



The all-in-one point of sale and payments system



Clover Station Positioning

All-in-One System

Clover Station is *the* point of sale and payments system for merchants that want to *simplify* and *centralize* payment acceptance, customer engagement, and operations management using **one integrated** device.

Powerful Tools

Station boasts a state of the art processor that allows merchants to enjoy faster transactions, access a wide range of apps, and includes our most robust software, Clover Register, that enables complex inventory and order management.

Ultimate Flexibility

Clover Station works seamlessly with other Clover devices and peripherals, so merchants have flexibility to move beyond the counter, into the aisles, and on the go, as business demands.

Multi-Layered Protection

Fingerprint login for employees, latest PCI 5.x certification, EMV and MSR with built-in encryption adds security to each transaction to protect you and your customers.

Supporting Product Capabilities:

- --> 14" swivel screen for e-signature and engagement
- --> Printer with optional 4.3" customer facing display
- --> Magstripe, EMV, NFC/Contactless payment acceptance
- --> Register software required with Clover Station
- --> Clover App Market 200+ apps available
- --> Qualcomm[®] Snapdragon[™] 810 octa-core CPU
- --> Remote, cloud access to Clover Dashboard
- --> Synchs with Clover Flex, Mini and Mobile
- --> Compatible with up to 2 barcode scanners, 2 cash drawers, kitchen printer, and weight scale
 - ➤ Fingerprint login
 - → PCI 5.x
 - EMV payment acceptance



The New Clover Station Competitive Advantages

	Clover Station	Competitors
Purpose Built, All in One Solution	 ✓ Proprietary Clover system (hardware and software) ✓ Built-in capabilities (e.g. EMV/NFC) ✓ Designed for payments and point of sale 	 × Piece-meal" solutions × Disparate hardware/software (e.g. Square POS = iPad in a stand)
Speed & Capacity	 ✓ Fast Qualcomm[®] Snapdragon[™] CPU ✓ 4GB RAM 	 × Slower or dual processors (e.g. Poynt = Lenox & Android processor) × 1-2 GB RAM
Software Functionality	 ✓ 24 pre-installed apps on device ✓ Clover App Market - access to 300+ apps ✓ Open platform with app market 	 X 0-40 apps in app market, not all pre-installed X Closed platform/app market
Security	 ✓ Employee Fingerprint login ✓ EMV Chip transactions ✓ PCI 5.0 Certified 	 × Fingerprint login N/A × PCI N/A or dated



The New Clover Station Merchant Benefits

		Station Features	Benefits
Purpose Built, All in One Solution	1. 2.	Proprietary Clover system (hardware and software) Built-in capabilities (eg EMV and NFC/Contactless integrated into screen and printer)	 One integrated system designed to work together: Easier for merchant to setup, use and troubleshoot Reduces operational issues caused by disparate systems Minimizes peripherals/external devices required, reducing TCO
Speed & Capacity	1. 2.	Fast Qualcomm® Snapdragon™ CPU 4GB RAM	 Allows merchants to complete tasks faster, and handle more at once - ideal in environments where speed of service is critical
Software Functionality	1. 2. 3.	Customer Engagement Suite, Clover Online, Employee Mgt, Enhanced Order/Inventory Mgt) Clover App Market - access to 300+ apps	 Pre-installed apps mean merchants can start using critical apps right out of the box Breadth of apps provide merchant with unrivaled choice of tools to help run their business Open platform increases speed of development/deployment for new apps that can fulfill merchant's needs
Security	1. 2. 3.	EMV Chip transactions	Added layers of protection for merchant and customer data
User Experience	1. 2.		 Creates better user experience (accessing and entering data, and engaging customers)





Clover Station Buyer Profile*

Target segments

QSR, FSR, Retail, and Appointment businesses that:

- Need a solution that simplifies and centralizes management of business tasks and payment acceptance into one device
- Require tracking item sales, orders and inventory at a more complex level
- Desire tighter integration between the front counter and back of house

including...

- ...new First Data or Clover merchants
- ...existing First Data or Clover merchants close to contract renewal





Clover Station Value Proposition

Owning a business means juggling a lot – Clover Station is the all-in-one point of sale and payments system that helps lighten the load. Built-in capabilities help speed up transactions, simplify daily tasks, and securely accept the latest payments, so you can focus more on doing what you love.

The Clover Station value:

- All-in-One System: Run your business and accept payments from one complete system, minimizing the need for other devices.
- **Powerful Tools:** Enjoy faster transactions with a state of the art processor, and manage your business with a variety of apps and robust software.
- Ultimate Flexibility: Clover Station works seamlessly with other Clover devices and peripherals, so you can do business wherever it takes you at the counter, in line or on the go.
- **Multi-Layered Protection:** Fingerprint login, latest PCI certification, and EMV chip payment acceptance adds security to protect you and your customers.



New Clover Station: Improved Capabilities

	NEW Clover Station	Original Clover Station		
Who	SMBs that want a robust business management and POS system			
Merchant Type	QSR – Retail – FSR-lite			
Where	Counter-top or Kiosk Battery for use cases with a mobility component			
Clover Software	Register +300 Apps on the Clover Marketplace			
PCI PTS	PCI 5.x	NA		
Embedded Payment Types	MSR PCI PTS SRED Telecheck compatible EMV (chip & signature) EMV Contactless	MSR Telecheck compatible		
Display	14 inch screen Resolution 1920 X 1080, IPS LCD	11.6 inch screen Resolution 1280x720, TFT LCD		
Customer Facing Display	Yes - 4.3" part of Printer design	No - used with FD40 PIN Pad or Mini		
Printer	Optional Clover System Printer Full size POS printer with 80 mm x 80 mm Paper Size and Auto-Cutter	System Component with build in Hub Full size POS printer with 80 mm x 80 mm Paper Size and Auto-Cutter		
2D Barcode Scanner / Camera	Camera on the front – not a dedicated barcode scanner	Camera on the side for 1D and 2D Barcodes		



New Clover Station: Improved Capabilities

	NEW Clover Station	Original Clover Station	
Connectivity	4 USB 2.0 1 Ethernet 2 Cash drawer Ports Wi-Fi 802.11 a/b/g/n/ac Dual-Band 2.4 GHz/5 GHz Bluetooth 4.2 BLE 1 Stereo headset jack with mic input	4 USB 2.0 1 Ethernet 1 Cash drawer Port Wi-Fi 802.11a/b/g/n, Dual-Band 2.4 GHz/5 GHz Bluetooth 4.0	
Other	Fingerprint login 2 Printer Versions Integrated Backup Battery with up to *3-4 hours of battery life		
Peripherals	Zebra E Star	Clover Cash Drawer Zebra Barcode scanner Star Kitchen printer CAS Weight scale	



Printer options for various use cases.

Quick Serve Restaurant, Retail Printer with customer display provides personalized customer interaction and contactless payment acceptance





Full-Service Restaurant and Bars

Printer without customer display ideal for processing transactions away from customers



Clover Station Starter Kit

Every Clover Station ships with a complete starter kit

Contents:

Quick Start Guide, USB hub, Power Cord, Clover Station Printer with/without customer display, Screwdriver, Two Receipt Paper Rolls



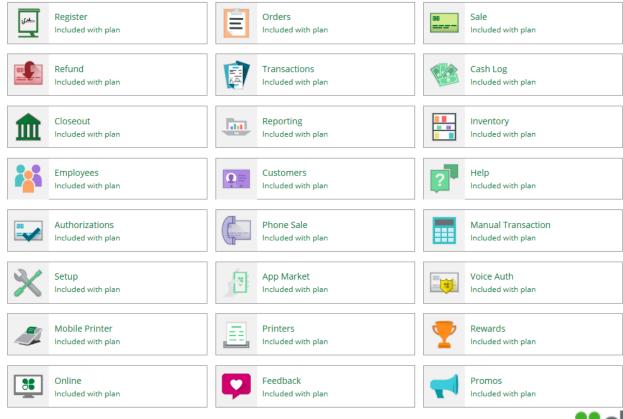


Clover Register Software Plan: Included Apps



pre-installed with the Register software plan

* Sale, Refund, Authorizations, Phone sale, and Voice Auth app available on Clover Mini, Mobile and Flex only.





Clover Family Comparison

	Clover Station	Clover Mobile	Clover Mini	Clover Go	Clover Flex		
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Who	SMBs that want a robust business management and POS system.	SMBs that want to take POS functionality off the counter and onto the floor for personal engagement with customers.	SMBs that want a next generation countertop POS ECR or terminal replacement.	Micro merchants or SMBs that are Bring Your Own Device (BYOD).	SMBs that want extreme flexibility. Can operate at or away from the countertop.		
Merchant Type	 QSR Retail FSR-lite 	 All Verticals Mobility – Away from the counter / in the aisle 	All Verticals	 Micro Merchant Multi-MID Delivery force 	 All Verticals Mobility – Away from the counter / in the aisle 		
Where	Counter-top	 Counter-top or handheld Line Busting Pay at the table Off-Site Sales 	Counter-top	Off-Site BYOD Sales	 Counter-top or handheld Line Busting Pay at the table Off-Site Sales 		
Clover Software Edition	Register	RegisterRegister LitePayments Plus	RegisterRegister LitePayments Plus	 Companion app available for all Clover Software plans Stand-alone with limited Register 	RegisterRegister LitePayments Plus		
Compatible with TeleCheck	• Yes	• Yes	• Yes	• No	• No		
Display	14.3 inchColor ISP LCD	7 inch, 1280x800Color TFT LCD	7 inch, 1280x800Color TFT LCD	BYODAndroid / iOS App	5 inch, 1280 x 720 pixelsColor TFT LCD		
Printer	 Optional; integrated with 4.3" customer display 3.125 in. x 230 ft. 	Optional as Accessory2.25 in. x 85 ft.	Built-in receipt printer2.25 in. x 85 ft.	• N/A	Built-in receipt printer2.25 in. x 50 ft.		
1D/2D Barcode Scanner / Camera	• Yes	• Yes	• Yes	• No	• Yes		
Available in Customer Facing Mode (tethered to Clover Station or Clover Mini)	• N/A	• No	• Yes	• No	• No		
Connected Accessories SaaS plan dependent	 Cash drawer Barcode scanner Kitchen printer (via Wi-Fi only) Weight scale Kitchen order display (3rd party) Supports FD40 + Mini 	Kitchen printer	 Cash drawer Barcode scanner Kitchen printer (via Wi-Fi only) Weight scale Kitchen order display (3rd party) 	• N/A	 Kitchen printer (via Wi-Fi only) 		
Connectivity	Wi-FiBluetooth	Wi-Fi3G optional	EthernetWi-Fi	• Wi-Fi • 3G	Wi-Fi3G optional		



Clover Station 2018 FAQs

INTERNAL USE ONLY

Which peripherals will Clover Station 2018 support?

Clover Station 2018 supports the same peripherals as the previous Station, including FD40 and Clover Mini.

When I have an FD40 or Clover Mini connected to a Clover Station 2018, will the payments work on both devices?

No. If you connect an FD40 or Mini to a Clover Station 2018 the payments functionality on the Station will be disabled. The device will show you an error message and prompt you to use the tethered device for payments. Employee cards for device login will still work with the MSR.

When I have an FD40 or Clover Mini tethered to my Clover Station 2018, can I still use the printer with customer display and NFC?

You will be able to use the printer for printing receipts, but the NFC will be disabled. The display will show either the Merchant Logo or Name. The Customer Display function will be on the Mini.

Does Clover Station 2018 support EMV[®] PIN entry?

No. Clover Station 2018 does not support EMV^{\otimes} PIN entry. You can tether an FD40 or Clover Mini to accept EMV PIN Debit Cards.

Does Clover Station 2018 support EBT Cards?

No. Clover Station 2018 does not support EBT Cards. You can tether a Clover Mini to accept EBT Cards.

Will all Apps I've used on my existing Station work on Clover Station 2018?

All Clover Apps or their counterpart including newer versions will work on Clover Station 2018. Some older Apps, which are no longer relevant may be no longer supported on Clover Station 2018.

Most Apps from third-party developers will be available during launch or shortly after. Clover cannot guarantee that all third-party Apps will be available on new Clover products.

When will Station C100 be end-of-life (EOL)?

Station C100 will be end-of-life in 2018, after that your device will be supported for the duration of the device warranty and/or service contract.

Does that mean I will lose support for my existing Station after the EOL date?

After Station C100 is EOL, your device may no longer be supported. This means support, swaps, software updates may no longer be available or limited for your Station C100.







Clover Station 2018 FAQs

What contactless payment types are supported?

Visa[®], MasterCard[®], American Express[®], and Discover[®] are supported along with Apple Pay[®], Android Pay[®] and Samsung Pay[®] and other contactless solutions.

What is the size of the printer paper?

The Clover Station 2018 uses a 3 1/8" X 230' thermal paper roll.

Is an internet connection required to use a Clover device?

Yes, internet connectivity is required to process transactions and connect to the Clover cloud. Clover Station allows you to connect via an Ethernet or Wi-Fi connection. You will need to be connected to the internet in order to activate your Clover device as well. Your Clover device can function and take transactions while offline (assuming that it's connected to a power source) and those transactions will process once the Clover is re-connected to an Internet connection.

You can only process card transactions offline for seven (7) consecutive days. After seven (7) consecutive days offline, your Clover device will disallow card transactions.

Do I need separate merchant accounts if I am already a Clover merchant?

No, you can add Clover Station 2018 to any existing Clover merchant account. It will sync seamlessly with the other Clover devices as it is on the same MID and Clover ID.

How do I log in to my Clover Web Dashboard?

Go to www.clover.com and click "Log in" at the top right-hand side of the page. Your login is the same email address and password you provided on your MPA.

What will happen if I disconnect my tethered Clover Mini?

If you accidentally disconnect your customer-facing Clover Mini from a tethered Merchant Keypad, a merchant-facing Clover Mini, or Clover Station, your customer-facing Clover Mini will switch into merchant-facing mode and display the PIN login screen. You can re-tether the Mini and re-enter customer-facing mode or use the Clover Mini as a merchant-facing device.



Other product specific FAQs can be accessed via help.clover.com

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Marketing and Sales Readiness

Collateral:

Sales IQ Updated with:

- Sales Sheet
- FAQs
- Customer Presentation
- Launch Video







<u>Clover Station</u> <u>Videos</u> Launch video (click <u>here</u>)



