



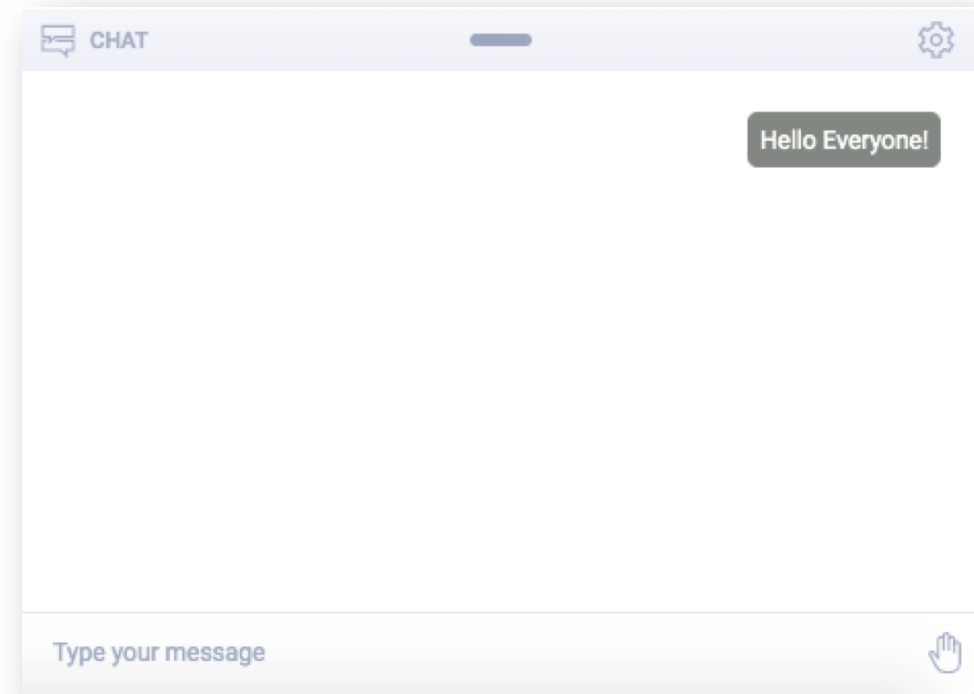
 **TetraLink** | EDUCATION SERIES

# TetraLink Certified Pre-Owned ATMs



# Have a question?

Our team is available to answer questions in the Chat Window.



# Our Used ATMs Journey

- Disclaimer: Used machines are not a replacement for new, but are an important solution
- Started exploring selling used machines in 2017 during inventory challenges
- Partners were asking for the following:
  - Quick shipment of machine
  - Low-cost alternative to compete with competitive refurbished ATMs



# Our Used ATMs Journey

- We helped Partners find used machines, but painful experience:
  - Long turnaround times (4-6 months)
  - Didn't ship with software / configuration
  - Inconsistent experience: some good, some bad
- We launched our own TetraLink Certified Pre-Owned ATM program in 2018
  - Continues to improve
  - Thanks for your feedback!



# Used Machine Challenges

- Refurbishment quality
- Inconsistent paint/colors
- Inconsistent configuration
- Turnaround times
- Software expertise
- Warranty



# TetraLink Certified Pre-Owned ATMs - 2.0

- Revised offering available April 2020
- Consistent machine configuration
- All machines painted the same
- Quick ship availability:
  - Can typically ship within 7 days
- Components replaced:
  - Card reader
  - Keypad
  - Core (Includes Windows 10 Software)
  - Battery backup
  - All decals and plastic windows
  - Tilt screen buttons
  - Other parts as needed
- Online availability list and ordering
- 6-month warranty



# TetraLink Certified Pre-Owned ATMs - 2.0



# TetraLink CPO ATMs





# TetraLink CPO ATMs



# TetraLink CPO ATMs



- Accessory Box Contents:
  - Power Cord
  - 2 Roles of Paper
  - Ethernet Cable
  - Keys
  - Touch-up paint

## Comparison – 7600I CPO vs 7600I New



- 15K Dispenser (5 X 3,000 note cassettes – Upgrade)
- Cencon Locks – Vault and Depository - Standard
- Ships with either MoniPlus 2 Global or MoniPlus 2 NBS Software
- Can configure NBS software before it ships
- Windows 10 core and software
- Save ~ \$10,000

- 12K Dispenser ( 4 X 3,000 note cassettes)
- Cencon Locks – Vault and Depository - Upgrade
- Ships with either MoniPlus 2 Global or MoniPlus 2 NBS Software
- Configure NBS software in the field
- Windows 10 core and software

# When does TetraLink CPO make sense?

- Lab / test unit
- Showroom (we have some 7800 models)
- When quick turnaround is required
- Competing against refurbished NCR or Diebold
- Low cost image deposit ATM
- Competitive advantage



# Opportunities

- If a large project, please reach out to our team for special project pricing.
- We have 30 more 7600I's that will be ready by the end of May.
- If looking for a specific model not on our list, please reach out to us.



Thank you!