



STATE FAIR of VIRGINIA

2022 Clover Point of Sale Registration

State Fair of Virginia highly recommends the use of a Clover/Fiserv point of sale device at every vendor or pay-to-play location. Vendors may rent or purchase a device(s) as makes sense for the individual Vendor.

THIS FORM IS DUE TO Angela.Ray@fiserv.com **NO LATER THAN September 6, 2022**

One form is required for EACH location

Information needed to complete Final Application

Concession Name: _____

Booth #: _____

Please select: (If applicable)

_____ I am a member of IAFE

_____ I am a member of NICA

_____ I am an OABA member

Credit Card Processing Rates & Policies:

- 2.29% and \$0.09 cents per swipe card transaction (+1% for keyed transactions)
 - *Fiserv will default to daily billing; if you prefer monthly billing, an additional 0.03% will be applied to the rate.*
- All credit card transactions will post to your bank account within 48 business hours of the batch time. The batch time will be automatically set and may be different than your report time.

RENTAL DEVICE AND FEES AT EACH LOCATION:

-Device Hardware	\$47.90/month (two-month minimum Sept/Oct) Clover Mini with customer facing device. One tether cord \$25.00 (needed to connect customer facing)
-Cash Drawer	\$50.00 *one-time cost per unit, is considered a purchase and may be used in future years
-Software	\$14.95 per device per month (Essentials Service Plan)
-AT&T Sim card	\$15/month when in use, no charge for WIFI or internet hardline connection, but vendor responsible for connections
-Regular Shipping	Varies based on Zip Code

RENT or PURCHASE Clover Mini LTE

To be approved to rent Clover equipment an account must be established and arrangements for payment for the equipment directly with Fiserv by the deadline stated.

I want to **RENT** Clover Mini Wi-Fi _____ units for this location for \$72.90 per unit/per month. (Includes customer facing device and tether cord to connect minis).

I want to **PURCHASE** Clover GEN 3 Mini LTE _____ units for \$720.00 each for this location, (\$1465.00 with customer facing device) comes with a one-year warranty.

I would like to add a three-year warranty to each unit for \$115 per unit Y_____ N_____

Clover Cash Drawers PURCHASE ONLY

I need to **PURCHASE** _____ cash drawer(s) for \$50.00 each and understand I am to **keep them** for future use and will not need to pay for them again as long as they are in working condition. (Rental option not available)



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Legal Business name: _____

Business Type: _____ LLC _____ INC _____ Sole Prop _____ Non-Profit

Year Business started: _____ Federal Tax ID: _____ File taxes with EIN/SSN: _____

DBA Name (will appear on receipts): _____

Business Street Address including city, state and zip code (No PO Box): _____

Business phone number (number at which Clover support will call you): _____

Email address (for final agreement and clover credentials): _____

Vendor's full legal name/Title (print): _____

Vendor's home address (No PO Box): _____

Vendor's date of birth: _____

Vendor's social security number (mandatory for background and identity verification): _____

Bank Routing Number: _____ Bank Account Number: _____

Check & Initial here if you want to have monthly billing for credit and debit card fees. An additional 0.03% fee will be applied to rate _____

I understand additional monthly charges for apps and reporting features required by State Fair of Virginia may be applied to my account by Fiserv for the period during which I am an Exhibitor at this event.

Vendor Signature: _____ **Date:** _____

Final agreements will be emailed to the email provided for final signature. Please look for reminders and emails from "First Data Marketplace" in your inbox around September, 7th. Failure to complete the final registration steps may result in fines or prevent your location from opening.

Send a completed form for **EACH** booth location no later than **September 6, 2022**, to: Angie Ray at Angela.Ray@fiserv.com

For questions on this registration form, please contact:

Angie Ray
Phone: (423) 480-7727
Email: Angela.Ray@fiserv.com

2022 Setup Instructions

Step 1: Logging into Clover for the first time and finding activation codes

Video: <https://youtu.be/wlOZ66ZkzsQ>

Step-by-step

Your initial Clover login and password was sent to you upon merchant approval. Should you not be able to find it go to:

www.clover.com > Login> access your account> input the email used to sign merchant agreement > check that email> click reset pw link> login

Clover activation codes can be found by clicking on desired location> dashboard

Step 2: Adding inventory:

Video: <https://youtu.be/F3eT7WUN2Dw>

Step 3: Clover Device Setup Videos and Other Instructional Videos

<https://www.clover.com/help/>

Step 4: Clover.com reporting, deposits, and statements

<https://youtu.be/a1rYrfjZkUY>

You can also view your reports real-time and Clover.com features by downloading the Clover Dashboard application for IOS or Android.



WHAT CAN CLOVER DO FOR ME?

With Clover® Payments, you can accept the most popular forms of payments including all major credit and debit cards, mobile wallets, and cash through a Clover POS device. You can track all your sales transactions in the Clover Dashboard, available on the web or as an app on your mobile device. Ability to access more in depth reporting with Apex Ceph. QR Code and Kiosk options available.

Clover Can

- Can still work offline if Wi-Fi or cellular service is lost. Note: credit card transactions WILL process when connectivity is re-engaged; however, Vendor is responsible for any declined or invalid transactions.
- Provide a multitude of seamless sales and inventory reports useful for the Exhibitor and **required** by Ohio State Fair. Clover software can combine sales reports if a location has more than one device in operation. No more manual reporting to be done – speeds up the daily reporting and payment process! You will have access to reports on both Clover Dashboard and Apex Ceph Reporting.
- Provide rental, multi-year leasing or purchase options for use wherever the Vendor may operate! Month to month commitment. No early termination fees. No monthly minimums.
- Be used as a time clock for employee clock in/out to assist with managing employees

NFC Payment:



Visa did a great job rebranding contactless payment for Apple Pay, Google Pay, and Samsung Pay. Tap to Pay seems to be the term consumers gravitate to. I strongly encourage anyone this year who has Clover to please let your consumer know that you accept Tap to Pay with large signage. All Clover devices have the ability to accept tap to pay. Legacy Clover Station or Clover Station 2018 without customer facing display are the only exceptions. Both can have the ability added.





Clover Consumer QR Code Ordering:

Speed up lines, accommodate staffing issues, no new hardware needed, and increase consumers spend on average by 35% when using this option:

<https://youtu.be/dwoOH19dIrQ> - Overview Video and Explanation by Tina Hollis

<https://youtu.be/MBbUo0XIFD0> - Official Merchant Setup Video

<https://youtu.be/Zhqm1UjtoPk> - Official Customer Ordering Experience

Sample QR Code Signage:



Clover Consumer Kiosk Ordering

Applova Kiosk Application on Clover helps convert your Clover Mini/Station into a guest-facing kiosk. It can be used as a:

- 1) Self-Ordering Kiosk: Carefully designed to provide an intuitive ordering experience for your guests with clear instructions and large, appealing images. These self-ordering kiosks also include upselling and cross-selling capabilities to increase guest's average check-size
- 2) Self-Checkout Kiosk An alternative to checkout lanes staffed by cashiers, these self-checkout kiosks can be introduced to offer customers more control, convenience, and quick checkout.

TOP FEATURE HIGHLIGHTS FOR SELF-ORDERING AND SELF-CHECKOUT KIOSKS ▪ Accept card payments at the kiosk ▪ Offer discount codes and digital loyalty schemes to incentivize repeat visitors ▪ Capture guest data and drive repeat visits ▪ Get access to reporting & analytics ▪ Easy self-checkout options ▪ Leverages Clover inventory

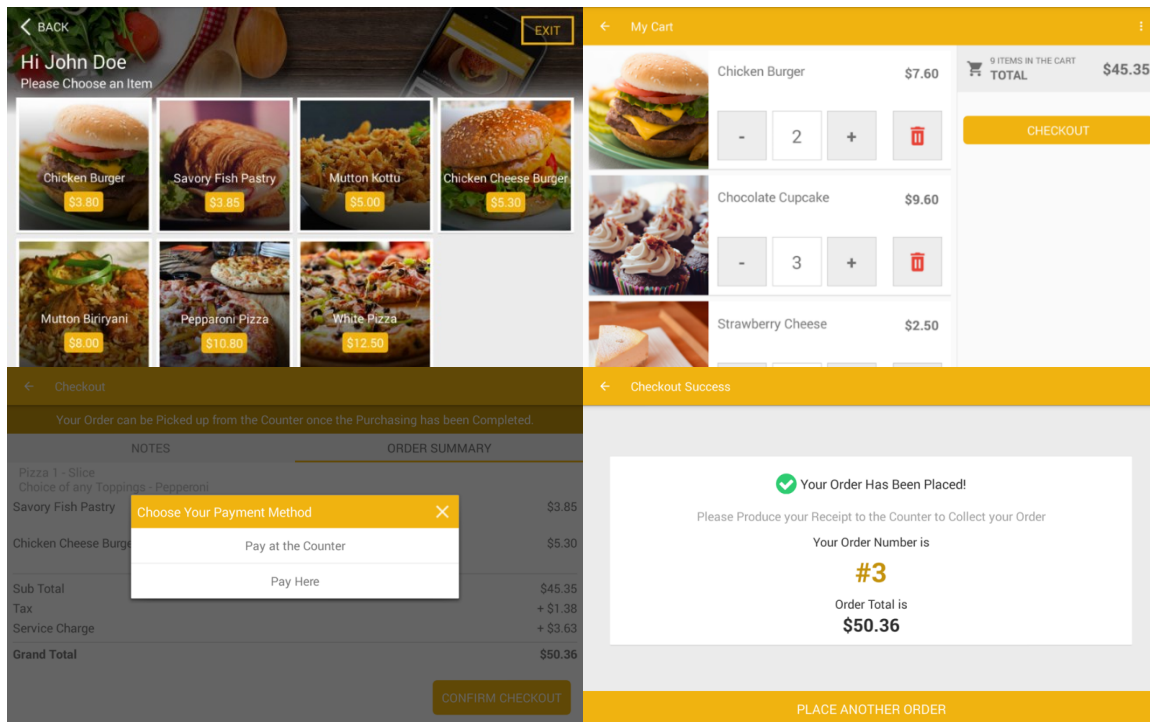
Kiosk Video

https://www.youtube.com/watch?v=IMT2iFjiHws&feature=emb_rel_end

Contact Angie Ray to learn more. Cell (423) 480-7727 or by email angela.ray@fiserv.com



Sample Kiosk images



Enterprise Reporting for Carnivals and Concessions with Multiple Stands:



Benefits

- Multi-MID Financial Sales Reports - Pull Financial reports from all of your MID's at once.
- Multi-MID Item Sales Reports - Pull Item Sales reports from all of your MID's at once.
- Multi-MID Category Reports - Pull Category Sales reports from all of your MID's at once.
- Reports can be consolidated and grouped to see Individual MID Sales or sales in custom groupings

Demo

https://youtu.be/YWRo_E7QZU

Contact Angie Ray to learn more. Cell (423) 480-7727 or by email angela.ray@fiserv.com