



January 4, 2018

## **Jackson Brothers of the South Expands Relationship with USA Technologies to Go 100% Cashless**

*Will Offer Cashless Payments on All of its 1,000 Machines; Connects 100 Select Machines to USAT's ePort Interactive®*

MALVERN, Pa.--(BUSINESS WIRE)-- [USA Technologies, Inc.](https://www.usatech.com/) (NASDAQ:USAT) ("USAT"), a premier payment technology service provider of integrated cashless and mobile transactions in the self-service retail market, today announced an expanded agreement with Jackson Brothers of the South ("Jackson Brothers"), a full service vending, catering, and food service company based in Springfield, MO. Through the agreement, USAT is upgrading an additional 750 machines to USAT's state-of-the-art cashless technology platform and telemetry services. Included in the upgrade are 100 ePort® Interactives, USAT's next-generation, interactive content delivery and payments platform, which will be connected to 100 select Jackson Brothers machines.

Jackson Brothers of the South provides a full line of vending services, micro markets, box lunches, office coffee, and cafe services across southwest and central Missouri, eastern Oklahoma, and southeast Kansas. Through the expanded agreement with USAT, Jackson Brothers can now accept cash, credit/debit cards, and contactless payments, including mobile wallet payments such as Android Pay and Apple Pay on 100 percent of its 1,000 machines through USAT's NFC-capable ePort Connect® and ePort Interactive cashless payment systems.

"Today's consumers are all about cashless and mobile payments, and fewer and fewer are actually carrying cash," said Darwin Bickford, CEO, Jackson Brothers. "Upgrading our machines to USAT's ePort Connect® and ePort Interactive platforms doesn't just answer the call from consumers on cashless options for payment. It enables us to streamline efficiencies, better engage with consumers, increase topline sales and capture more revenues. With USAT, the deployment has been seamless and we've already seen cashless usage happening on 37 percent of our machines, which is incredible."

Jackson Brothers has also signed up for USAT's [Premium Support Service](#) offerings, which gives the company access to USAT's bundle of best-in-class support services including deployment planning, project management, installation support, training, tools specific to the marketing of cashless programs, and marketing support/consultation, mobile payment and loyalty programs and, in some cases, funding support.

"The cashless revolution is upon us," said Tom Jones, executive vice president, Sales, USA Technologies. "Jackson Brothers is yet another example of how smart, forward-thinking, and innovative companies are embracing our next-generation payment platform to more effectively manage their business. We're thrilled to expand our relationship with them to bring cashless payment options to every one of their machines."

### **Useful Links:**

USA Technologies: <https://usatech.com/>

Twitter: [https://twitter.com/usa\\_tech](https://twitter.com/usa_tech)

YouTube: <https://www.youtube.com/user/USATechnologies>

Resource Center: <https://usatech.com/resource-center/the-benefits>

### **Sales and Partnership Inquiries:**

Please contact USA Technologies, Inc. at +1 800.633.0340 or [sales@usatech.com](mailto:sales@usatech.com).

### **About USAT's Premium Support Service:**

USAT's Premium Support Service bundles USAT's best-in-class services to ensure the most effective deployments of USAT's cashless technology through cohesive planning that maximizes returns. Services include USAT's Model Market program for planning, project management, installation support, and marketing support; integration of deployment planning, installation and performance optimization; access to USAT's flagship Knowledge Base data; profitability calculation; and customized reporting in support of deployment, inventory and DEX project management. USAT's Premium Support Service is available to customers that have made a commitment to connect a significant portion of their locations to USAT's service.

### **About ePort Connect®:**

USAT's ePort Connect service is a PCI-compliant suite of cashless payment and telemetry services specially tailored to fit the needs of self-serve retail industries. Designed to be a "one-stop shop," services offered through ePort Connect include

wireless and merchant account setup, simplified processing rates, settlement and reconciliation, 24 x 7 customer service and a host of value-added services including mobile payment, loyalty programs and integrated payment services for micro-markets and other POS devices.

**USA Technologies:**

USA Technologies, Inc. is a premier payment technology service provider of integrated cashless and mobile transactions in the self-service retail market. The company also provides a broad line of cashless acceptance technologies including its NFC-ready ePort® G-series, ePort Mobile™ for customers on the go, ePort® Interactive, and QuickConnect, an API Web service for developers. Through its recent acquisition of Cantaloupe Systems, Inc., the company also offers logistics, dynamic route scheduling, automated pre-kitting, responsive merchandising, inventory management, warehouse and accounting management solutions. Cantaloupe Systems is a premier provider of cloud and mobile solutions for vending, micro markets, and office coffee services. USA Technologies and Cantaloupe Systems have 85 United States and foreign patents in force; and has agreements with Verizon, Visa, Chase Paymentech and customers such as Compass, AMI Entertainment and others. For more information, please visit the website at [www.usatech.com](http://www.usatech.com).

**Forward-looking Statements:**

"Safe Harbor" Statement under the Private Securities Litigation Reform Act of 1995: All statements other than statements of historical fact included in this release, including without limitation the business strategy and the plans and objectives of USAT's management for future operations, are forward-looking statements. When used in this release, words such as "anticipate", "believe", "estimate", "expect", "intend", and similar expressions, as they relate to USAT or its management, identify forward-looking statements. Such forward-looking statements are based on the beliefs of USAT's management, as well as assumptions made by and information currently available to USAT's management. Actual results could differ materially from those contemplated by the forward-looking statements as a result of certain factors, including but not limited to, the ability of USAT to predict future market conditions and consumer behavior; and the possibility that all of the expected benefits and efficiencies from cashless payment services, including increases in revenue, will not be realized by all vending operators and on all vending machines or within the expected time period. Readers are cautioned not to place undue reliance on these forward-looking statements. Any forward-looking statement made by us in this release speaks only as of the date of this release. Unless required by law, USAT does not undertake to release publicly any revisions to these forward-looking statements to reflect future events or circumstances or to reflect the occurrence of unanticipated events.

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