**“Hello everyone and thank you for joining us today here at the 23 annual vending machine conference! Today, I'm excited to introduce to you a groundbreaking new technology that's revolutionizing vending machine management, and changing the fundamental way that the vending machine industry works. Now imagine this if you will… imagine, a vending machine that requires minimal human intervention… a vending machine that requires no cash to be stored or picked up… well thanks to our cutting-edge technology we're on the precipice of a vending machine revolution. So what are we waiting for? Let's dive into some of the problems that you might be having with your current vending machine, and I’ll show you how our new revolutionary innovations are gonna help you solve them. Let’s go!"**

**"Traditionally, vending machines required frequent human maintenance, causing disruptions and inefficiencies. But with advancements in the 'Internet of Things' or IoT, as we like to call it, your machine can provide you with real-time stock updates, provide your customers with various payment options including swipe, tap, and NFC, and send out order requests for out of stock items. This not only saves you time, but it also eliminates the need for physical money storage. Maintenance costs will plummet as routine tasks become automated and you’ll be smiling all the way to the bank! cha-ching!"**

**"Ok, so, let's take a look at how this industry disrupting new technology works in action. Here's a scenario: a customer approaches the vending machine during the afternoon.**

**The vending machine will be in an idle state when not being interacted with in order to be more energy efficient. The user will normally review the items available, and when they’re ready to order, they will interact with the keypad. This will cause the vending machine to immediately transition into the active state. From here, the user will continue to make their selections until they are ready to check out. Once the pay button is pressed then BAM! we’re in the payment state. Here, the customer goes to check their pockets and guess what? NO CHANGE! Well no problemo, our exclusive payment interface will guide users on how to make a payment using either a credit card, bank card, or their smartphone via NFP or our app. And if the customer changes their mind at any time, well canceling their order is as easy as a press of a button. All of this culminates into one of the most seamless digital experiences a vending machine can offer. With our futuristic vending machine technology, the entire process is intuitive and efficient, leaving your customers happy, and giving you the peace of mind you deserve."**

**"Well, that’s the end of the show, thanks for joining us everyone. With our innovative solutions, vending machines aren’t just a convenience anymore, they’re a testament to human progress. We’re slowly helping to make the world a better place, one vending machine at a time and you can be a part of that. So what do you say? Are you ready to join the vending machine revolution? I’m Luca Novello, thanks for watching…"**

[The screen opens to a vibrant office setting. A vending machine stands in the corner, sleek and modern. People buzz around, chatting and working, as our presenter steps forward, smiling warmly.]

[The scene transitions to a mock-up of a traditional vending machine.]

[The screen switches to illustrate IoT integration in vending machines, showcasing real-time stock updates, payment options, and maintenance alerts.]

[Next, the demonstration focuses on the interface of the envisioned vending machine solution, displaying sleek and user-friendly screens.]

[The screen shows a user-friendly interface with product options and payment methods.]

[The demonstration continues, illustrating various workflows such as selecting products, making payments, and receiving items.]

[The screen transitions to summarize the benefits of the solution.]

[The presenter returns to the forefront, concluding with a confident smile.]

[The screen fades to black as the presentation concludes, leaving the audience inspired and intrigued by the possibilities.]