

OUR PARTNERSHIP WITH MERIDIAN

Direct Source and Meridian are the ideal partners for retailers in the U.S., Canada and Mexico looking for modern kiosk technology, “buy online, pickup in-store” (BOPIS) and self-checkout solutions. Together, our teams design and deploy self-service solutions that help our joint customers stay safe, be highly competitive and profitable.

Meridian’s leading hardware and software 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.

29

Years in Retail
Incorporated 1992



Headquarters
Minneapolis, MN



Serving U.S., Canada
and Mexico



Strong Growth
Record



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**
 - Access to large retailers
 - Work closely with the Meridian sales team
- ✓ **Inside Sales Team**
 - Directly interacts with clients
 - Supports outside sales
- ✓ **In-house Full Deployment Team**
 - Hands-on project management team
 - More than 2,500 technicians
 - Installation in U.S., Canada and Mexico
- ✓ **Specialize in Payment**
 - Long history of kiosk deployment with payment options
 - Buy online, pick up in-store (BOPIS) and smart locker solutions
 - Endless aisle and digital signage expertise
 - A focus on security and compliance for data protection
 - Experienced in developing custom solutions for customers

TEAM MEMBERS

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