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## **Rawls Distributing Company Expands Relationship with USA Technologies to Deploy ePort Connect on 100% of its Machines; Signs on for Premier Support Service Offerings**

March 8, 2016

*Commits to 100% Connected Machines Featuring Credit/Debit and Mobile Wallet Payments; Reports Increase in Cashless Sales*

MALVERN, Pa.--(BUSINESS WIRE)-- [USA Technologies, Inc.](http://www.usatech.com) (NASDAQ:USAT), a premier payment technology service provider of integrated cashless and mobile transactions in the self-service retail market, today announced that it has added Rawls Distributing Company, a Canteen franchisee, to its growing list of ePort Connect® customers committing to a fully connected operation.

As part of the agreement, USAT will provide state-of-the-art cashless and telemetry services that enable and track the acceptance of cash at most machines, and also enable and track credit/debit cards, and mobile wallet payments such as Android Pay and Apple Pay through its NFC-capable ePort Connect cashless payment system. In addition, the company has signed up for USAT's [Premier Support Services](#) offerings, which provides companies access to a bundle of premium, best-in-class support services including deployment planning, project management, installation support, training of staff, the marketing of cashless, mobile payment and loyalty programs and funding support.

"For more than thirty years, we have built our company name not only on providing outstanding customer service, but on leveraging the latest technology in order to improve efficiency, productivity and competitiveness in the marketplace. With more consumers demanding card and mobile payment technology, it only makes sense that we complete our transition to cashless on every one of our machines," said Robin Rawls, President of Rawls Distributions Company. "By amplifying our long-standing partnership with USA Technologies through the Premier Services program, we are ensuring that the deployment occurs in the smartest, fastest way with maximum return. At only 50 percent deployment, cashless usage is already up to 33 percent, and we see greater volume and higher profit margins, which we feel are due to the new ePort deployments and upgrades."

Established in 1985, Rawls Distributing Co. is one of the largest vending service providers in Savannah, GA. As an early adopter of an integrated cashless and VMS solution, Rawls worked closely with USAT to enable half the company's machines with early versions of USAT's ePort, called Edge ePort back in 2011. This new Premier Services agreement marks an expansion and enhancement to their cashless program, deploying additional ePorts in unattended machines across the business, as well as upgrading older equipment in an effort to make 100 percent of Rawls' machines cashless and mobile-payment enabled.

"Rawls is one of the industry's most forward-thinking and well-respected operators. Their move toward offering cashless payments at every machine truly underscores the industry's steady march toward cashless and mobile payments in self-serve retail," said Jim Turner, Vice President of Deployment Services, USA Technologies. "We believe that, fueled by large scale installations like this one, smart machine technology like ours which implements telemetry, cashless and NFC are changing the face of the unattended retail marketplace through streamlined processes, increased efficiencies and greater consumer engagement."

Through the engagement and as part of the Premier Services program, Rawls will also participate in USAT's model market program, which aims to accelerate consumer adoption through site-specific support, marketing and strategic deployment planning.

### **Useful Links:**

USA Technologies: <https://usatech.com/>

Twitter: [https://twitter.com/usa\\_tech](https://twitter.com/usa_tech)

YouTube: <https://www.youtube.com/watch?v=OR-WnaPDAd4>

Resource Center: <https://usatech.com/resource-center/the-benefits>

### **Sales and Partnership Inquiries:**

Please contact USA Technologies, Inc. at +1 800.633.0340 or [sales@usatech.com](mailto:sales@usatech.com).

### **About ePort Connect®:**

USAT's ePort Connect service is a PCI-compliant suite of cashless payment and telemetry services specially tailored to fit the needs of self-serve retail industries. Designed to be a "one-stop shop," services offered through ePort Connect include wireless and merchant account setup, simplified processing rates, settlement and reconciliation, 24 x 7 customer service and a host of value-added services including mobile payment, loyalty programs and integrated payment services for micro-markets and other POS devices.

### **About USA Technologies**

USA Technologies, Inc. is a premier payment technology service provider of integrated cashless and mobile transactions in the self-service retail market. The company also provides a broad line of cashless acceptance technologies including its NFC- ready ePort® G-series, ePort Mobile™ for customers on the go, and QuickConnect, an API Web service for developers. USA Technologies has 78 United States and foreign patents in force; and has agreements with Verizon, Visa, Chase Paymentech and customers such as Compass, AMI Entertainment and others. The Company recently acquired Portland, Oregon, based VendScreen, the industry's leading manufacturer of retrofit touchscreen devices for vending machines. For more information please visit the website at [www.usatech.com](http://www.usatech.com).

**Forward-looking Statements:**

"Safe Harbor" Statement under the Private Securities Litigation Reform Act of 1995: All statements, other than statements of historical fact included in this release, are forward-looking statements. When used in this release, words such as "anticipate", "believe", "estimate", "expect", "intend", and similar expressions, as they relate to USAT or its management, identify forward-looking statements. Such forward-looking statements are based on the beliefs of USAT's management, as well as assumptions made by and information currently available to USAT's management. Actual results could differ materially from those contemplated by the forward-looking statements as a result of certain factors, including but not limited to, business, financial market and economic conditions; and the possibility that all of the expected benefits and efficiencies from adoption of the ePort Connect cashless payment service, including telemetry, cashless and NFC, will not be realized by all vending operators. Readers are cautioned not to place undue reliance on these forward-looking statements. Any forward-looking statement made by us in this release speaks only as of the date of this release. Unless required by law, USAT does not undertake to release publicly any revisions to these forward-looking statements to reflect future events or circumstances or to reflect the occurrence of unanticipated events.

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Source: USA Technologies, Inc.

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