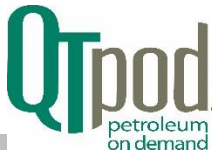


## QT POD M4000 Point of Sale



- Improved communications- Ethernet, Wi-Fi & Cellular
- 8 pump control capability
- Reduced Card Fees with Qualified Processing on some networks
- Stainless steel construction provides longevity & a more attractive unit in the field
- Bright display visible in direct sunlight and eliminates sun damage
- Auto-dimming display and back-lit keypads for ease of use in low light conditions
- Encrypting card reader for better security – EMV to come
- Web-based fuel management allows access from anywhere
- Automatic software updates and cloud backup included
- Windows 10 based OS.

# QT POD M4000 - Information Process Flow



Customer swipes payment card.



Magtek reader on M4000 fully encrypts card data with an encryption key specific to that card reader. Transaction data is never stored on kiosk. Pre-approval is immediately recaptured at end of sale with actual amount and sent upstream.

Cell, Wi-Fi, Ethernet



Transaction flows to QT POD's PCI Compliant Data center where non-critical data is extracted for customer reporting in web-based Siteminder.

Web Service Call



Magenta applies a decryption key specific to that card reader and forwards transaction packet in format designated by QT per endpoint processor specifications. Magenta is a PCI Level 1 Service Provider.

Web Service Call



End Point Processor approves or declines approval and sends response back along same path.

## QT POD M4000- Popular Options

## Popular Options: MultiDisplay \$1,995 MSRP



- Allows pilot to monitor fueling transaction from up to 100' away.
- Assist with balancing fuel load on twin engine aircraft.
- Rugged Aluminum Case with Powder Coated Finish.
- Temperature: - 30°C to 70°C
- Overall Dimensions: 20" High, 16" Wide, 4" Deep.
- Solid State 3" Bright Red LED Digits - Visible from up to 100 Feet away.

## Popular Options: TLX-50 AC Line Surge Suppressor \$650 MSRP



- Designed to protect M4000 components from lightning and extreme power surges.
- Can be ordered pre-mounted and wired into the M4000.
- Units equipped with TLX-50 in combination with Premium Subscription receive lightning coverage on all damaged parts.

## Popular Options: All-Weather Cover \$195 MSRP



- Currently, all M4000 orders come standard with this option.
- Durable, weatherproof vinyl has front flap for easy access to user interface.
- Prevents snow and ice from packing into card reader or freezing keypads.
- Protects LCD display from sun damage in hot, arid climates.
- Helps maintain new, attractive appearance of the M4000 model.

## QTpod M4000 – Key Advantages



## Communications

The new M4000 utilizes either wired Ethernet, Wi-Fi or cellular communications for card processing and communication with Siteminder, our fuel management software. Why is this better?

- The old analog phone network is deteriorating, and the telecom companies have shown they have little interest in maintaining these lines in favor of their digital and fiber networks.
- This results in inconsistent quality of the old phone lines which can cause customers to have to swipe their card multiple times to get approvals as well as card settlement failures. This can delay payment for the merchant.
- Dial up authorizations can take up to 60 seconds. Authorizations on the M4000 are virtually instant.
- The Wi-fi and cellular options help reduce costs for installation as there is no need to trench and run communications wire.
- Ethernet and Wi-Fi, eliminate a monthly phone bill; the cellular option monthly plans are typically much less expensive than analog phone lines.
- When there are problems with analog phone lines, it can take weeks or months for them to locate the issue. This costs merchants time and money during that downtime. Providers typically repair cell towers and internet issues within hours.
- The M4000 can be equipped with multiple communications methods and will automatically fail over to the back up if one communication method goes down. For instance, if your internet service goes down, the system can automatically fail over to cell for uninterrupted service.

## Hardware

- Stainless steel construction is weather durable and will not rust.
- 7" color display is 1000 nit brightness and has an anti-glare/anti-reflective coating that allows for perfect visibility in direct sunlight. The light sensor will dim this at night for easy viewing in low light conditions.
- All keypads are backlit ease of use at night.
- The new pump interface board allows for up to 8 hose positions, so you can control more fueling points without additional terminals.
- Fully encrypting card reader protects customers' card data and minimizes your PCI footprint as no unencrypted data is ever stored on the M4000 or in customers' facility.
- The German made thermal printer is exceptionally reliable and is designed to work in the harshest conditions. Fewer moving parts results in fewer failures.
- Most components utilize standard USB connections, so maintenance is simple. No special tools required.
- Most hardware components are at or near mil-spec temperature ranges.

## Software

- The new Siteminder program is entirely web based.
- Access fuel management from any computer or device, including Windows, Mac and tablets.
- No need to retrieve transactions from the terminal; when a transaction occurs at the M4000 it automatically pushes the data up to Siteminder in the cloud.
- The card processing logic is no longer in the M4000, it is in the web based Siteminder program. This means when new cards are added or there are processing changes, the customer no longer has to perform updates at the terminal. QT Simply makes those changes at the data center level and everyone is automatically updated.
- The customer no longer has to perform firmware updates at the terminal as well. When updates are available, QT simply pushes these updates to the terminal over the internet.
- All of our subscription packages now cover software updates, so customers no longer have to worry about paying additional fees for upgraded software.
- Siteminder being web based now makes for easier, seamless integration with 3<sup>rd</sup> party software platforms. We currently have exports for TAS, Total FBO, FBO Manager and MyFBO.
- The M4000 can allow customers to obtain better processing rates on some networks which increases their profitability.

## Support

- As the M4000 and Siteminder are now web based, QT now has greater flexibility when it comes to supporting the terminals.
  - QT Support staff can remote into any terminal and see exactly what the customer is seeing on the screen. This reduces miscommunication between the customer and QT support staff, resulting in more timely resolution of issues.
  - QT can reboot the system, check diagnostics and receive errors without the customer having to be at the terminal. No more standing in the rain to troubleshoot.
  - QT can remote in and see the inputs and outputs of the pump interface board functioning through a diagnostics utility rather than relying on the customer to tell us which lights are coming on.
  - Multiple alerts are being built into the system so that QT will receive alerts if certain issues crop up. In many cases we should be able to resolve them before the customer even knows there is an issue.

## **QTpod M4000 – Communications**

The M4000 comes standard to accommodate a wired ethernet connection. A wired ethernet connection is a very good option if certain conditions can be met as this provides a stable and consistent connection to the customers' network. This also avoids the increased cost of optional communication kits. However, there are several factors that may determine whether or not this is the best option.

1. A wired Cat 5 or Cat 6 cable has distance limitations of around 300 feet. Beyond that range, the signal begins to degrade and become less reliable. Some IT staff may be able to install boosters to push the signal further, but QT can not guarantee the reliability of this.
2. There may be financial or logistical restraints to pulling an ethernet line to the fuel island. In some instances, it may be the case that an existing phone line for an M3000 or competitor unit already in place terminates in the same location as the network panel. In such instances, the customer may be able to attach Cat 5 to the phone line and as they pull the phone line out, they pull the Cat 5 into its place. However, if the Cat 5 needs to terminate elsewhere it may be cost prohibitive or technically difficult to get the ethernet cable to the M4000.

QT POD offers an optional Wi-Fi kit for \$500 MSRP that will allow the M4000 to access the web via the customer wireless network. This may be a good option for those customers who can't get an ethernet cable out to the system and do not want the additional cost of a cell plan. This is not recommended for distances over 50 feet. There are some factors to take into consideration if this route is chosen.

1. You will want to confirm that the customer can get a strong, consistent Wi-Fi signal at the fuel island. This can be affected by several factors such as:
  - Distance of the fuel island from the wireless router
  - Any obstacles between the router and the fuel island
  - Quality and reliability of the customer's wireless router
  - Quality and reliability of their internet service provider (ISP)
2. The customer's IT personnel may be able to utilize a commercially available outdoor wireless range extended to boost the Wi-Fi signal to the fuel farm area.

Another option for installations which exceed the distance limitations of Cat 5 or Wi-Fi communications is a Ubiquiti Nanostation. This is a point to point wireless antenna system that can transmit an ethernet signal up to 9 miles.

QTpod does not sell this system, but many customers have used this with good results. The model most customers are using is the Ubiquiti Nanostation LocoM2-US Pre-Configured Indoor/Outdoor airMax CPE 2.4 GHz 2 pack. This can be purchased on Amazon for around \$130.







Cellular communications is the preferred method for use on the M4000. This is due to the ease of installation and the speed and high reliability of cellular networks. M4000s shipped with our optional cellular kit will come preconfigured with the wireless account provided by QT POD. The advantage of this is that there is literally no work for the installer to set-up a communications link for the M4000. Once the system is powered up, it automatically communicates with the nearest cell tower. This also provides a high degree of reliability as it does not interface with the customer's network. Therefore, if anyone makes changes to internet service providers or to their firewall, it will have absolutely no effect on the M4000.

QT POD's cellular kit is \$1000 MSRP. This also requires a Verizon or AT&T unlimited data plan provided by QT POD for \$480/yr. This cellular plan is added to the customer's yearly service subscription.

Prior to choosing this option, it is advised that someone with a Verizon or AT&T cellular plan check the signal strength at the fuel farm location.

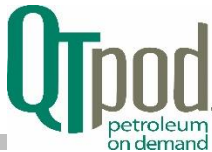
## **QTpod M4000 – Siteminder**

QTpod's cloud-based Siteminder Fuel Management software automatically performs what would otherwise be time-consuming accounting tasks, from collecting data and producing analytical reports to making your fuel operation more efficient and profitable.

By capturing sales data from the QTpod Self Service Stationary Fueling Terminals, Siteminder gives you on-site or remote access, from any internet capable device, to the transaction, inventory and customer information you need to make sound business decisions. Using Siteminder, you can analyze stored data or generate instant customer, sales and inventory reports. Siteminder includes sales totals and inventory statistics in common international currencies and volume units.

## Siteminder Features

- The web-based portal allows management of M4000 remotely from any device with a modern web browser
- Real-time automatic transfer of pricing and account changes, transaction details, and history
- Total view of sales data including date, time, total sale, volume, customer name, and tail #
- Apply discounts to individual cards or to entire card types.
- Fuel inventory tracking and tank level history reports.
- Cloud-based hosting ensures data is protected in an enterprise-class datacenter – no need to perform on-site backups of a database file
- Configure access schedules to allow/disallow unattended usage during specified time windows
- In-house proprietary card capabilities that allows for discounts, statements, payments, and adjustments to save on credit card processing charges for based tenants/customers.
- Multiple report options are generated to PDF format for easy printing or to email.
- Reprint customer receipts to PDF
- Configure custom receipt headers and footers
- Ability to Customize Display Messages at Terminal
- Transaction data export to third-party software platforms
- Siteminder user account management – create additional logins for employees



Siteminder's transaction screen gives you visibility into your fueling operation's transaction data



## QT POD Siteminder - Trade Show QTPod2

Home Configuration ▾ Transactions Reports ▾ Inventory ▾ Change Password Logoff User mduncan@qtpod.com

### Transactions

Terminal: M4000-4000147 Refresh Start date: 1/1/2020 12:00 AM End date: 10/24/2020 12:45 PM Search View Batches Export To CSV Export To TLG

Date	Account #	Customer N...	Card #	Holder Name	S...	Card	Fuel	Pump Name	Units	Amount	Tail #	
10/17/2020 9:52 AM			XXXXXXXXXXXX1008		Clos...	AMEX	100 LL	100 LL	0.00000	0		Details
10/17/2020 8:10 AM			XXXXXXXXXXXX1008		Clos...	AMEX	100 LL	100 LL	0.00000	0		Details
10/17/2020 8:05 AM			XXXXXXXXXXXX1008		Clos...	AMEX	100 LL	100 LL	0.00000	0		Details
10/16/2020 4:55 PM			XXXXXXXXXXXX4...		Clos... Unk...	VISA	100 LL	100 LL	0.05000	0.23		Details
10/16/2020 3:54 PM			XXXXXXXXXXXX2008		Clos... Unk...	AMEX	100 LL	100 LL	1.05000	4.83		Details
8/4/2020 4:29 PM			XXXXXXXXXXXX2008		Aut...	Americ...	100 LL	100 LL		4.60		Details
8/4/2020 4:28 PM			XXXXXXXXXXXX2008		Aut...	Americ...	100 LL	100 LL		4.60		Details
7/29/2020 4:37 AM			XXXXXXXXXXXX1008		Decl...	AMEX	100 LL	100 LL		115.00		Details
7/29/2020 4:32 AM			XXXXXXXXXXXX4...		Decl...	VISA	100 LL	100 LL		46.00		Details
7/29/2020 4:31 AM			XXXXXXXXXXXX1008		Decl...	AMEX	100 LL	100 LL		23.00		Details

◀ ◁ 1 2 3 4 ▶ ▷

10 items per page

1 - 10 of 38 items

Totals for date range selected: 100 LL: \$28.52 (7.290 units) Jet A: \$309.63 (94.400 units) Total: \$338.15 (101.690 units)

## Trade Show QTPod 2

Created on (UTC): 10/23/2020 6:49:53 PM

Terminal: M4000-4000147

Start Date: 5/1/2020

End Date: 10/23/2020

Date	Invoice #	Status	Card Number	Name / Tail Number	Amount	Price	Units	Card	Product / Pump
7/28/2020 10:50:45 PM	0025	Closed-Unknown	XXXXXXXXXXXX0766	/	\$0.00	\$4.600	0.000	MASTERCARD	100 LL / 100 LL
7/28/2020 11:27:20 PM	0026	Closed-Unknown	XXXXXXXXXXXX1008	/	\$0.00	\$4.600	0.000	AMEX	100 LL / 100 LL
7/29/2020 3:06:11 AM	0027	Closed	XXXXXXXXXXXX1008	/	\$0.00	\$4.600	0.000	AMEX	100 LL / 100 LL
7/29/2020 3:11:36 AM	0029	Closed	XXXXXXXXXXXX1008	/	\$0.00	\$4.600	0.000	AMEX	100 LL / 100 LL
7/29/2020 3:23:41 AM	0030	Closed	XXXXXXXXXXXX1008	/	\$0.00	\$4.600	0.000	AMEX	100 LL / 100 LL
7/29/2020 3:29:03 AM	0031	Closed	XXXXXXXXXXXX1008	/	\$0.00	\$4.600	0.000	AMEX	100 LL / 100 LL
7/29/2020 3:31:57 AM	0032	Closed	XXXXXXXXXXXX1008	/	\$0.00	\$4.600	0.000	AMEX	100 LL / 100 LL
7/29/2020 3:38:43 AM	0033	Closed	XXXXXXXXXXXX1008	/	\$0.00	\$4.600	0.000	AMEX	100 LL / 100 LL
7/29/2020 3:41:16 AM	0034	Closed	XXXXXXXXXXXX1008	/	\$0.00	\$4.600	0.000	AMEX	100 LL / 100 LL
7/29/2020 3:45:03 AM	0035	Closed	XXXXXXXXXXXX1008	/	\$0.00	\$4.600	0.000	AMEX	100 LL / 100 LL
10/16/2020 3:54:47 PM	0049	Closed-Unknown	XXXXXXXXXXXX2008	/	\$4.83	\$4.600	1.050	AMEX	100 LL / 100 LL
10/16/2020 4:55:49 PM	0050	Closed-Unknown	XXXXXXXXXXXX4836	/	\$0.23	\$4.600	0.050	VISA	100 LL / 100 LL
10/17/2020 8:05:22 AM	0052	Closed	XXXXXXXXXXXX1008	/	\$0.00	\$4.600	0.000	AMEX	100 LL / 100 LL
10/17/2020 8:10:22 AM	0053	Closed	XXXXXXXXXXXX1008	/	\$0.00	\$4.600	0.000	AMEX	100 LL / 100 LL
10/17/2020 9:52:28 AM	0054	Closed	XXXXXXXXXXXX1008	/	\$0.00	\$4.600	0.000	AMEX	100 LL / 100 LL

### Running Totals

Number of Sales: 15

Sale Total: \$5.06

Units Total: 1.100

Daily Transaction reports & others provide insight into fueling operations over any time period selected.

Transaction data can be exported for use with popular 3<sup>rd</sup> party software platforms.