

ARM Steps to Success

Overall approx. lead time: 6– 8 weeks from accepted PO (clean PO)

1 Arrange a call with James Iannone and your client to review the opportunity

2 Review the ARM Product Configurations

- **XL:**
 - **Single** – refrigerated or dry
 - **Duo** – important to choose the configuration in AQ
 - Cold | cold
 - Cold | Dry
 - Dry | Dry
- **Slim:**
 - **Single** – refrigerated or dry
 - **Duo** – important to choose the configuration in AQ
 - Cold | Cold
 - Cold | Dry
 - Dry | Dry

3 Review the ARM Options

Client needs to understand timeline for payment options including campus/employee card

Terminal	Nayax	Payter <i>Must provide bank VAR sheet – additional 2–3 weeks to overall lead time</i> <i>Bank must be Fiserv Processor</i>	Castles <i>Must provide bank VAR sheet – additional 2–3 weeks to overall lead time</i> <i>Bank must be Chase or TSYS Processor</i>
Campus Card / Employee Badge Closed Loop Integrated Options	◦ None ◦ CBORD ◦ Transact ◦ Atrium ◦ Heartland ◦ MM Hayes ◦ Military Star ◦ Quick Charge ◦ ITC	• None	• Apriva ◦ None ◦ CBORD ◦ Transact ◦ Atrium ◦ Heartland ◦ ITC
Scanner Options	◦ Scanner RFID ◦ Scanner Barcode ◦ QR Code Scanner	◦ Scanner RFID ◦ Scanner Barcode	◦ Scanner RFID ◦ Scanner Barcode
License fee	◦ \$100 ◦ 4.9%	◦ \$100 ◦ 4.9%	◦ \$100 ◦ 4.9%
Internet connectivity <i>Must be confirmed, or the cellular SIM will not be activated</i>	◦ Cellular ◦ Ethernet – cord must be provided by the end user	◦ Cellular ◦ Ethernet – cord must be provided by the end user	◦ Cellular ◦ Ethernet – cord must be provided by the end user

4 Submit to OMS a clean PO & ARM Form!



CONNECT WITH OUR ARM EXPERT

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