

## Intel, Verifone, and Intuiface Launch Grab & Go Markets For Multifamily Apartment Communities

**Industry-leading technologies help turn underutilized space into new income opportunities for hospitality operators and property owners.**

### Technologies

- Intel® Silicon Products
- Intel® Distribution of OpenVINO™ Toolkit
- Verifone Wall-Mounted Self-Order Kiosks

### Executive Overview

Advances in processor performance and reliability are driving an ongoing revolution in Artificial Intelligence that's changing the fundamentals of business operations—and that's as true in the Hospitality industry as anywhere else. Intel, Verifone, and Intuiface are teaming up to provide hosts with new capabilities that enable them to provide a better guest experience for their customers. Now hotels, resorts, and other properties can roll out automated facilities that deliver a wide range of goods and services to their guests and residents. Industry specialists can handle design, implementation, and ongoing management, freeing hosts to concentrate on their primary job, while at the same time reducing costs and generating new profit opportunities.

### The Business Challenge

Real estate investment trusts (REITs) that operate multiple multifamily communities are constantly seeking new growth and revenue opportunities. Three facts are true for most multifamily properties. First, most properties contain unused space in public areas, such as lobbies and community social rooms. Second, properties can increase the level of hospitality and service that they provide for their residents by offering in-house grab & go food, beverages, and basic sundries on their properties, powered by self-service checkout kiosks. This in-house, grab & go service is often referred to as a “micro-market.” And third, an in-house grab & go micro-market taps a new revenue stream without increasing overhead costs.

### The Solution

Transform underutilized spaces into high-margin profit centers with an unstaffed, self-service, grab & go market solution. Across the industry, grab & go market solutions on-site have seen up to \$10K per month in net income, with up to 40% margins.

A successful grab & go micro-market must meet a specific set of criteria:

- The market modules must leverage space that already exists and is underutilized (in order to avoid the costs and time needed to build or renovate new space).
- Facilities have to be highly attractive and upscale to draw residents to them; they also should be convenient and centrally located.
- Facilities must be safe and secure.
- Facilities will not be staffed, which means residents have to be able to easily select merchandise, scan the product, and pay.
- The facility needs to accept a range of credit cards, as well as mobile tap-n-go device applications (and must provide a receipt if desired).



In addition, each solution needs to meet a rigorous list of business requirements:

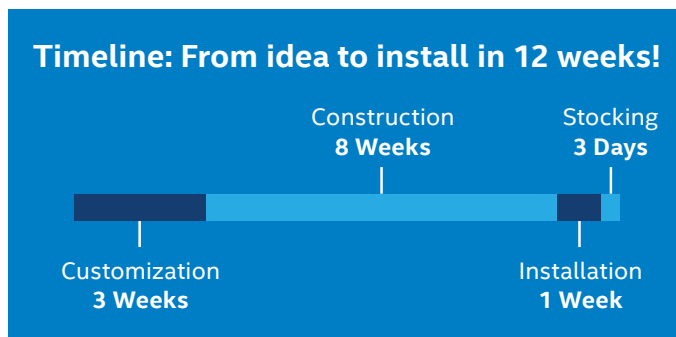
- It must be economically sound, with low overall costs and risk.
- It must be customized to fit the available open space in each property.
- It needs to offer a wide selection of food, drinks, and sundries.
- It needs to support automated refill and ordering.
- Results must be measurable via robust back-end monitoring tools.
- It needs to be able to be installed quickly (and designed for fast removal later, if required).

To meet these needs, the center of the cost-savings solution can be a Verifone self-checkout kiosk featuring Intuiface software and Intel technology. This type of kiosk experience allows residents to select food, drinks, and sundries from the shelves, scan the merchandise, and pay at Verifone's self-checkout, wall-mounted kiosk. A receipt can be emailed to the customer if they choose. Implemented overnight, the kiosk can start generating revenue the very next day.

Using the Verifone self-checkout kiosk to support this micro-market, properties can eliminate the requirement for additional staff, drastically reducing operating costs and streamlining the shopping experience for customers.

"Verifone is proud to provide the self-checkout industry with our Intel-based, Grab-N-Go kiosk solution. Our kiosks are purpose-built to streamline the checkout process while reducing the need for additional staff and increasing hotel profits," said Frank Yoder, Verifone's Kiosk Product Manager.

Plus, Verifone kiosks can incorporate the Intel® Distribution of the OpenVINO™ Toolkit, which enables businesses to build advanced Artificial Intelligence capabilities into their systems—a critical feature for tomorrow's customer-facing applications.



Typical timeline for a Verifone Grab-N-Go launch.

## Verifone®

### About Verifone

Verifone's mission is to make it simple to revolutionize customer journeys by providing a single, unified, global platform that enables a seamless payment experience—anywhere, anytime, with any payment method. Verifone consistently solves the world's most complex payment challenges, and there's a reason why a remarkable 46% of global non-cash transactions are processed on Verifone systems and solutions. Customers can select from a wide array of globally popular physical payment terminals, such as POS devices, self-order kiosks, kitchen management systems, pump EMV, and more. Verifone also offers an array of world-class Verifone Cloud Services, making them a trusted one-stop payments partner.

As an Intel® Solutions Alliance Partner, Verifone is ideally positioned to take advantage of Intel® IoT Market Ready Solutions program. These rapidly scalable, end-to-end solutions, built on Dell systems featuring Intel® Core™ processors, provide solid business results today and lay the foundation to enable even more intelligence for tomorrow.

To learn more about Verifone, visit [www.verifone.com](http://www.verifone.com). To view Verifone's current kiosk models visit <https://www.verifone.com/en/us/kiosks-unattended>.

## intel®

### About Intel

The kiosks used for the Verifone Grab-N-Go micro-market kiosks are powered by Intel® Core™ 9th generation processors. Long the world leader in processor innovation, Intel provides the performance and reliability needed for highly responsive customer interactions, delivering a great guest experience. Intel technology enables new features and capabilities as they are developed, thereby future proofing systems. And built-in security features help ensure safe transactions and operation.

At its heart, hospitality is a people business that specializes in comfort, service, and memorable experiences. At the same time, more and more of the business of hospitality is taking place online, on mobile devices, and across social networks—from browsing to booking, and from check-in to checkout.

As a result, today's owners and operators are leveraging technology to better market their properties, enhance operational performance, improve their guest experiences, and much more. Plus, IT can improve service while cutting costs thanks to remote management and maintenance capabilities made possible by Intel® Active Management Technology.

Intel Solutions for hospitality include:

- Digital Signage: Communicate with shoppers in real time.
- POS: Personalize the point of sale.
- Kiosk: Attract customers and promote sales.
- Vending: Modern, intelligent vending systems.
- Retail Ecosystem: A secure platform powering a range of smart solutions.
- Responsive Retail: Adapt to changing customer preferences.

To learn more about Intel, visit [intel.com](https://intel.com).



## About Intuiface

Verifone takes advantage of industry leading Intuiface software to effectively and efficiently build the customized, sophisticated customer interface for the Grab-N-Go markets. Intuiface is the market's only no-code platform dedicated to the creation, integration, deployment, and analysis of interactive digital experiences for physical spaces.

Used by thousands of companies large and small, Intuiface ensures optimal performance and reliability. It is ISO 27001 certified, ensuring the security of shopper personal data, while its no-code approach to content creation cuts development costs by up to 80%.

As an Intel Solution Alliance Partner, Intuiface is part of the Intel® AI: In Production program. As such, it has access to a wide ecosystem focused on reducing complexity, promoting partner offerings, and increasing collaboration between Intel's partners for AI at the Edge. Advanced software toolkits and developer kits enable rapid deployment, resulting in fast scaling that reduces time to market—and to profitability.

To learn more about Intuiface, visit [intuiface.com](https://intuiface.com).



Performance results are based on testing as of May 2020, and may not reflect all publicly available security updates. See configuration disclosure for details. No product can be absolutely secure. Software and workloads used in performance tests may have been optimized for performance only on Intel microprocessors. Performance tests, such as SYSmark and MobileMark, are measured using specific computer systems, components, software, operations and functions. Any change to any of those factors may cause the results to vary. You should consult other information and performance tests to assist you in thoroughly evaluating your contemplated purchases, including the performance of that product when combined with other products. For more complete information, visit [intel.com/benchmarks](https://intel.com/benchmarks).

Intel technologies' features and benefits depend on system configuration and may require enabled hardware, software or service activation. Performance varies depending on system configuration. No computer system can be absolutely secure. Check with your system manufacturer or retailer or learn more at [intel.com](https://intel.com).

Intel's compilers may or may not optimize to the same degree for non-Intel microprocessors for optimizations that are not unique to Intel microprocessors. These optimizations include SSE2, SSE3, and SSSE3 instruction sets and other optimizations. Intel does not guarantee the availability, functionality, or effectiveness of any optimization on microprocessors not manufactured by Intel. Microprocessor-dependent optimizations in this product are intended for use with Intel microprocessors. Certain optimizations not specific to Intel microarchitecture are reserved for Intel microprocessors. Please refer to the applicable product User and Reference Guides for more information regarding the specific instruction sets covered by this notice.

Intel, the Intel logo, and other Intel marks are trademarks of Intel Corporation or its subsidiaries.

Other names and brands may be claimed as the property of others.

© 2020 Intel Corporation

Printed in USA. 2020 ACG5968CPS ♻️ Please Recycle.