

Searching for proven technology to improve your show's ordering process?

show **PRO**™

ORDERING PLATFORMS
EVENT MOBILE APP



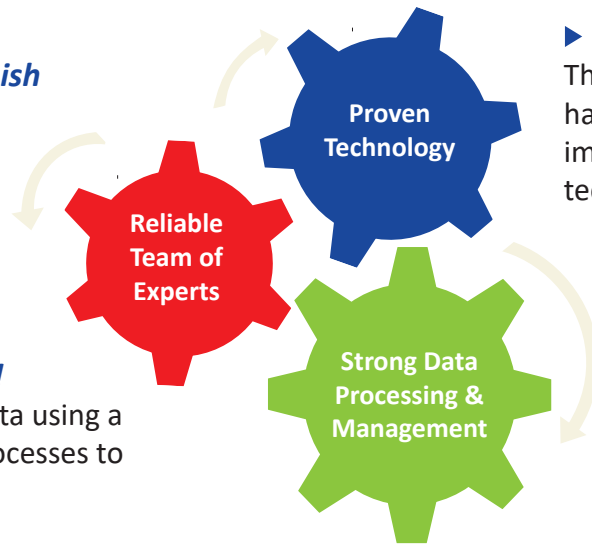
PARTNERING FOR SUCCESS

► *With you from start to finish*

We are there for you at every stage of the process. We staff your show to ensure that all are comfortable using the ordering platform.

► *We care for your data!*

Our team prepares your data using a series of quality-control processes to ensure data integrity.



► *Reliable Software*

The online and at-show ordering platforms have over 29 years of continuous improvements making it the leading technology in the industry.

► *Secure Reporting & Timely Data Delivery*

A variety of reports are available for your team, vendors, and buyers. Plus you have access to up-to-the-minute reporting during the show. Final data is delivered within two business days of the show close.

**TRUSTED
SINCE
1991**

CLIENTS TRUST US WITH THEIR MULTI-MILLION DOLLAR SHOWS.

JT Smith & Associates has worked with some of the largest distributors in the grocery, convenience, lawn & garden, pet supply, and sporting goods industries. In the past 29 years, we have . . .

- Never let a show fail
- Automated ordering for over 1,000 shows
- Processed Billions of Dollars in Orders





Book the showPRO™ At-Show Ordering System for your next show and receive the Event Mobile App FREE for that show.

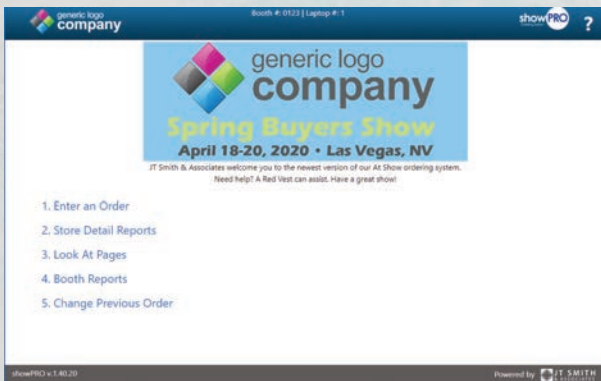
New show is defined as a show that has not used a JT Smith & Associates ordering system in the past. Event Mobile App retail price is \$5,000.

showPRO™ PRODUCTS & SERVICES

Your Ideas... Automated!

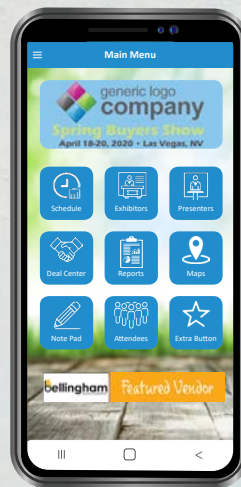
► At-Show Ordering System

- Vendor order-entry using laptop with ability to apply bonus bucks and flat cash
- Vital face-to-face interaction for vendor and buyer
- Real-time reporting



► Event Mobile App

- Stand-alone, native app available in the App stores using your show's branding
- **Exclusive:** Full-service App Manager assigned to build and maintain the app so you can focus on your show
- **Exclusive:** With the At-Show Ordering System, access reports through the app



► Analytics Dashboard

Multi-show tool for you to analyze performance by store, vendor, division, and manufacturer

► Future Solutions

- Registration & Check-in
- At-Show Tablet Ordering
- Lead Retrieval
- Pricing Analytics

► Online Ordering System

- Buyer order-entry through secure web portal
- Great for virtual specialty shows
- Included with At-Show system
- Real-time reporting

showPRO™ Q&A

What are the benefits for our vendors and buyers?

Efficient Ordering & Reports

Eliminates the cumbersome use of paper orders. We provide real-time reporting for vendors at their device. Buyers can access their reports at one of the report kiosks or through the showPRO™ Mobile App. After the show, vendors and buyers have access to reports through our website.

What makes your Mobile App different from other event apps?

Reports & Full-Service Management

We are the only event app on the market where your buyers can access their real-time reports. Our App Manager will build and maintain the app for you.

How does partnering with JT Smith & Associates benefit my company?

WE HAVE NEVER LET A SHOW FAIL! And our services will help you...

► Grow Revenue

- Improve Sales Team Productivity
- Accelerate Cash Flow
- Boost Order Volume
- Allow for Earlier Ship Dates

► Reduce Costs

- Eliminate Manual Order Entry Labor
- Reduce Errors & Lost Orders
- Turn inventory Quickly

► Boost Satisfaction

- Simplify Customer Order Process
- Real-time Reporting
- Vendors Track Their Sales
- Year-to-year Trend Analysis

Am I renting self-service software that I have to learn on my own?

Absolutely Not!

It's full-service from beginning to end.

You will have a team of professionals who dedicate 100% effort to ensure show success: Show Processor, App Manager, Technology Team, Show Boss, and the Red Vest team, who have decades of experience helping vendors from your industry.

How do you handle the data?

White Glove Treatment

We meticulously care for your data. Show Processors prepare it. We back up the backups. Final data is delivered to you two working days after the show.

Do my vendors need to supply a device to use the software?

No. We provide...

... all the equipment needed to run a show: laptops, networking, report kiosks, and show central. With our networking system, you do not need to do a buy-out of the exhibit hall's internet.