

CONSOLIS SYSTEMS AND YOYO WALLET

Creating a fast, secure and seamless transaction experience...

Yoyo Mobile Wallet

Yoyo is a 'smart' mobile wallet, which enables customers to pay for goods and services, automatically acquire loyalty points, and collect rewards and a digital receipt immediately.

It is a payment experience fully in tune with the demands and expectations of the modern, digitally aware (UK) shopper. It is also the perfect solution for the high street store as it reduces manual intervention, removes the need for hard copy vouchers and provides the ultimate in convenience and checkout satisfaction for all parties.



Yoyo Wallet launched in January 2014 with the objective of dramatically improving the transaction experience for the consumer and the vendor. Yoyo Wallet is ideal for food service environments especially busy campus environments and its customers include the UK's universities as well as corporate caterers. The company projects that the number of users will comfortably exceed 1m in the education and business sectors by the end of 2015, which will be supported by the work it is doing with Consolis.

Consolis Systems and Yoyo Wallet working together

Since 2007, Consolis Systems has been delivering leading edge integrated PoS, (Point of Sale) and payment processing systems, which offer the retailer a range of options in processing transactions check out.

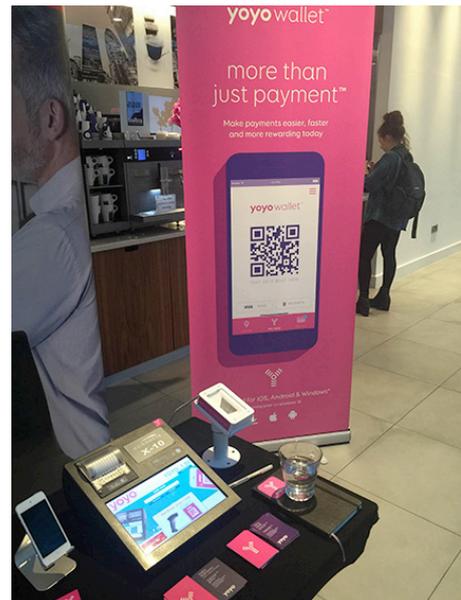
From the beginning, the company's vision has been to provide automated payment reconciliation PoS and, on the back of that, it has developed a 'PoS in a Box' system known as the X-10. This comprises a compact all-in-one PoS terminal complete with easy-to-use PoS software and an integrated printer, reporting, real-time backup of local data and sufficient battery for an entire business day.

Ready to run straight out of the box, at its simplest the X-10 can be a replacement for a cash register.

Consolis believes the future is about 'big data', giving the independent retailer access to purchasing insights that have previously only been available to large organisations. As the company builds critical mass (via the X10), this will become a reality.

Peter Moore, CEO of Consolis, said: "Our objective is to give the retailer and hospitality business absolute flexibility when it comes to taking payments (wallet, chip and pin, cash etc.) Yoyo enables the wallet element; we have a shared vision of the marketplace and offer a seamless proposition for all parties."

Moore added, "Yoyo is the best loyalty and payment app on the market. It is the fastest and most secure way to transact at the point of sale. We have been delighted at how our customers have adopted this technology and used it at the point of sale."



How the technology works

The customer chooses to pay by Yoyo by launching the app to display the current balance/available credit along with an individual, unique 2D barcode, which represents the stored card details in the wallet. The transaction is accepted by scanning this 2D barcode under the X-10 PoS system, which requests an authorisation from the Yoyo server. Once the transaction is authorised, the X-10 PoS system completes the transaction, awards a loyalty stamp and prints a receipt. Within six to seven seconds the balance is updated in the customer's Yoyo app and the consumer can also access a digital version of the receipt.

The customer sets up the Yoyo app by creating an account (with a username and a password) before linking the account to a funding source, which is either a debit card or a credit card. Once complete, the 2D barcode is generated which can be presented/read on the Consolis PoS (X-10) system.

Peter Moore adds: "Any wallet of this type needs a system to integrate with, a reading device and something to reconcile the payments processed. Through the X10, this has been made possible. There are myriad of mobile wallets, but where we are seeing adoption is where the integration is simple, providing value to the customer and consumer at the point of sale."

Michael Rolph, co-founder at Yoyo Wallet, added: "In a rapidly changing retail environment, the vendors' ability to innovate can hinge on their choice of PoS software. Consolis has shown that it has a very forward thinking approach to building a solution that puts the vendors' needs first. Consolis has a proven history of leading innovation in the field and was a natural partner for Yoyo Wallet."



Client testimonial CH&Co

Consolis has worked with catering and event specialist Ampersand for the last two years. CH&Co is a corporate catering business and a division of Ampersand, providing creative and unique hospitality at some of Britain's most respected establishments and some of the most unusual venues. Yoyo approached CH&Co independently, and it was at this stage that Ampersand called in Consolis for potential support in integrating the Yoyo platform. This is when Yoyo and Consolis were first introduced.

Peter Moore: "We implemented the Yoyo wallet technology in a quarter of the time and a third of the cost that CH&Co had been advised by other companies. As a result, we are now the preferred contractor for Ampersand's Corporate Catering Division (CH&Co)."

One of CH&Co's many clients is a blue chip insurance group, with seven offices located across the UK. CH&Co was briefed to run the canteens across these locations, and to install the Yoyo wallet.

Peter Moore: "The future of payments is about providing flexibility at the PoS - bringing together multiple types of transactions and reconciling them. Retailers won't want to adopt wallet technology, unless it works in conjunction with their till."

Statistics

Dates from when the solution was implemented (90-day period):

- 38 per cent adoption rate
- 20 per cent uplift in revenue after implementing Yoyo
- Average 30 per cent increase in sales from a Yoyo campaign, which provided a 50 per cent increase in products purchased
- Typical 20 per cent increase in sales for the week after a campaign has run

Peter Moore: "Mobile wallets need a point of reconciliation and retailers won't want to adopt wallet technology, unless it works in conjunction with their till. Yoyo presents a huge market opportunity. The technology is already strong in the university sector, and I believe it's just a matter of time before we see mass penetration. Our partnership has proven to be workable, flexible and rapidly deployable, and - ultimately - it is about giving power to the smaller retailer."

The Future

Yoyo Wallet and Consolis are at the very beginning of their partnership with big plans to bring the mobile wallet and EPOS solution to clients. The goal is to provide a fast and seamless transaction experience to both our clients and their customers

Currently Yoyo Wallet and Consolis are working on a joint innovative to introduce the cloud based EPOS solution for tablet devices that has Yoyo Wallet acceptance ready to go.