



**Department
of Commerce**

Division of Liquor Control



DOLC Webinar: All About Clover

November 14 & 16, 2016

Housekeeping

- All participants are listen-only mode
- The panel will answer questions at the end – use the chat feature to submit questions
- An online replay and the presentation will be available

Agenda

- Retail Terminal Strategy
- Clover Overview
- Clover Demo

CLOVER[®] HISTORY - 2012

- How We Got Here!



Cash Register with a Terminal

- Not enough functionality



Full Restaurant and Retail Point of Sale Systems

- Too Costly and Too Complex



iPad Based Solutions

- Consumer devices hacked for business

Welcome

Harry Knight,
Chief Operating Officer

Division of Liquor
Control



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Retail Terminal Solution

Retail Terminal Solutions

- Clover Station terminals provided for retail sales
- Enterprise will provide number of terminals based on most recent terminal audit numbers
- Enterprise will pay for the Clover units
- Ownership - Agencies will own the units
- Monthly Service Fees - Enterprise will pay for first 2 years

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Clover Station

- Height: 11.0" x 7.5" Base
- Weight: 5 lbs.
- Hardware:
 - Encrypted card reader
 - Scanning camera
- Reporting
 - Transaction reports
 - Modify inventory
 - Off-line capability



What you'll get

You will get everything you need, including:

- Clover Station Display
- Bar Code Scanner
- Receipt Printer and Receipt Paper (two rolls)
- Cash Drawer
- PIN Pad for Alternative Payment Methods (EMV/Chip Cards, PayPal, Apple Pay, etc.)

Clover Overview

Emily Ebright, Senior
Business Consultant

Holly O'Shea,
Clover Solutions

Huntington/First Data

Clover Station Benefits

- Do a lot more, a lot more efficiently
- Running a business typically means you're doing more than one thing at a time. It also means you can't afford to let critical functions slip through the cracks. With Clover Station, that's one less worry you'll have. It's a complete business management system that helps everything stay on track, so you can focus on your business.



Clover Station Benefits

- Clover Station is intuitive and easy to use. Right out of the box, you'll be able to:
 - Accept more types of payments from magnetic strip and EMV[®] credit and debit cards to Apple Pay[™] without additional equipment or complicated software
 - Protect your customers, business and reputation from fraud with built-in TransArmor Solution
 - Manage returns, inventory and even employees with advanced software and unique apps designed to help you customize your system
 - Clover Station runs on cloud-based software so you can access your business information wherever you are, from a computer, tablet or mobile phone. And, as you grow, you can enhance and customize your system with apps from the fast-growing Clover App Market.



Clover Demo

Praveen Reddy, Clover
Senior Project Manager

John Wallace, Clover
Operations and Support

Carl Alston, Clover
Operations and Support

Huntington/First Data

Resources

- Clover
 - [Clover.com](https://clover.com)
 - [Help.clover.com](https://help.clover.com)
 - First Data YouTube Channel www.youtube.com/user/firstdata
 - [The Clover Story](#)
 - [Meet Clover Station](#)
 - [Checkout with Clover](#)
- Weekly Activity Report Email: Delivered every Monday
- LMP Website: liqagency.com.ohio.gov/LMP2
- Help Desk: Available 24x7
 - 877-812-0013 or liquoragencyhelp@com.state.oh.us