



POWER VENDWORKS

SELF-SERVICE EXPERIENCES



Venue Partnership Proposal

Self service vending experiences for leisure and family venues

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Prepared for _____ Date _____

Power Vendworks invites your venue to explore a vending partnership tailored to your visitors, available space and opening hours. We propose starting with a site assessment, selecting a suitable machine mix and agreeing a measured trial before considering a longer arrangement.

An additional experience for your visitors

Candy floss, balloon and popcorn machines can create a visible purchase experience within a family or leisure setting. A suitable placement could broaden your guest offer and provide an additional income opportunity. Demand and commercial viability must be assessed for each location.

Machine options for discussion

Machine	Potential venue fit	Points to confirm
Candy floss	Family attractions, indoor play and celebration areas	Product range, preparation time, hygiene and power demand
Balloon vending	Family leisure, birthday venues and visitor attractions	Balloon designs, safe positioning, collection space and product information
Popcorn	Cinemas, leisure centres and entertainment venues	Serving format, ventilation, cleaning and existing food concessions
Other options	Ice cream or other machines by separate discussion	Availability, specifications and operating requirements

Final equipment, appearance, payment facilities and product range are subject to supplier confirmation and site approval. Machines may be considered individually or as a combined installation.

Commercial arrangements

Our proposed starting point is a managed placement with a 12.5% venue share of eligible sales. Fixed site rent or machine rental can also be discussed where they better suit the venue and operating model.

Managed placement with a venue sales share

Power Vendworks would supply and operate the agreed machines under a written service schedule. The venue provides an approved position and agreed access. We propose paying the venue 12.5% of eligible sales, supported by monthly machine-level reporting.

Eligible sales means completed customer sales after refunds, cancelled transactions and chargebacks, excluding any sales VAT due. Product costs, card processing fees and routine servicing costs would not be deducted from this sales base. Payment timing and any VAT applicable to the venue's payment would be agreed in writing.

Fixed site rent

Power Vendworks pays an agreed fixed amount for the machine position and operates the equipment. Rent, electricity, opening hours, access and review provisions are negotiated after assessing the site. No fixed rent is offered through this general proposal.

Machine rental to the venue

The venue pays an agreed rental for specified equipment. Stock purchasing, day-to-day operation, cleaning, customer support and maintenance responsibilities are allocated in the rental agreement. Training and technical support must be confirmed before launch.

A measured starting period

We suggest an initial 12 to 16 week trading trial, subject to agreement. Together we would review machine availability, completed sales, visitor feedback and servicing requirements before deciding whether to continue, change the product mix or remove the equipment.

Clear reporting

For a managed sales-share placement, the proposed monthly statement would show completed sales, refunds and chargebacks, sales VAT where applicable, eligible sales and the venue's share for each machine. The final agreement will define reporting access, payment dates and how discrepancies are resolved.

Sales, income and payback are not guaranteed. Any later forecast should state its assumptions, evidence and cost basis separately from the agreed commercial terms.

Responsibilities agreed before installation

The table below describes the proposed managed placement model. Responsibilities for fixed rent or machine rental arrangements may differ and must be recorded in the final agreement.

Power Vendworks would arrange	The venue would arrange
Supply, delivery and installation of approved equipment	Approval of the location and confirmation of site or landlord permissions
Stock replenishment, routine machine cleaning and planned servicing	Agreed access for delivery, replenishment, servicing and removal
Card payment setup, sales reporting and customer refund handling	A suitable electricity supply and agreed connectivity arrangements
Product information and applicable food hygiene and allergen controls	A clear customer area and prompt reporting of faults, damage or incidents
A named contact and agreed fault response arrangements	A named site contact and confirmation of any concession restrictions

Electricity charges, waste disposal, insurance, equipment ownership, damage or loss, service response times and out-of-hours access require specific agreement. Installation follows confirmation of site suitability and completion of any outstanding actions.

From enquiry to launch

- 1 Assess the venue — Review visitors, demand evidence, space, access, utilities and existing concessions using the Venue Assessment form.
- 2 Agree the offer — Confirm equipment, prices, commercial terms, responsibilities, reporting, insurance and the trial period.
- 3 Sign and prepare — Finalise the written agreement, permissions, delivery and customer support arrangements.
- 4 Launch and review — Install the approved machines, monitor performance and review the trial together.

Arrange a venue discussion

Contact Philip Attarde to arrange an initial conversation or site visit. Please share your venue name, postcode, approximate visitor numbers and machines of interest.

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Discussion proposal only. Neither party is committed until a written agreement is signed. The contracting entity and its registered details will be confirmed in that agreement, together with the term, termination, removal arrangements and all final commercial conditions.