

EXPRESS HUB.

INTRODUCING THE

EXPRESS HUB.

THE WORLD OF BUSINESS HAS CHANGED

The world of business has changed in recent decades. Attracting and retaining a skilled team is a growing challenge for every organisation, particularly when employees are presented with a greater choice of opportunities than ever before. Additionally, the expectation levels of employees are much higher than they once were. Companies can no longer depend solely on remuneration to keep their staff engaged at work. Put simply, to win the war on talent, your business must be a great place to work.



COMPANY CULTURE

Highly engaged employees are 38% more likely to have above average productivity levels. To drive engagement, employers must create a company culture that attracts and nurtures talent, whilst encouraging productivity and improving performance. The Express HUB provides the building blocks for this culture. A functional centrepiece that drives interaction and employee engagement in the workplace.

THE GAP

Traditionally, the options for providing on-site food and drink for your team has been a choice between a costly, fully-staffed cafeteria, and a vending solution. The Express HUB is a new solution for a modern working environment; offering a greater choice and higher quality of refreshments than traditional methods, and as such providing greater value.

THE IMPACT OF THE EXPRESS HUB



OPEN SOLUTION

The ability to keep your team refreshed on-site facilitates greater levels of productivity. It allows colleagues to meet for lunch, or a quick coffee, encouraging quality, face to face communication. The Express HUB is a revolutionary experience for your business. An open 24/7 refreshment area complete with café-style furniture, which allows your workforce to choose from an extensive range of products before purchasing with latest digital payment technologies. The Express HUB sits at the centre of your organisation, attracting and engaging your employees.

A REFRESHING NEW CONCEPT FOR THE WORK PLACE



GREATER CHOICE



An extensive range of high quality products that cater to the needs and tastes of your team.

QUICKER DURING BUSY PERIODS



The ability to serve twice the number of people in half the time.

QUICK AND SIMPLE



Open space design and clear product visibility. Quickly scan and pay for your items using fingerprint and contactless technology.

ENHANCED PRODUCTIVITY



Staff are happy on-site, enhancing team communication and encouraging face-to-face social interaction.

24/7 RESPONSIVE



Available whenever your team needs it! Breakfast, munchies, caffeine top-ups, lunches, afternoon treats and evening meals.

HIGHLY FLEXIBLE PRODUCT RANGE



Adapt and change your products to meet the needs and dietary requirements of your team.



GRAB AND GO



In today's corporate world, only 8% of people eat breakfast, lunch and dinner at 'traditional' times. Meanwhile, a significant 90% of people replace set mealtimes with 'super-snacking' every 2-3 hours.

The modern workforce eats and drinks when it best suits them. However, this does not mean they are willing to compromise on nutrition or quality. When it comes to food, employees are more discerning than before. Yet, we have found that many businesses are slow to react when it comes to thinking about what their staff like and want to consume. In many cases, companies retain their current facilities by renewing existing contracts without realising the impact they could otherwise make, by simply talking to their staff, seriously reviewing the market and embracing change.



Today, the food and drink we offer to our teams needs to be diverse and dynamic. It needs to meet high expectations and individual tastes. The Express HUB delivers this balance for busy, on-the-go individuals that demand low-prep, nutritious, high quality food that is always available whenever they want it.



MEET AND EAT

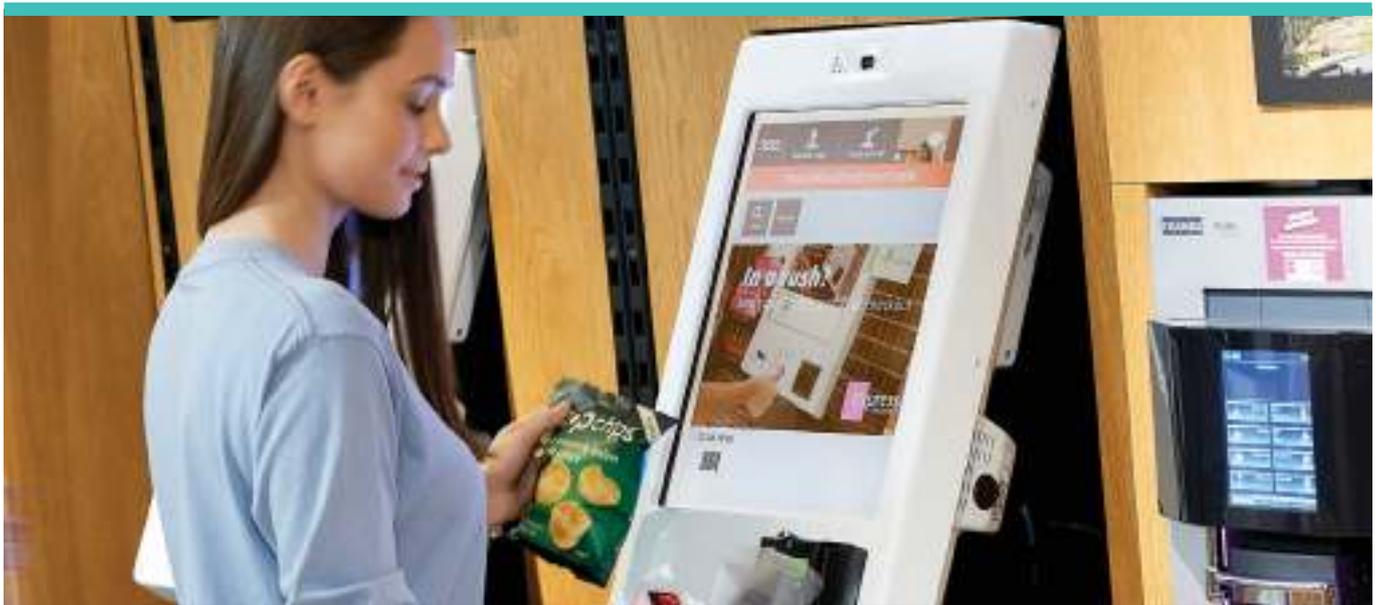
IT'S NOT JUST
ABOUT FOOD
AND DRINK,
IT'S ABOUT
CONNECTING
PEOPLE



But, having the right selection of food and drink at work is not enough in itself. With people spending more time at work than ever before, the ideals of a work-life balance and having a real sense of purpose are increasingly important drivers behind job satisfaction and engagement...

As a result, a dedicated focus on 'company culture' now plays an instrumental role in the success of any business. That is, the sense of belonging that comes from feeling like you are a part of the community at work. To drive this, employers must strive to create an environment where face-to-face interaction is openly encouraged and celebrated. Providing open social spaces where teams can connect and interact leads to the sharing of ideas and a greater sense of cross-departmental community. Companies that recognise and treat their people as their most important asset attract and retain the best talent.





HOW IT WORKS

OPEN PLAN REFRESHMENT AREA

The Express HUB is simple to use and brimming with refreshment options. Help yourself to what you want, scan your items and quickly self-pay before you leave. Whether you want a quick snack, a sit down meal or a refreshing cup of tea, the Express HUB has it all.

REGISTER AND PAY

Once the Express HUB is installed, employees register for an account on our web portal. They can either top-up their account with credit, or complete transactions with contactless payment cards and Apple Pay. Swift payment methods allow staff to purchase their refreshments in a fraction of the time it would take to visit the high street.

RANGE OF CHOICE

Enjoy a wide range of high quality meals, healthy snacks, sweet treats and refreshing drinks. Healthy breakfasts include fresh fruit, oatmeal and granola bars. Lunch on the go options include salads, wraps and sandwiches. Hot meals include pastas, grains and ready-meals. Not forgetting the delicious range of bean to cup coffee and other hot drinks.

HEALTHY AND FRESH

The Express HUB provides a number of healthy options including fresh fruit, nuts and dried fruit, in addition to refrigerated, low-calorie meals. Our proactive daily replenishment process enables you to consistently offer the freshest products.

ALWAYS OPEN, 24/7

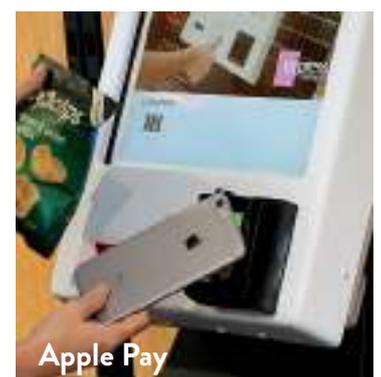
The Express HUB system is self-service and replenished regularly by us. It is designed to be self-sufficient, all day, every day.



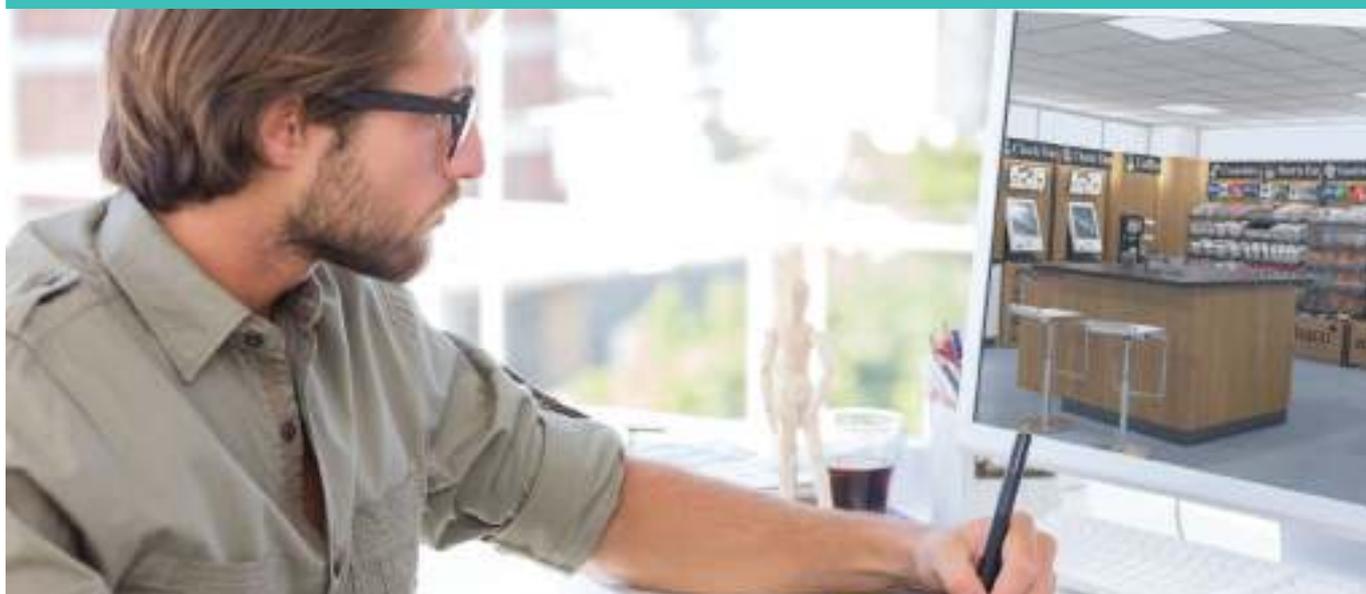
Fingerprint recognition



Contactless



Apple Pay



HOW WE MAKE IT HAPPEN

STAGE ONE:

THE REVIEW

We review your existing facilities and staff requirements. At this point we will conduct an on-site survey of the space you have available, before discussing the various choices, product types and ranges you may choose to explore.

STAGE TWO:

THE PROPOSAL

Using the brief, we will deliver a costed proposal for an Express HUB that is tailored to the needs of your space and team. The proposal will come with a selection of 3D images and floor plans, so you can see your HUB coming to life.

STAGE THREE:

THE AGREEMENT

Once we have finalised details on your Express HUB design, costs and service schedules, we will provide a clear agreement and a way forward.

STAGE FOUR:

THE INSTALLATION

Installation typically happens 4-5 weeks after we receive a signed agreement and have prepared your bespoke Express HUB product bays. We understand that replacing an existing facility with a new one can be a disruptive process, so whenever possible, we manage the installation over the weekend. In most instances, our engineers can install your new Express HUB between close of business on Friday, and Monday morning.

STAGE FIVE:

THE LAUNCH

Prior to installation, we share a series of informative videos which explain how your new Express HUB system works, and what your employees need to do to register for an account. Post-installation, we follow a set process to launch your Express HUB, ensuring you have trained staff on-site, who can support your team in using the system confidently. Importantly, we provide ongoing account management, to help you manage and adapt your product range to meet the needs of your staff.

WORKS WITH ANY SPACE

In ideal situations, the refreshment HUB requires ample space, complete with seating areas for staff to relax and enjoy their refreshments. In these instances, it transforms culture, increases staff welfare and enhances productivity. However, the Express HUB is also adaptable to the smallest of spaces. Even a single, modest wall can be transformed into a welcoming refreshment space. Our 3D planning software will showcase exactly how your space can be transformed.

IN A CORNER



ON A WALL



MEDIUM SIZED SPACE



LARGER SIZED SPACE



WHAT WORKS FOR YOU?

Express HUB modular bays enable businesses to tailor product ranges to suit their own tastes and requirements. Offer your staff all of the products they enjoy most!



GOOD FOR YOU



HEAT TO EAT



REFRESH



REPLENISH



REFUEL



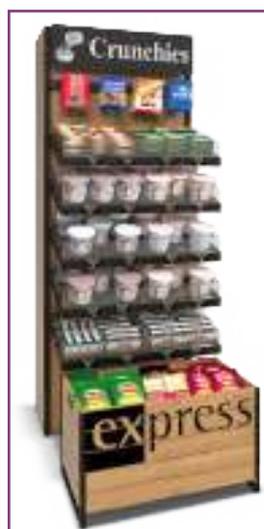
CHECK OUT



FRUIT & NUTTY



COFFEE



CRUNCHIES



MUNCHIES

CHOOSE THE RIGHT SOLUTION FOR YOU

CASE STUDY

BACKGROUND

The existing solution was tired, dated, not fit for purpose and required rethinking and replacing. This was particularly important as the company operated in a high-tech environment, comprising of a varied and demanding workforce demographic. The company wanted to provide a great refreshment solution whilst projecting an image in keeping with its market space.



SOLUTION

The company sought a solution to provide snacks and fresh meals, whilst enhancing the look and feel of their breakout area. They wanted to offer a broad range of products covering mealtimes and snacks, in order to compete with the local supermarket which most staff were visiting during the working day.

Express designed their refreshment HUB in digital 3D, using the exact dimensions gathered during an initial site survey. The design proposal allowed the client to clearly see their new facilities before confirming the design was right for them.

The new Express HUB was installed over a weekend, ready for the grand unveiling on Monday morning. The transition was seamless, with staff receiving training on the day of introduction. This ensured acceptance of the HUB and demonstrated to all staff that management cared and understood staff requirements.



MORE CHOICE

“Before we installed the Express HUB our choice of products was 73. It is now over 200 and we can rotate and change our range easily”

QUICKER

“I can grab lunch in a third of the time it took with our vending machines. No fiddling around with cash and no queues because it’s quicker”

MORE ENGAGEMENT

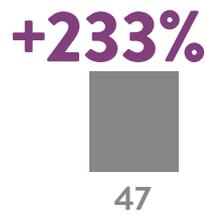
“Since installing the Express HUB, we have found that usage by staff has gone up from 31% to 86%”

SUBSTANTIAL INCREASE IN PURCHASES ON-SITE, STAFF ENGAGEMENT AND NUMBER OF AVAILABLE PRODUCT LINES.

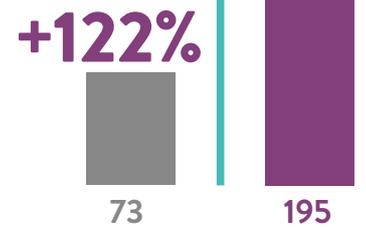
RESULTS DELIVERED



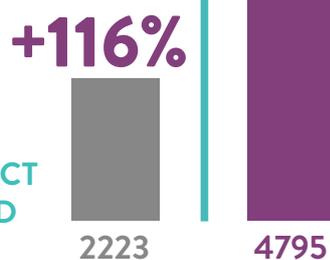
SIGNIFICANT INCREASE IN STAFF USAGE (ENGAGEMENT) PER WEEK



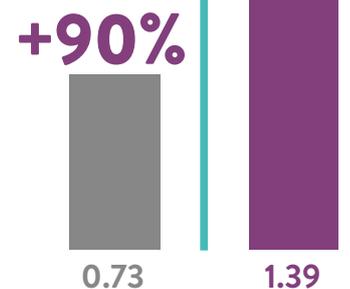
SUBSTANTIAL INCREASE IN PRODUCT LINE CHOICE



TWO FOLD INCREASE IN MONTHLY PRODUCT UNITS PURCHASED



DOUBLED AVERAGE TRANSACTION VALUE (£)



■ Previous Vending solution ■ Express HUB post launch



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