

# NESCAFÉ®

## COFFEE SOLUTIONS PROPOSAL

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**This Proposal is valid for 14 days.  
All prices quoted are Exclusive of VAT.  
Prepared and presented by: ADORA SALIM**

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# Introducing the **NESCAFÉ® Fusion FTS 60 E** (with milk module)

The NESCAFÉ® Fusion FTS 60E offers up to 24 high quality drink options, offering the best freshly ground whole roasted beans soluble coffee and hot chocolate to satisfy everyone's taste. The NESCAFÉ® Fusion FTS 60E (with milk module) is suitable for 35 people and more, minimum requirement of 50 cups a day.

## **NESCAFÉ® Fusion FTS 60 E (with milk module)**

|                           |                                |
|---------------------------|--------------------------------|
| Dimensions H x W x D (cm) | 66.8 (H) x 42.2 (W) x 56.8 (D) |
| Weight                    | 36.4kg                         |
| Power Supply              | 230 V (3000 W max)             |
| Water Supply              | 1 - 8 bar                      |
| No of Canister            | 5                              |
| No of cup per day         | 60                             |
| No of touch               | 48                             |

### **Monthly Rental**

**24 Months - R 3 500,00**

FTS 60 - R2 300,00 + FMU 1 200,00

**36 Months - R 3 043,00**

FTS 60 - R2 000,00 + FMU 1 043,00

\*Prices are exclusive of VAT\*



\*Subject to availability  
\*Re-furbished machine

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# NESCAFÉ iPilot E2S Combi Coffee Machine – Bean to Cup

## Overview

- 1 hopper 1 brewer, brewer capacity max. 16g
- 2 soluble canister, 1 mixing bowl
- 10-inch touch screen; 12 Beverage Selections
- 40 to 60 cups per day
- Attachable fresh milk unit, capacity 6 litre, milk tank with level sensor.
- Fresh milk unit has cooling cabinet and boiler for steam creating.
- Integrated cleaning program for soluble system, bean brewer and milk system.
- Integrated pump to adapt to water bottle utilization

Dimensions (H x D x W cm)

Weight (Kg)

73 x 56.5 x 30/60 with FMU

Net: 33/63 with FMU Gross: 36/73 with FMU

Beverage Processing

Power consumption machine

Number of canisters

Direct hot water

Water network connection

Auto clean/rinse facility

2000W / FMU 1600 W

1 bean hopper + 2 soluble canisters

Yes

Yes

Yes

## Monthly Rental

24 Months - R 1 650.00

iPilot NESCAFÉ E2S

36 Months - R 1 435,00

iPilot NESCAFÉ E2S

\*Prices are exclusive of VAT\*

## Monthly Rental

24 Months - R 2 600.00

iPilot NESCAFÉ E2S + MFU

36 Months - R 2 261,00

iPilot NESCAFÉ E2S + MFU

\*Prices are exclusive of VAT\*

\*Subject to availability

\*Re-furbished machine

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# Introducing the **NESCAFÉ® Fusion FTP30** (Black)

The NESCAFÉ® Fusion FTP 30 offers up to 12 high quality drink options, offering the best soluble coffee and hot chocolate to satisfy everyone's taste. The NESCAFÉ® Fusion FTP 30 is suitable for 25 people and more, minimum requirement of 30 cups a day.

## **NESCAFÉ® Fusion FTP30 (Black)**

|                           |                                |
|---------------------------|--------------------------------|
| Dimensions H x W x D (cm) | 56.7 (H) x 31.8 (W) x 54.4 (D) |
| Weight                    | 23kg                           |
| Power Supply              | 230 V/ 50 60Hz                 |
| Water Supply Pressure MIN | 0.1-0.8Mpa                     |
| Water Connection          | 3/8 gas                        |
| No of Canisters           | 5                              |
| No of cup per day         | 30                             |
| No of touch               | 12                             |

Monthly fee over:

24 Months – R1 360

36 Months - R1 183

**\*Prices are exclusive of VAT \***



**\*Subject to availability, new or fully refurbished machines will be installed\***

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# Introducing the **NESCAFÉ® Fusion FTP30** (Red)

The NESCAFÉ® Fusion FTP 30 offers up to 12 high quality drink options, offering the best soluble coffee and hot chocolate to satisfy everyone's taste. The NESCAFÉ® Fusion FTP 30 is suitable for 25 people and more, minimum requirement of 30 cups a day.

## NESCAFÉ® Fusion FTP30 (Red)

|                           |                                |
|---------------------------|--------------------------------|
| Dimensions H x W x D (cm) | 56.7 (H) x 31.8 (W) x 54.4 (D) |
| Weight                    | 23kg                           |
| Power Supply              | 230 V/ 50 60Hz                 |
| Water Supply Pressure MIN | 0.1-0.8Mpa                     |
| Water Connection          | 3/8 gas                        |
| No of Canisters           | 5                              |
| No of cup per day         | 30                             |
| No of touch               | 12                             |

### Monthly Rental

**24 Months – R1000**

**36 Months - R870,00**

\*Prices are exclusive of VAT \*



- \* Subject to availability
- \* Re-furbished machine

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# Introducing the **NESCAFÉ® Alegria 630**

The NESCAFÉ® 630 offers up to 6 high quality drink options, offering the best soluble coffee and hot chocolate to satisfy everyone's taste. The NESCAFÉ® 630 is suitable for 20 people and more, minimum requirement of 20-25 cups a day.

## **NESCAFÉ® Alegria 630**

|                           |                                |
|---------------------------|--------------------------------|
| Dimensions H x W x D (cm) | 56.0 (H) x 32.0 (W) x 49.0 (D) |
| Weight                    | 20,4kg                         |
| Power Consumption         | 1400 W                         |
| Water Supply Min          | 1-8 bar                        |
| No of Canisters           | 3-4                            |
| No of cups per day        | 30                             |
| No of touch               | 6                              |

### **Monthly Rental:**

**24 Months – R800.00**

**36 Months - R 939,00**

*\*Prices are exclusive of VAT \**



- Subject to availability
- Refurbished machine

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# Products for Machine



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# Personalized Account Management

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- Knowledge transfer of market trends and insights
- Maximize machine throughput and sales
- Regular site visits for business performance review
- Refresher on-site machine cleaning training and product knowledge
- Beverage quality control checks
- Brand awareness achieved through POS
- Introduction to new product and machine launches
- Contract management
- Stock management
- Additional support services with Accounts and Technical





## Trade Assets Details

- Point of Consumption i.e. where the machine is situated within the premises

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## Machine's Event & Uptime

- Access to live Telemetry app with real time updates & notifications
- Type & severity of issue
- Date/time of issue occurrence/resolution issue either rectified via Telemetry unless a technician needs to replace a part etc.
- Turnaround time on technical resolution is 24hrs.



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## Data Management

Live Reporting - Data of all beverages dispensed is collected and stored. Can be broken down by month, week, day and hour.

Type of beverage dispensed - Dispensed data above is further broken down by the different beverage selections i.e. Coffee, Cappuccino, Hot Chocolate

Data Analysis & Identifying Trends

Historical Data Data can be tracked and compared to previous months performance.

Stock Management - Monitor stock dispensed through the equipment, compared to stock issued to staff







### **Pre-inspection checklist incl. but not limited to:**

- Plumbing (direct or indirect water supply with stop valve)
  - Power source within 1-1.5m (220-V AC Supply with Live, Neutral & Earth requirement)
  - Machine location (e.g. away from sunlight or heat source e.g. freezer or heater)
- 



### **Machine corrective maintenance incl. but not limited to:**

- Machine service & repairs

### **Service Response Time**

- Area A: 0-200km from Operator's regional base will be responded to within 24 hours
  - Area B: +200km from Operator's regional base will be responded to within 48 hours
- 5 service centres – JHB, BFN, CPT, PE, DBN
- 



### **Preventative maintenance calls included in monthly rental fee**

PM calls scheduled every 6 months and incl. but not limited to:

- Change of water filters
  - Dependent on filter type & water quality
  - Change of all critical machine parts e.g. seals, silicon tubing, boiler descaling
  - NB Health & Safety-purposes
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### **Flexible rental periods**

1, 3, 6, 12, 24 & 36-month contracts

0% escalation for full contract period

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### **1 quality audit per annum incl. But not limited to:**

Ensure in cup quality

Product assessment

GPA (Global Performance Assessments)

Retraining of machine operators on hygiene standards

Reporting and customer feedback

Feedback & recommendation on corrective actions

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### **Staff training** on effective machine management (refill & cleaning)

x1 Courtesy cleaning kit provided on installation

On-site refresher training

Record of training registers to be shared with customers on request

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## SERVICE AND CONTACT DETAILS

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All product orders must be sent to **admin@pfdpe.co.za**

All account queries must be sent to **np.nbsaccra@gh.nestle.com**

All technical queries must be sent to **s&r@za.nestle.com**

Toll Free Number: **(080) 000 1648**

**Account Management Contact Details: Adora Salim – 071 381 7794**

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**\*THIS PROPOSAL IS VALID FOR 14 DAYS.**

THANK YOU FOR YOUR INTEREST AND BELIEF IN OUR BRAND,  
FOR ALLOWING US THE OPPORTUNITY TO PROPOSE A  
NESCAFÉ® COFFEE SOLUTION TO YOUR BUSINESS.



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