

# ORBLE



## THE BUBBLE TEA ATM



### ON TREND AMENITY



94% of 20-29 year olds drank bubble tea in the last 3 months. Boost satisfaction and foot traffic with a fun, modern amenity.

24 / 7

Most boba shops close by 9 PM. Our automated vending solution makes bubble tea accessible anytime, anywhere.



HASSLE FREE

No restocking, maintenance, or setup required — we handle it all. Compact, refrigerated, and plug-and-play installation.

### SPECIFICATIONS

#### DIMENSIONS

76.5" (90" with sign) x 40" x 31"

#### ELECTRICITY

AC 110V~240V 50-60Hz

#### WEIGHT

650 lb (empty) / 870 lb (full)

#### PAYMENT

Card & Tap to Pay

Refridgerated at 4°C / 39.2°F



[INFO@ORBLE-TEA.COM](mailto:INFO@ORBLE-TEA.COM)  
[WWW.ORBLE-TEA.COM](http://WWW.ORBLE-TEA.COM)

## HOW IT WORKS



#### CHEF CRAFTED

Our team hand-makes and packs gourmet drinks daily from our certified West Philly kitchen.



#### DELIVERED DAILY

Our delivery team transports and restocks chilled drinks to your location every day.



#### MADE FOR YOU

We track what sells and customize our flavors to what your customers values most.

# FREQUENTLY ASKED QUESTIONS

## **Q: WHO ARE YOU, AND WHAT IS ORBLE?**

**A:** We're a Penn-founded engineering startup advancing food automation to make fresh food and drinks more accessible. Our first product, Orble, is a refrigerated bubble tea vending machine restocked daily with handmade drinks from our commissary kitchen. This machine is our first step toward full automation. Insights from these machines will guide the development of our next-gen, fully autonomous Orble system, which will prepare each drink on-site. Our team's earlier prototype won the Penn Engineering Senior Design Competition, we've participated in the Wharton Venture Labs VIP-X incubator, and we're now patent-pending. These early machines allow us to validate demand and gather the data needed to bring our fully automated vision to life.

## **Q: DO WE EARN ANY REVENUE FROM HAVING THE MACHINE AT OUR LOCATION?**

**A:** We offer two partnership options. Some partners prefer to host the machine simply as an amenity — in that case, we handle everything and you don't need to pay or manage anything. Others choose a revenue-sharing model, where you cover ingredient costs and a small maintenance fee in exchange for a share of profits from each drink sold. We're happy to work with whichever arrangement fits your goals, and there's no upfront cost either way.

## **Q: HOW LONG IS THE AGREEMENT?**

**A:** We start with a 4–6 week pilot period to gather feedback and understand how the machine performs at your location. After that, you can choose to extend the agreement in yearly increments. If our next-generation Orble becomes available during your term, we'll upgrade your machine at no cost to maintain consistency in our stock.

## **Q: WHERE DO YOU SOURCE YOUR INGREDIENTS?**

**A:** Our ingredients come directly from Taiwan, the birthplace of bubble tea, using the same trusted suppliers as popular boba shops to ensure authentic flavor and quality. We're starting with three classics: Thai Tea, Taro, and Black Milk Tea, and will expand our menu based on customer feedback and location trends. For example, gyms might feature protein or matcha options, and we'll rotate in seasonal flavors like Red Velvet in February.



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