

## OUR PARTNERSHIP WITH INVUE

An InVue partner for more than 7 years, Direct Source has worked with the InVue retail team to gain the trust of tier-one retail brands across the U.S. – companies like AMC, Room and Board and more. Together, our proven teams have been trusted to design and deploy the retail systems that help our joint customers stay competitive and profitable.

InVue's leading hardware solutions combined with the configuration/staging, integration, installation and project management expertise of Direct Source has made us a winning team. Together, we give retailers the highest level of service, projects completed on time and on budget, and a fast ROI.

27

Years in Retail  
Incorporated 1992



Headquarters  
Minneapolis, MN



Serving U.S., Canada  
and Mexico



Strong Growth  
Record

## VALUE



### PROVEN PROVIDER FOR TIER-ONE RETAILERS

- ✓ History of successful rollouts
- ✓ Faster ROI with rapid deployment and nationwide capabilities



### FUTURE PROOFING

- ✓ Keep our customers up to speed on the latest technology trends
- ✓ Pulse on mobile



### CUSTOMER SERVICE

- ✓ One contact to manage equipment
- ✓ Liaison with manufacturer



### FLEXIBILITY

- ✓ Ability to adapt
- ✓ Quick turnaround



## KEY DIFFERENTIATORS

- ✓ **Targeted Team Selling – Tier-One Accounts**
  - Works closely with InVue team members
- ✓ **Inside Sales Team**
  - Directly interacts with clients
  - Supports outside sales
- ✓ **In-house Full Deployment Team**
  - Project management team
  - More than 2,500 technicians
  - Installation in U.S, Canada and Mexico
- ✓ **Specialize in Payment**
  - Security and compliance for data protection
  - ESO-certified facility
  - Mobile payment offerings for tier-one retail
  - Verifone and Ingenico



## OUR WORK TOGETHER

### Gap

- 4,000+ CT300 stands
- Maintenance Agreement for IPP320
- Kitted, staged and shipped to stores

### Neiman Marcus

- Pilot phase
- 70 CT300



## TEAM MEMBERS

**Jennifer Hartle**  
Senior Account Manager  
Midwest & East Coast  
952-314-0322  
jennifer.hartle@directsource.com

**Megan Fairchild**  
Senior Account Manager  
South & West Coast  
952-314-0320  
mfairchild@directsource.com

**Bob Kilby**  
Vice President of Sales  
952-314-0345  
bob.kilby@directsource.com