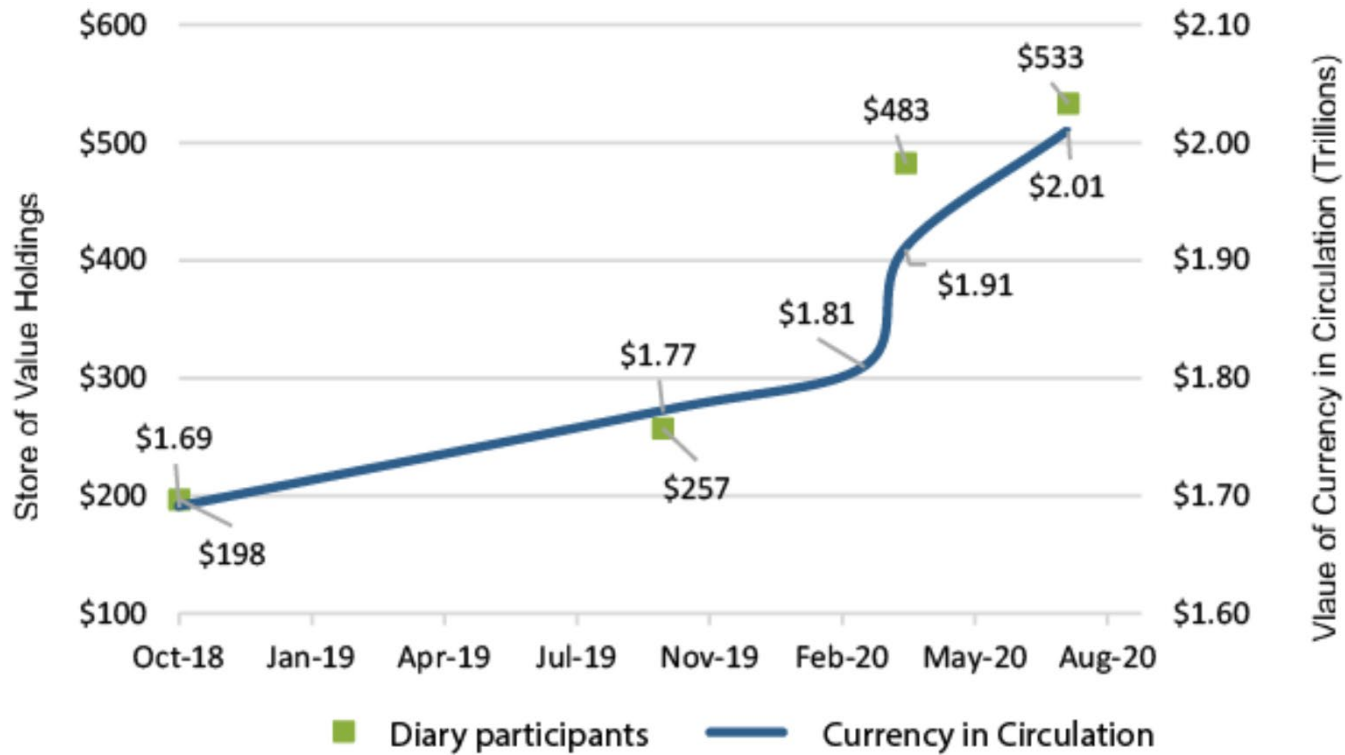
Share of Participants Reporting In-Person Payments During Diary



Federal Reserve Bank of San Francisco

# Market – Growth of Currency in Circulation

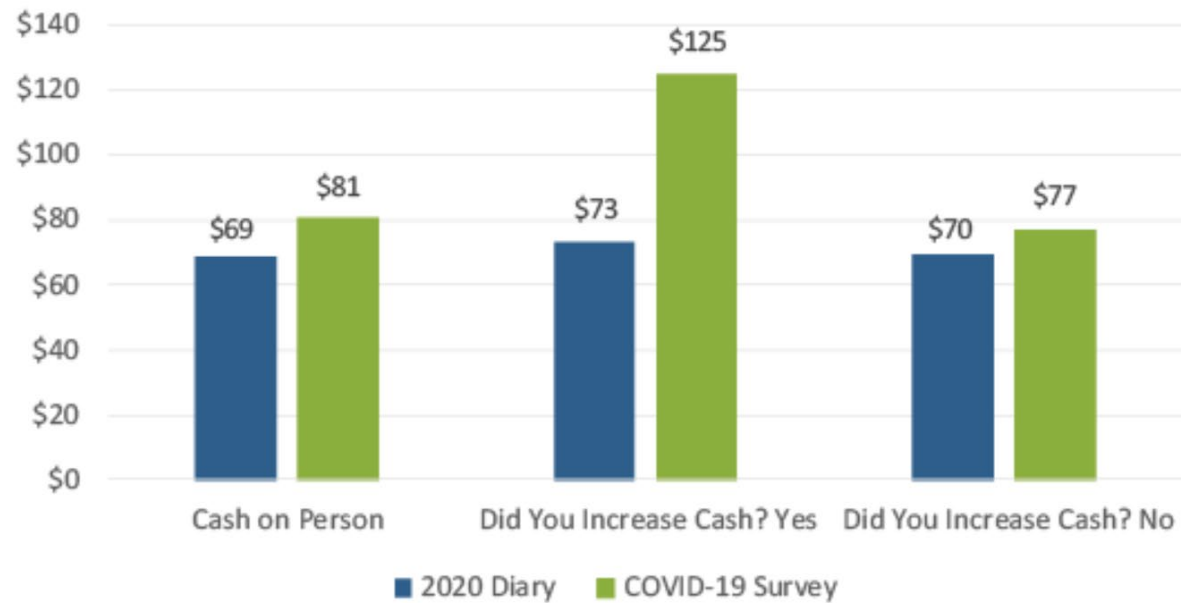
Increased CIC is Correlated with Increased Consumer Holdings



Federal Reserve Bank of San Francisco

# Market – Cash Held

Cash Held in Pocket, Purse, or Wallet



Federal Reserve Bank of San Francisco

Message from  
Stefan Syrén, CEO of Gunnebo

# Hamilton United – New Facility Update

# Reminders

- We want to be your parts supplier!
  - Let us know if there are parts you need sourced or created
- Commercial Transaction Migration– another way into competitive accounts
- We continue to expand electronic security
- 2022 Channel Partner Conference –  
April 11-13, 2022
- Come visit us!

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Thank You For Your Business!

# Cannabis Forum

## Morgan Fox







**MEDIA RELATIONS DIRECTOR**

# **MORGAN FOX**

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Morgan Fox is the Media Relations Director for the National Cannabis Industry Association. As a professional cannabis policy reform advocate and communications specialist since 2008, Morgan has been featured in hundreds of print, radio, television and online outlets and has been directly involved in dozens of successful state ballot initiative campaigns as well as legislative victories at both the state and federal levels. He was most recently Director of Communications at the Marijuana Policy Project before becoming the chief spokesperson for NCIA in 2018.

# 10 Minute BREAK



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***How to Order Drive Up***

# How to Order Drive-up

- Top things to look for during Site Survey
  - Type of Drive-thru
  - How many lanes
  - Overhead / underground
- Hamilton's Drive-up methodology



# 1. Type of drive-thru

- Attached Canopy
- Remote Canopy
- Straight on
- Reverse
- MotorBank



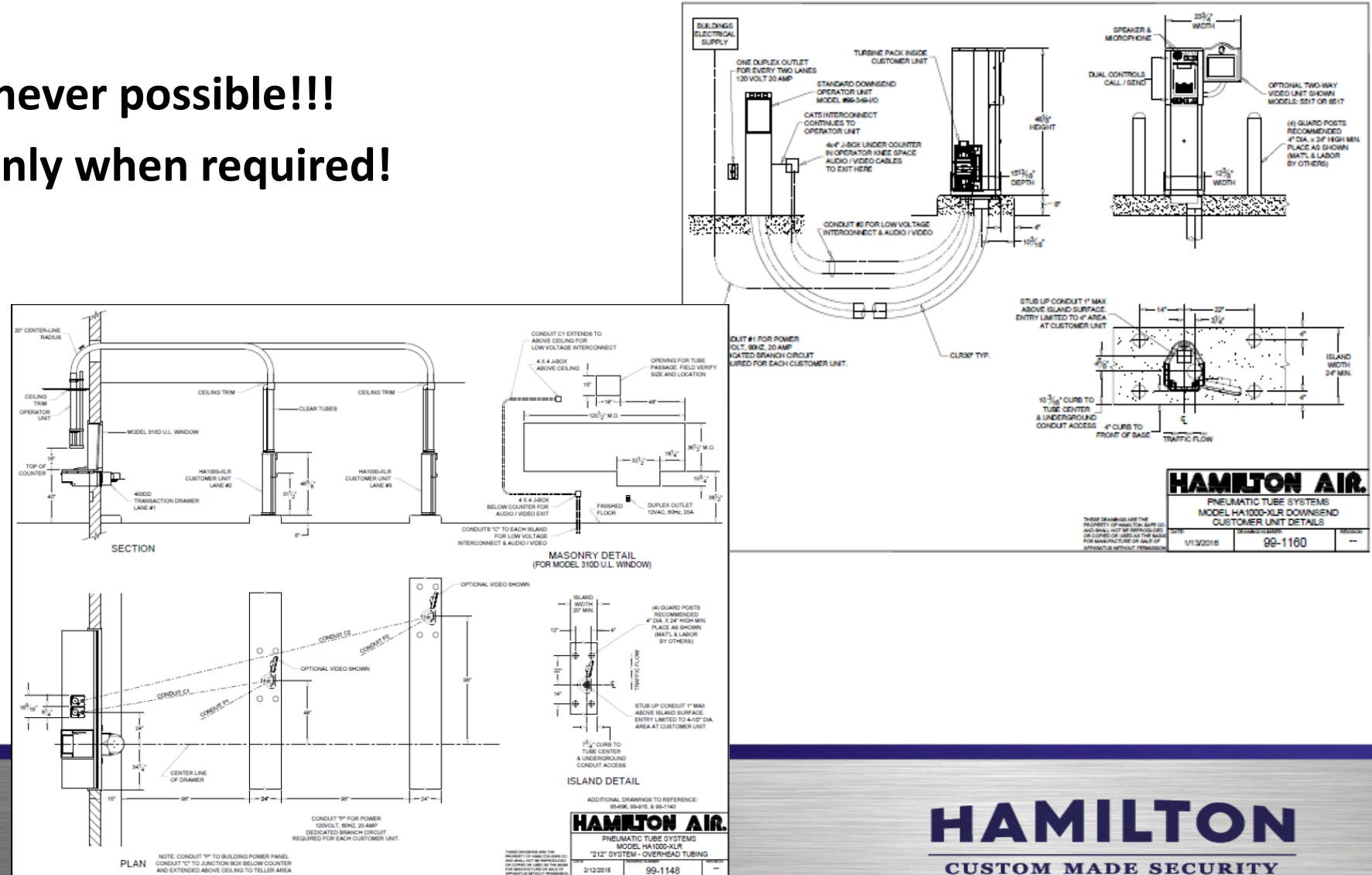
## 2. How many Lanes

- Where is the ATM lane?
- Is the first lane going to be a deal drawer?
- Stacked?

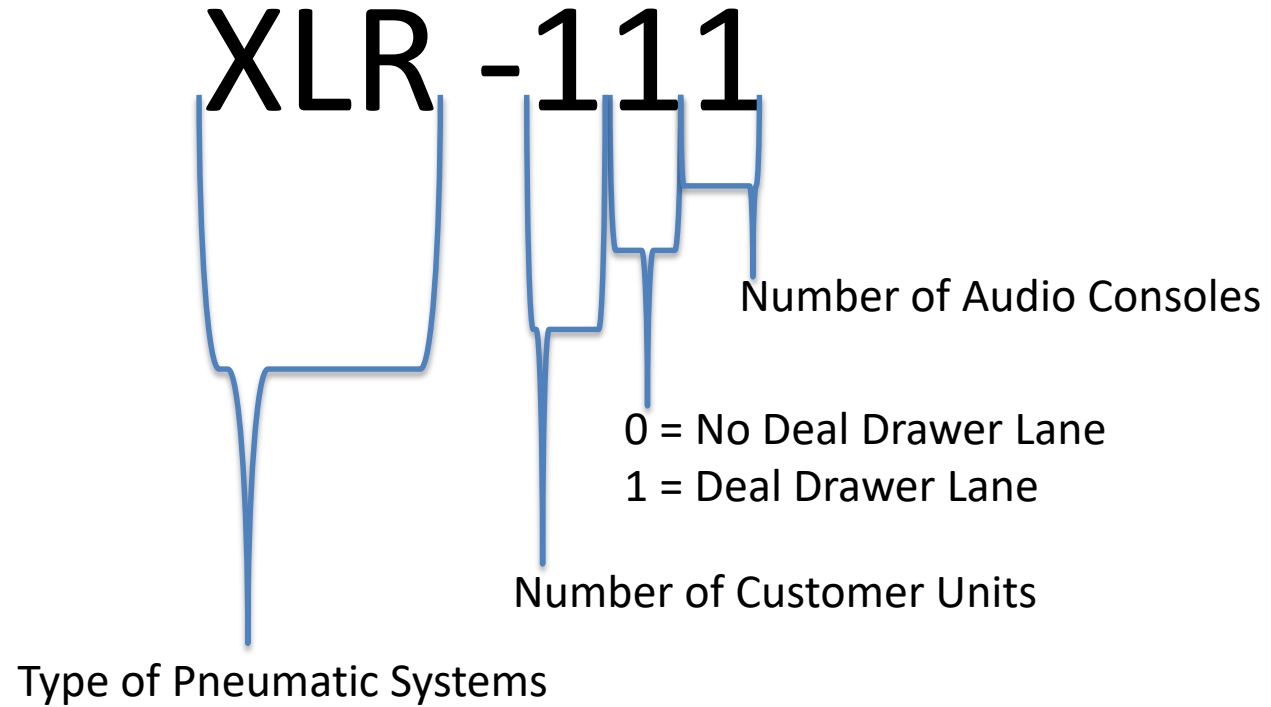


# 3. Use Overhead or Underground

- Overhead whenever possible!!!
- Underground only when required!



# Drive up Methodology





# Drive Up Methodology Cont.

## Things to Know:

- First two numbers = total number of lanes
- May need larger matrix (2,4,8,12)
- Middle number also provides additional tubing information

XLR-111      XLR-112

XLR-202      XLR-212

XLR-302      XLR-312

XLR-402      XLR-412

# How to Order Drive-Up 101 : Back to the Basics

Oct 12, 2021 12:00 PM EDT

Registration link found on Dealer Portal



# Did you know Hamilton has...

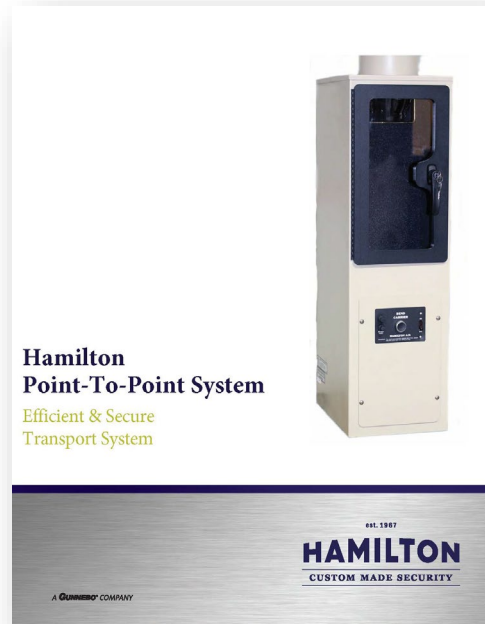
- XLR Riser Plate
- License Plate Camera
- Color or UVC Light Kits for XLR
- Door Bucks
- Access Control through ICT
- DVR / NVR through March Networks & Verint
- We can co-brand marketing materials
- PARTS PARTS PARTS



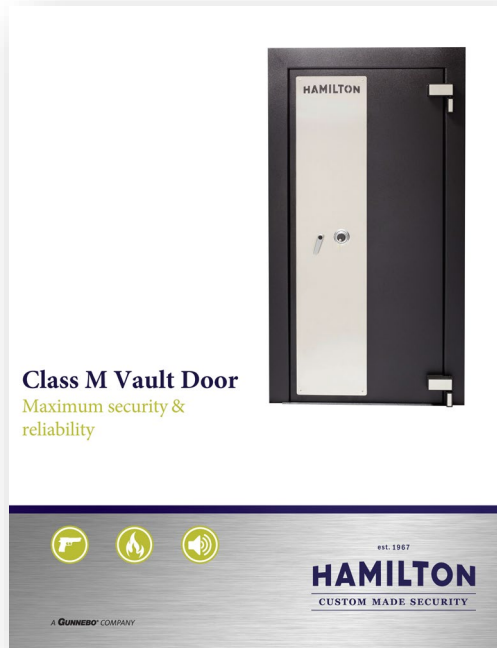
# NEW Photography



# New & Updated Brochures



NEW Point-To-Point



NEW Class M Vault Door

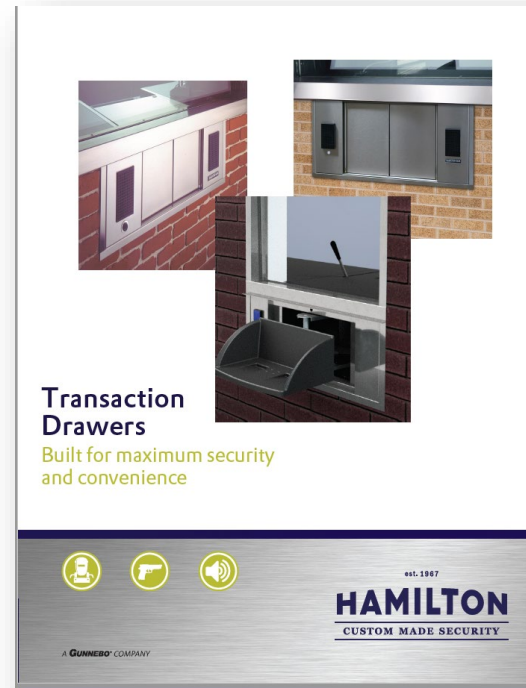


NEW LEADER Lock

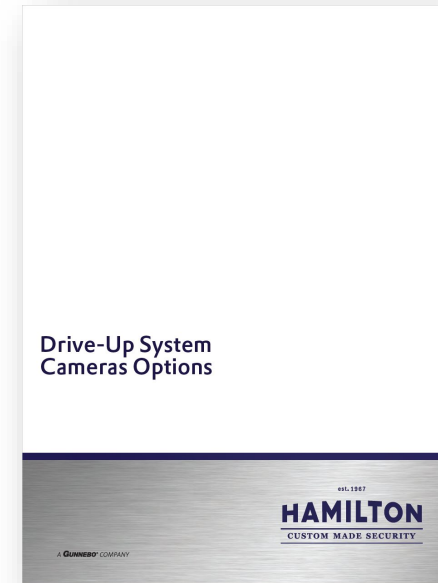
# COMING Brochures



NEW Weapons Safe



Updated Transaction Drawers



NEW Drive-Up Camera Options

# Co-branding

## Authorized Channel Partner Guidelines

### ROUTE TO MARKET

Channel partners play an important role in implementing and displaying our brands.

### CONSISTENCY

Structured guidelines will help to have our brands displayed correctly in all media channels.

### PART OF THE BRAND PROFILES

The guidelines are an extension of the brand profiles and the brand graphical guidelines and reflects the essence of each brand.

### CONCEPT BROCHURE

Front Cover



Back Cover



Channel Partner logo goes here

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# HAMILTON

AUTHORIZED CHANNEL PARTNER

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- ***98RH and 80UC***
- ***Innovative Custom Solutions***
- ***Channel Partner Portal***
- ***Parts***
- ***Concierge Team***





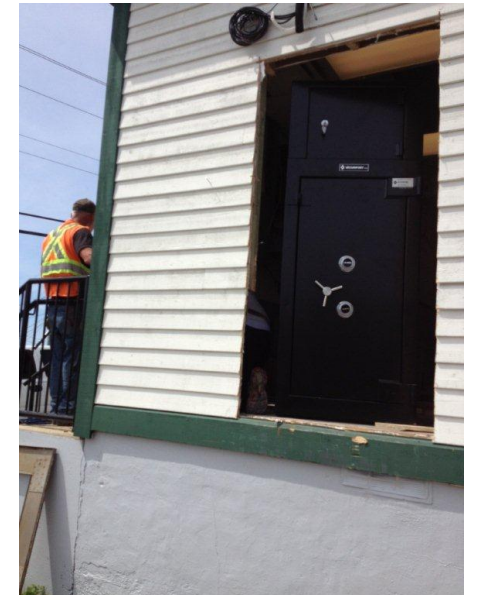
With Hamilton's 98RH, you can replace virtually any night head without having to replace the safe.

- › 98RH depository head is UL Listed
- › Stainless steel all weather construction
- › Does not require structural changes to the building or masonry
- › Replaces Mosler, LeFebure, Diebold and other brands
- › Ideal upgrade where UL specifications must be met
- › Provides substantial cost savings as you don't have to replace the chute and safe



# *What to look for....Top 5*

Obstructions/Wood Floors/Single Doors/Basements



# *What to look for.....Top 5*

## Heritage Buildings

- Permit Requirement
- City/Town Council Approval
- Clear Opening Modification
- Local Restrictions



# *What to look for....Top 5*

## Renovations

- Perfect timing
- Funds are being spent on the branch



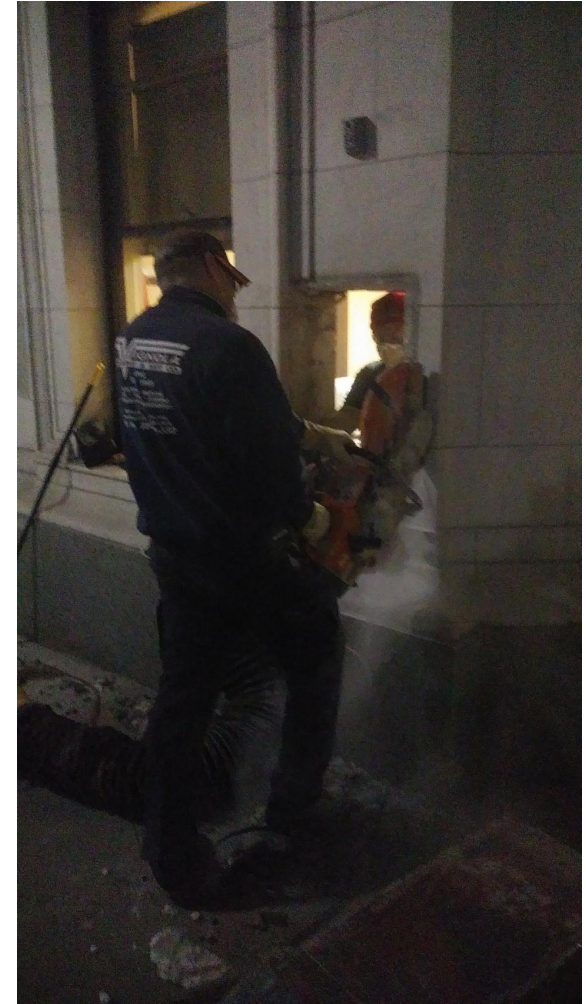
# *What to look for....Top 5*

## Customer Budget Restrictions or Constraints

➤ “I really am not interested in investing in new Night Drops for my branch network”

### Reminder

➤ The time of year when Departments must use their annual budget is fast approaching



# What to look for....Top 5

## Leverage Relationship with Service Tech's

- Tool for making Customer aware of ongoing issues
  - Service events
  - Customer complaints
  - Increased downtime
  - Tech expertise – repair versus replace

GUNNEBO SECURITY INC.					
EQUIPMENT REPLACEMENT RECOMMENDATION					
GUNNEBO BRANCH:	Brampton			QUOTE #:	
				DATE:	
CUSTOMER NAME:	BLJC-CIBC				
CUSTOMER CONTACT:					
ADDRESS:					
TRANSIT OR STORE#: (if applicable)					
DATE OF SERVICE:					
SERVICE REFERENCE#: (Gunnebo work order CD)				BLJC WO#:	
EQUIPMENT:					
SERIAL #:				MODEL#:	
REASONS FOR REPLACEMENT RECOMMENDATION:					
OTHER COMMENTS:					

# Night Depository Replacement Guide



**Diebold – Cashgard**  
Replace With: 80UC  
Kit: B6883  
Instructions: N/A

**Fortis – AHD106**  
Replace With: 80UC  
Kit: N/A  
Instructions: N/A

**Fortis – AHDR 509**  
Replace With: 98RH  
Kit: N/A  
Instructions: N/A

**Hamilton – 68F**  
Replace With: 98RH  
Kit: N/A  
Instructions: N/A

**Hamilton – 67R**  
Replace With: 98RH  
Kit: N/A  
Instructions: N/A



**Hamilton – 68B**  
Replace With: 98RH  
Kit: N/A  
Instructions: N/A

**Mosler- American**  
Replace: 98RH  
Kit: B6379  
Instructions: 08-328

**Mosler – C77-DF**  
Replace With: 98RH  
Kit: B6387  
Instructions: Doc #08-329

**Mosler – C77-DR**  
Replace With: 98RH  
Kit: B6394  
Instructions: Doc #08-330

**Mosler – C77- ER**  
Replace With: 98RH  
Kit: N/A  
Instructions: N/A



**Mosler – Century**  
Replace With: 98RH  
Kit: 96-470  
Instructions: Doc #08-331

**Mosler Magna Dual**  
Replace: 80UC  
Kit: 96-450  
Instructions: N/A

**Mosler – Universal**  
Replace With: N/A  
Kit: N/A  
Instructions: N/A

**National – Flush**  
Replace With: 98RH  
Kit: N/A  
Instructions: N/A

**National-Recessed**  
Replace With: 98RH  
Kit: N/A  
Instructions: N/A



**Security Corporation – ND-11**  
Replace With: 98RH  
Kit: 96-448  
Instructions: N/A

**SSE**  
Replace With: 80UC  
Kit: N/A  
Instructions: N/A

**SSE – Replacement Head**  
Replace With: N/A  
Kit: N/A  
Instructions: N/A

**Kumahira – ND-61**  
Replace With: N/A  
Kit: N/A  
Instructions: N/A

**Securifort**  
Replace With: 98RH-20  
Kit: 14-012-CANADA  
Instructions: 14-012 USA

Night Depository Replacement 2021 final.pdf - Adobe



**National – Flush**  
Replace with: 98RH  
Kit: N/A  
Instructions: N/A

**National – Recessed**  
Replace with: 98RH  
Kit: N/A  
Instructions: N/A

**Chubb "T" Trap**  
Replace with: 98RH-20  
Kit: 96-798 CANADA  
Kit: 96-959 USA

**TANN-NDH-100**  
Replace with: 98RH-20  
Kit: 96-919 CANADA  
Instructions: N/A

**Chubb – Citadel c6**  
Replace with: 98RH-20  
Kit: 96-813 USA  
Kit: 96-794 CANADA



**MGM**  
Replace with: 98RH-20  
Kit: 96-705  
Instructions: N/A

**American 85-Short (Waco)**  
Replace with: N/A  
Kit: 14-005 CANADA  
Kit: 14-006 USA

**American 85-ADANAC**  
Replace with: 98RH-20  
Kit: 96-963 ADANAC USA  
Kit: 96-922 CANADA

**Diebold Polaris Over and Under**  
Replace with: 98RH-20  
Kit: 96-824 CANADA  
Instructions: USA N/A

**Diebold Polaris Side by Side**  
Replace with: 98RH-20  
Kit: 96-802 CANADA  
Instructions: USA N/A



**Chubb "Q"**  
Replace with: 98RH-20  
Kit: 96-830 USA  
Kit: 96-758 CANADA

**Diebold Securomatic Trap**  
Replace with: 98RH-20  
Kit: 96-757 CANADA  
Kit: 96-890 USA  
Instructions: 96-757

**Chubb "Q" Envelope (Right Side)**  
Replace with: 98RH-20  
Kit: 96-939

**Chubb "Q" Without Brass Trim**  
Replace with: 98RH-20  
Kit: 96-862

**T With Lower Locker**  
Replace with: 98RH-20  
Kit: 14-029 CANADA (With Lower Locker)  
Kit: 14-030 USA (With Lower Locker)  
Kit: 14-037 (Lower Locker Only)  
Kit: 96-798 CANADA (With Out Lower Locker)  
Kit: 96-959 USA (With Out Lower Locker)  
Kit: 96-973-TRIM (trim only)  
Kit: 96-972 (Locker cover only)

**Diebold Polaris Over and Under with Clearing Safe**  
Replace with: 98RH-20  
Kit: 96-956  
Instructions: USA N/A



**Eagle 103**  
Replace with: 98RH-20  
Kit: 14-180

**J-head**  
Replace with: 98RH-20  
Kit: 14-181

**Fortis 5084**  
Replace with: 98RH-20  
Kit: 14-188

**ACCESS**  
Replace with: 98RH-20  
Kit: 96-960  
Instructions: N/A

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## Night Depository Replacement Heads– “Best in the Class” for replacement solutions

- Replace existing night head without replacing the safe, housing etc..
- UL Listed
- Stainless-steel all-weather constructions
- Doesn't require structural changes to the building or masonry
- We can replace Mosler, LeFebure, Diebold and other brands
- Replacement guide can be found on the Channel Partner Portal



**Lefebure - 101**  
Replace With: 98RH  
Kit: N/A  
Instructions: N/A



**Lefebure - 201**  
Replace With: 98RH  
Kit: N/A  
Instructions: N/A



**Lefebure - 312**  
Replace N/A  
Kit: N/A  
Instructions: N/A



**Lefebure - 412**  
Replace 80UC  
Kit: B6883  
Instructions: N/A



**Lefebure - 577**  
Replace N/A  
Kit: N/A  
Instructions: N/A



**Lefebure - 612**  
Replace With: 98RH  
Kit: B6357  
Instructions: Doc #08-327



**Mosler Magna Bag Only**  
Replace With: 98RH  
Kit: B6379  
Instructions: 08-328



**Allied - Nightwatch Dual**  
Replace With: 98RH  
Kit: 96-440  
Instructions: N/A



**American Vault - 85**  
Replace With: 80UC  
Kit: B6883  
Instructions: N/A



**Chubb/Diebold-Citadel**  
Replace With: 80UC  
Kit: N/A  
Instructions: N/A



**Collier - ND1000**  
Replace With: 98RH  
Kit: 96-449  
Instructions: N/A



**Collier - ND2000/ND2010**  
Replace With: 80UC  
Kit: 96-475  
Instructions: N/A



**Diebold Eagle Bag Only**  
Replace With: 98RH  
Kit: Not Needed  
Instructions: N/A



**Diebold - Eagle 103 Dual Flush**  
Replace With: 98RH  
Kit: None Needed  
Instructions: Doc #08-326



**Diebold - Eagle 103 Dual Recessed**  
Replace With: 98RH  
Kit: N/A  
Instructions: N/A



**Diebold - Polaris Flush**  
Replace With: 98RH  
Kit: B6358  
Instructions: Doc #08-325



**Diebold - Polaris Flush Bag Only**  
Replace With: 98RH  
Kit: None Needed  
Instructions: N/A



**Diebold - Polaris Recessed**  
Replace With: 98RH  
Kit: B6406  
Instructions: N/A



**Diebold - Securomatic**  
Replace With: 80UC (98RH)  
Kit: 96-451 (B10374)  
Instructions: Doc #08-323



Manufacturers and providers of the latest in drive-up systems, modular vaults, vault doors, night depositories, physical security containers, alarm systems, safe deposit boxes, cash management and surveillance equipment.

7775 Cooper Road | Cincinnati, OH 45242  
Phone 513.874.3733

[hamiltonsecurity.com](http://hamiltonsecurity.com)



# *Hamilton is Custom/Innovation Made Security*







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# *Hamilton is Custom/Innovation Made Security*



# Channel Partner Portal

- Quote Requests
- Drawings
- Pricing – Constantly Updated
- News
- Contact Information
- Sales Collaterals
- Webinars

All the tools you need to be successful

The screenshot shows the Hamilton Channel Partner Portal website. At the top, there is a navigation bar with the Hamilton logo (est. 1967, CUSTOM MADE SECURITY) and links for HAMILTON UNITED, INDUSTRY, SOLUTIONS, RESOURCES (underlined), ABOUT US, MEDIA ROOM, and CONTACT US. The main content area features a large heading: "Welcome to the Hamilton Channel Partner Portal". Below this, a paragraph states: "The purpose of this site will be to keep you up to day with PRICING, NEWS, UPDATES, UPCOMING EVENTS, WEBINARS, TRAININGS, and so much more. So let's get started! Remember to look at the right hand column for navigation to better help you find what you are looking for." A prominent red text announcement reads: "Important NEWS Click here for NEW APRIL 2021 PRICING". Below this, it says "Will take effect April 15, 2021" and "4.29.2021 New Revised Cash Management Brochures". On the right side, there is a "Dealer Home" sidebar with a list of links: Online Quote Forms, Authorized Channel Partners, Price Lists, Hamilton Office Directory, Concierge Team, NEWS, Tech Support, RMA Submission Form and Policy, Brochure & Product Update Collections, Webinars, Cash Management Toolkit, Media, Change Password, and 2020 Virtual Channel Partner Conference Recap.







# Parts Department

- In 2020 we shipped over 12,000 parts orders
- We stock over 1,000 parts
- We stock common Diebold parts
- In August 2021 the average order shipped in 1.12 days
- Let us know if we are missing a competitor's parts
- Let us be your single source

## Competitor Replacement Parts



Keypad, Operator Control Panel, VAT 23, 30/EA 10, Upsend  
#HN31019298000A  
Cost: \$160.00



Assembly, Microphone one B16 Teller Console  
#HN39014407000A  
Cost: \$167.00



Microphone, Gooseneck Electret, Unidirectional  
#HN39011460000A  
Cost: \$140.00



Seal, Bottom Diebold VAT21, 10, 23, 30  
#31018884000A  
Cost: \$13.00



Door Assembly, Diebold VAT21  
#21019626000A  
Cost: \$60.00



Assembly, 2-Way CCTV, Teller Unit, Replacement Display  
#HN41017377000A  
Cost: \$834.00



Microphone, element, dynamic with rubber boot  
#HN11034857000A  
Cost: \$18.25



Assembly, Microphone VAT, Rev A & others  
#HN31020273000A  
Cost: \$57.00



Microphone, Windscreen in charcoal  
#HN1103 8173000A  
Cost: \$8.00



Diebold VAT 24VDC Motor  
#41-018791-0-008  
Cost: \$240.00



VAT-23 Door Bar Kit  
#HN21019772000B  
Cost: \$50.00



VAT 30 Turntable Motor Kit, Round Motor Shaft and Coupling  
#HN41018473000A  
Cost: \$265.00



Keypad, Customer Control Panel, VAT 21, 23, 30/EA 10 New Style, Rev D & others  
#HN31020783000D  
Cost: \$108.00

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# *Concierge Team*

Every Channel Partner has a dedicated Concierge Team Member

The Concierge team's role at Hamilton.....

- Checking the status of an order
- Providing ship dates
- Quotes
- Parts – part orders and/or helping determine what part you need
- Processing RMAs (returned goods)
- Helping you get connected to the individuals at Hamilton to further assist with any of our Solutions
- Anything else you need help with!

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# Cash Management 2021

# Cash Management Updates

- Cash Management Retail
  - Markets
  - Solutions
- Financial Institution Focus
  - Migrating Commercial Transactions

# Gunnebo US Cash Management 2021

- Record growth
- Cash Management Dominicana (JDP)
  - \$2,000,000+ order
    - 150 Obolus Plus (D6)
    - 50 SCDeluxe Plus
- 427 CM Safe sales through Aug 2021
  - R7, TCR7, Obolus Plus (D6), SCDeluxe Plus



# Cash Management Retail

## Markets

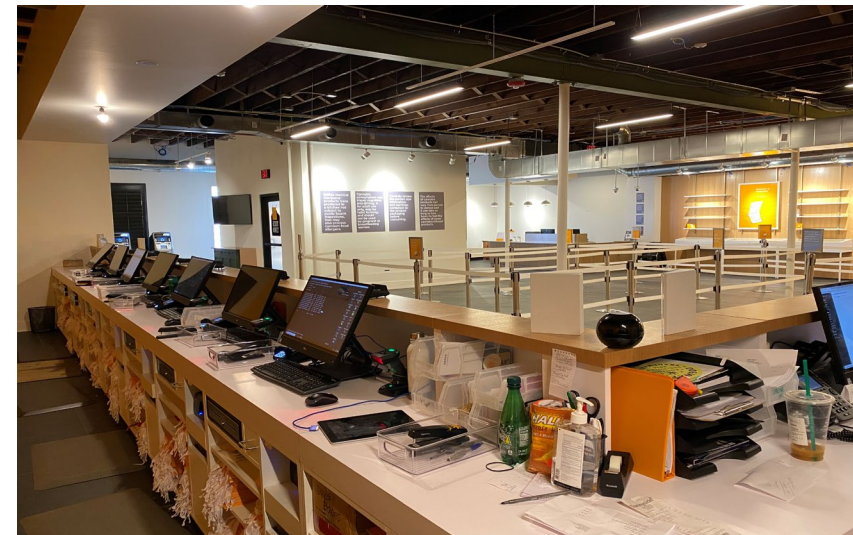
- Cannabis
  - Recycling and Deposit
- Retail business with hourly employees
- Traditional
  - Restaurants, Fast Casual, C-Store...
- Non-Traditional
  - Medical, Clothing, Small Business, Goodwill, School Districts

## Drivers

- Cash is King
  - more cash was being held through the pandemic
  - payments are changing
  - cash is not going away
- Workforce Shortage
  - Everyone is trying to do more with less workforce
- Coin Shortage of 2020
  - Brought a focus on cash and what is needed to run their business

# Cannabis Recycling

- Adult Use Dispensaries
  - AZ, CA, CO, MI, MA
- Medical Dispensaries
  - AZ, CA, CO, MI, MA, OH
- Distribution
  - CA



# Solutions – Retail Deposit



Pro S



Deluxe



Deluxe Plus



D6 Plus



# Solutions – Retail Recycling



R7



RS7



RS3



SafePay



## Present RoadMap Overview

R7  
Commercial Recycler



### Commercial Recycler

- Note and coin recycling
- 17,000 note and 10,000-coin capacity
- State-of-the-Art Technology
- High Security, UL rated

TCR  
Teller Cash Recycler



### Teller Cash Recycler

- Note Recycler
- Ergonomic Design
- 17,000 note capacity
- State-of-the-Art Technology
- High Security – UL rated

SafeCoin D900  
Coin roll Solution



### Coin Roll Dispenser

- Dispense up to 8-coin roll denominations
- Interface: Touchscreen, printer, card reader.
- Security: Business hours
- Options:
  - Note dispenser, up to 6 cassettes
  - Coin dispense (loose & rolled)
  - Custom branding

Smart Deposit  
SD1  
Bag Deposit solution



### Smart Depository

- Automizing the bag deposit process
- Multiple safe sizes available, capacity between 40-120 bags
- UL rated safe and night head
- Interface: Printer and barcode/QR code

SafeBag CLX-S  
Commercial Locker Solution



### Commercial Locker

- 24/7 Self-service
- Transfer safe + bag deposit
- Interface: Touchscreen console/GUI and printer
- Front and rear load options
- Security: Business hours

Smart Deposit  
SD2  
Bag Deposit solution



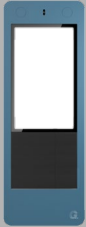
### Smart Depository

- Automizing the bag deposit process
- One size safe; capacity between 40-60 bags
- Business hours safe
- Interface: Printer and barcode/QR code



## Future RoadMap Overview

**Z1k**  
Information Kiosk



**Information Kiosk**

- Advertisement / Interaction terminal
- Base 32" Touchscreen
- ADA compliant
- Optional:
  - Camera
  - Speakers

**Base of all Zillion products**


**Z1ce**  
Combi CoinRoll & Envelop



**Combi - Coinroll + SafeBag**

- See spec of both machines


**Z1c**  
Coin roll Solution



**Coin roll dispenser**

- Up to 8 denominations
- Optional:
  - Note dispenser, up to 6 cassettes
- Interface:
  - QR and Printer
  - POS and Printer
- Webshop

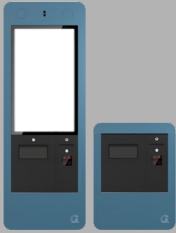
**Z1sl**  
Smart Lock system



**Smart Locker System**

- Up to 40 lockers
- Security: TBD
- Interface: QR and Printer
- Optional: SafeBag (See Z1e)
- 10 lockers / Column
- Front load & Pickup
- 1-2 Columns left (Left hinged)
- 1-2 Columns right (Right hinged)

**Z1e**  
SealBag Solution



**SafeBag/Envelop deposit**

- Interface:
  - QR and Printer
- Outdoor solution
- Without Screen
- Safe CEN L-III

# Zillion The Future of Commercial Transactions



Z1K



Z1C



Z1E



Z1CE



Z1SL



D1C+

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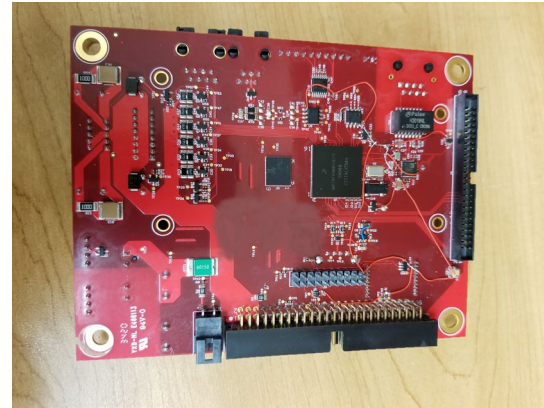
Product Innovation  
with Todd Lefevers

# Product Innovation Videos with Todd



# HUBS Board

- Diagnostics
- Logging
- Communication
- Monitoring
- Metrics for analytics
- Dashboard





**NEW**

**Manual  
Deal  
Drawer**



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CUSTOM MADE SECURITY



# Manual Deal Drawer

- Bucket Size: 6"H x 9.5"D x 13"W
- Stainless Steel Exterior Finish
- Simple to Service
- Better Doors
- Adjustable Drawer Extension
- Plug and Play Audio
- Heater Addon



**NEW**

# Hamilton Dead-Bolt Electronic Lock



# EM35-50 Dead Bolt Lock

- One Manager
- Nine Users
- Time Delay
- Low Battery Warning
- 63 Audit Events
- Dual Control Option
- Silent Alarm Option



**NEW**

# Depository Head



# UL Depository Head

- Weather Resistance
  - Replaceable Bucket Stainless
  - Built In Bucket Assist
  - 1 ½" Lower Handle Height
  - Increased Security
  - Envelope Storage
  - Smoother Operating Mechanism
  - Thru Axel
  - Electronic Combination Lock
- Can Be Used
  - Stainless Bucket
  - Improved Bellows
  - If it Fits it Ships



# Refreshed

# Audio

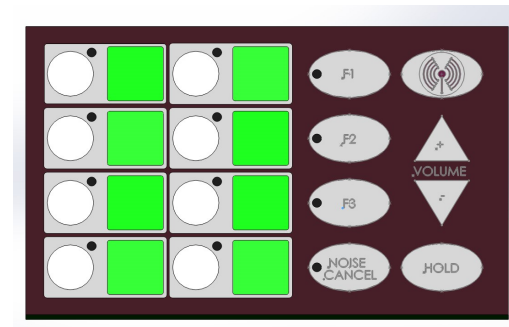
# Video



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# Audio and Video

- Audio Enclosure
- Key Pad
- Video 10.4 increasing to 12.1
- Same overall size





**NEW**  
**Class M**  
**Security**  
**Door**



# Class M Security Door

- Class M UL Security Door
- Three-Hour Fire Rating (UL 10B, UL 10C, NFPA 252 - Test Methods)
- 36"W x 78"H Clear Opening
- Internal Escape Mechanism
- Single Combination Locks Standard – Optional Dual Locks
- Finish: Stainless Steel and Textured Black Paint
- Optional : Timelock and Electronic Combination Lock



**NEW**

# Safe Deposit Box



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CUSTOM MADE SECURITY

# Safe Deposit Boxes

- Custom and SS Series use ½” Formed Stainless Doors
- Piano Hinges – Plated Black
- Number Plates – Metal Gold In Color Black Numbers
- Casings Universal Design Custom, SS Series, And Lockers Share Common Casing Design
- 3” High Door Is The Same For SS Series and Custom
- 5” High Doors are Same for All
- All Hinges Are Single Non Handled
- Doors Are Non Handled With Number Plates On Centerline

# Entrance Control Updates



# Entrance Control Updates

- Revised Center Dividing Wall to Place Glass Channels on Exit Side
- Header Panel Design and Thickness Was Changed to Improve Appearance
- Improved Serviceability of Internal Door Closer With Larger Access Panel
- Reduced Glass Size Dimensions to Allow for UL Glass Tolerances
- Reinforced the Top Rails to Support BR Ceiling Panels
- Reinforce Bottom Rails to Prevent Deforming the Channels When Anchoring to Slab



# RETESTING

**Steel Safes**  
**Vault Doors**  
**Vault Panels**

# Updated Design Vault Doors





# UL Vault Doors

- Class 1,2, & 3UL Security Door
- Three-Hour Fire Rating (UL 10B, UL 10C, NFPA 252 - Test Methods)
- 36"W x 78"H Clear Opening
- Internal Escape Mechanism
- Dual Combinations Standard
- Finish: Stainless Steel and Textured Black Paint
- Three Movement Timelock
- Optional High Security Electronic Lock



# Updated Design

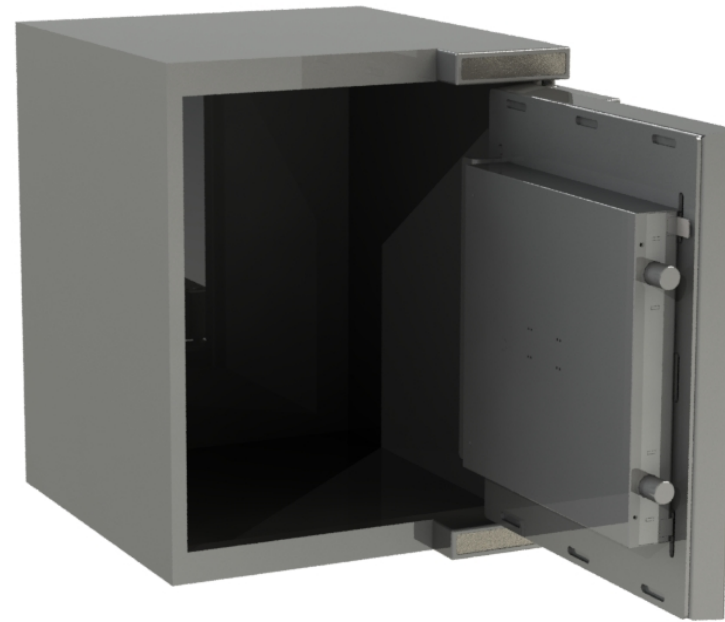
# Vault Panels

Class 1 – 4” Thick (30-Minute UL Rating)

Class 2 – 6” Thick (60-Minute UL Rating)

Class 3 – 10” Thick (120-Minute UL Rating)

# Updated Design Steel Safes



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***In Closing***

# 2021 Survey

## 2021 Channel Partner Forum Survey

[Home](#) / [Dealer Home](#) / [2021 Channel Partner Forum](#) / [2021 Channel Partner Forum Survey](#)

### Welcome the 2021 Channel Partner Forum Survey!

Please complete the survey below. All questions reach out to Kristy Stagg at [kristy.stagg@gunnebo.com](mailto:kristy.stagg@gunnebo.com).

Email\*

What did you like most about the virtual channel partner forum?

What did you like least about the virtual channel partner conference?

What would you like to see at the 2022 Channel Partner Event in April?

What was your thoughts about the LIVE Cannabis Conversation?

How likely are you to attend one of our events in the future?

### Dealer Home

- > [Online Quote Forms](#)
- > [Authorized Channel Partners](#)
- > [Price Lists](#)
- > [Hamilton Office Directory](#)
- > [Concierge Team](#)
- > [NEWS](#)
- > [Tech Support](#)
- > [RMA Submission Form and Policy](#)
- > [Brochure & Product Update Collections](#)
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- > [Cash Management Toolkit](#)
- > [Media](#)
- > [Change Password](#)
- > [2020 Virtual Channel Partner Conference Recap](#)

2022

# Channel Partner Conference



## SAVE THE DATE

Channel Partner Conference  
April 11-13<sup>th</sup>, 2022  
Cincinnati

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