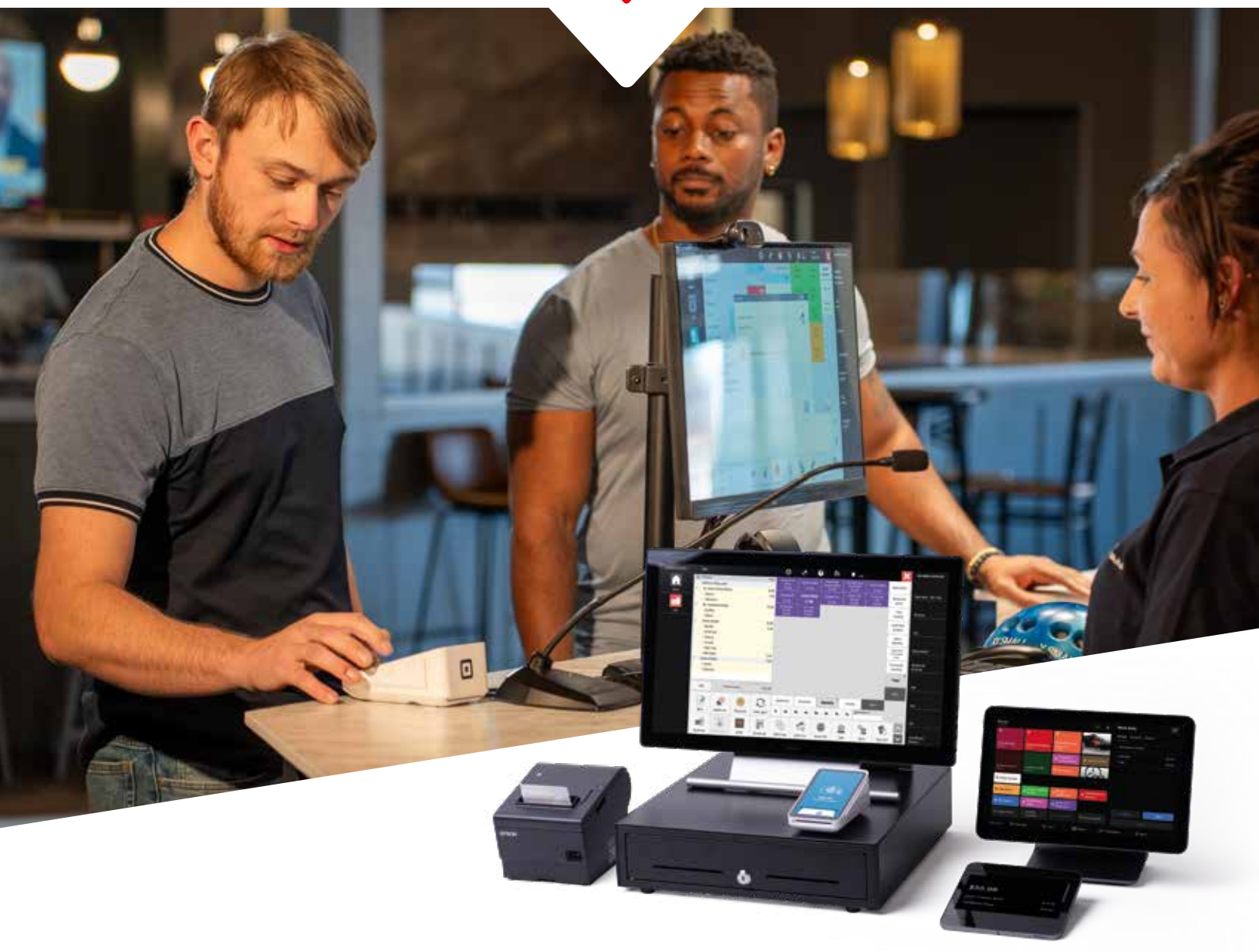


QUBICAAMF

CONQUEROR | Square

The end-to-end integrated Management,
POS and Payments solution
for bowling entertainment centers

The **QubicaAMF** and **Square** *Partnership*

In a first for the bowling industry, QubicaAMF and Square share a long-term partnership to deliver powerful, end-to-end management solutions for bowling entertainment providers.

For our customers, this partnership means the best of both worlds. It brings together technologies from the largest and most innovative bowling equipment provider with the premier ecosystem of payments, restaurant and retail POS, and integrated commerce solutions. With both systems working tightly together, you can deliver the right service for your guests in the right places throughout your business.

Far beyond just a technical integration, our partnership provides our centers with peace of mind. We work together to ensure our centers are supported throughout every step of the process—from sales and solution planning to deployment and onboarding, to training and long-term support for you and your team.

The combined solutions are one-of-a-kind in the bowling entertainment industry, providing a best-in-class guest experience and enhanced operational capabilities for you and your staff.

Square

More than four million sellers run on Square, the only platform of its kind designed for solo entrepreneurs and the largest international chains.

Fifteen years ago, not all businesses could accept credit cards. Square set out to change that — inventing the first mobile card reader of its kind. This allowed businesses to take payments anywhere and keep thriving in the economy. It also completely disrupted how the financial system thinks about small businesses. With this shift, Square's journey took off — moving far beyond its origins as a payment processor to building new tools and solutions for the future.

Today, Square is the largest business technology platform serving all kinds of businesses. The Square operating system allows business owners to sell anywhere, work more efficiently, manage inventory, communicate with customers, book appointments, course meals, order online, and so much more. These tools unlock endless possibilities and countless opportunities for any operation from global chains to mom-and-pop shops.

Scan the QR code to learn more about Square

The **Challenges**

Today's consumers demand more convenience through technology and have higher expectations of service everywhere, especially in entertainment.

Operator's needs have shifted as entertainment centers of all kinds are managing the added complexity of multiple attractions and sophisticated food and beverage operations to create richer all-around experiences for their guests.

These shifts create business and operational challenges that you and your teams face when interacting with your customers. Every day you are confronted by:

- **Fragmented systems and technologies** from a variety of vendors that do not work together, making operations difficult, frustrating staff, and creating a disjointed guest experience.
- **Dissatisfaction with too many payment providers** whose clunky devices, slow speeds, complicated contracts, and surprise fees all help to make your financial operations a real headache.
- **Lack of centralized management** and reporting across one or more locations leaves you without a complete view of performance and control of your business.
- **Missing advanced tools and POS convenience features** that customers have come to expect and burdens your staff, making it hard for them to be at their best when interacting with guests.

Now there's a better way...

> **"The benefit of integrating Conqueror plus Square and moving forward with it in your business is threefold...it's going to simplify your back-end processes, it's going to make your staff's life much easier, and your ability to deliver a high-quality customer experience is going to go through the roof."**
>
> *Michael Shearer, Owner*
> *Perfect Game, Farmington Hills, MI*

Conqueror plus Square Restaurants POS

Center-wide POS technology for bowling entertainment centers

Conqueror plus Square Restaurants POS combined technologies allow centers of any size to work within one unified ecosystem for all operations— bowling, reservations, food and beverage, order management, kitchen operations, transactions, receipts, reports and more!

With the Square Restaurants POS, payment processing, table management, and inventory management are just the beginning. It gives you the power to connect the front and back of house and your back office while freeing you up to focus on the customer experience, delivering exceptional business and operational advantages for bowling and entertainment centers.

How it works:

- All items and prices are managed in Square and shared with Conqueror with centralized setup for bowling and F&B pricing, discounts, modifiers, options, and more.
- Staff can sell from either system as needed, leveraging different features at the right points of service—like Conqueror at the front desk to manage all bowling and reservations, and Square in the restaurant and bar to maximize food service.
- All food & beverage sold from any Conqueror source, including front desk stations, QPads, Web reservations, or Kiosks are automatically sent straight to the kitchen and Square KDS to organize and fulfill orders.
- All orders, transactions, and receipts are recorded within Square where dashboards, reporting, and analytics create a complete financial view of your business by consolidating everything sold from both Conqueror and Square.

Conqueror plus Square Restaurants POS is at the heart of a growing set of capabilities from the Square ecosystem, their vast marketplace of partners, and the growing QubicaAMF ecosystem.

> **"With food orders connected to Conqueror Web people can buy anything from our restaurant. When they arrive, Conqueror sends the order right to our Square kitchen display and printers to start making the order, indicating where we need to deliver it. It's a seamless experience for the customer and has increased our F&B revenue."**
>
> *Brent Bowers, Owner*
> *Let's Roll Seneca, Wichita, KS*
> *& Let's Roll Derby, Derby, KS*

Key POS Benefits for Bowling Entertainment

- Create and customize menus, pricing, and floorplans
- Turn tables faster with tableside ordering and payment
- Order entry made for speed and accuracy
- Enable your customers to order via QR Code
- Take and manage online orders
- Organize and fulfill orders in the kitchen with KDS
- Customize ticket routing and timers
- Integrate with top inventory providers
- Robust, real-time reporting
- Manage multiple locations

Learn more about Square Restaurants POS:

Conqueror plus
Square Restaurants POS

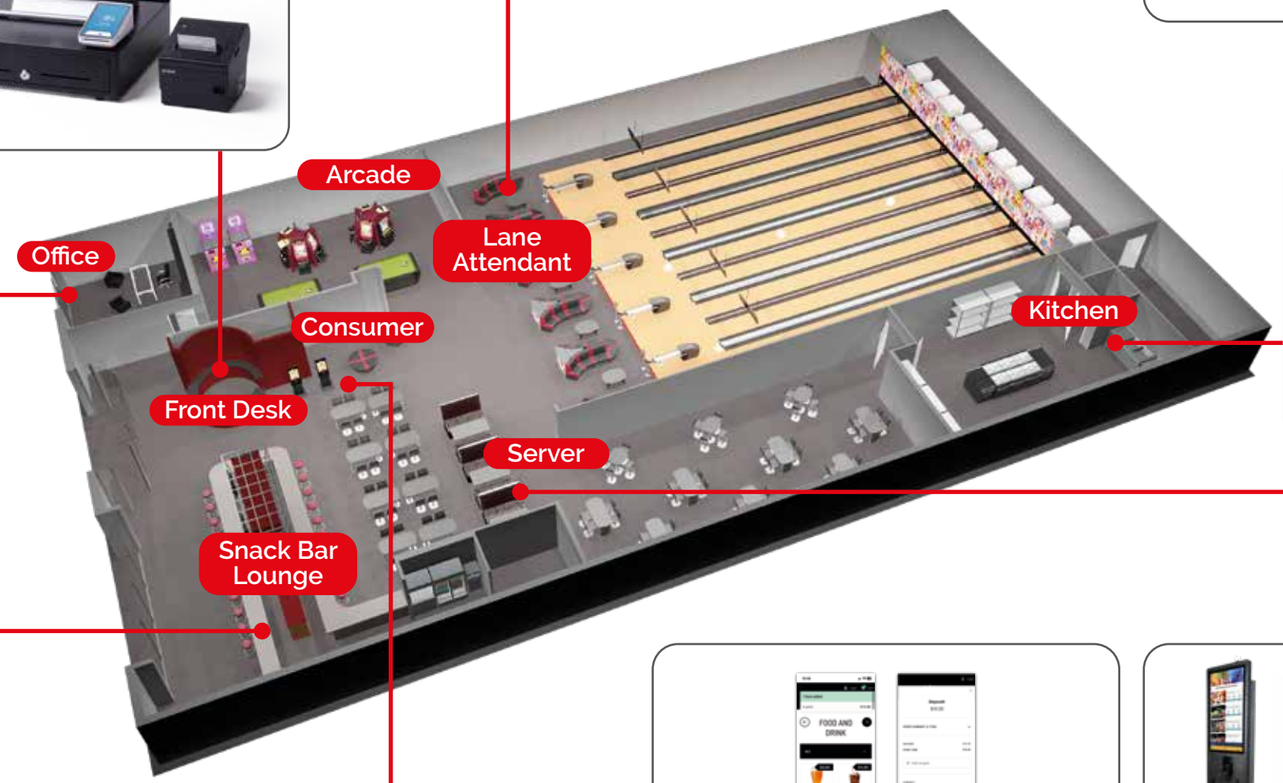
Flexible configuration to have the right features at the right points of service

Conqueror X
QubicaAMF Receipt Printer
QubicaAMF Cash Drawer
Square Terminal

Conqueror X (iPad)
Square Restaurants POS (on same iPad)
Square Reader

QPortal

Square
Dashboard



Square Kitchen Display System
Square Kitchen Printer

Square Register or Stand
Square Cash Drawer
Square Receipt Printer

Conqueror Web Booking Site
Square Payment Screen

Conqueror Kiosk
Square Terminal

Square Handheld
as mobile POS

Conqueror plus Square Payments

The modern, omnichannel payment solution for bowling entertainment centers

Switching to Conqueror plus Square Payments brings big benefits to every bowling entertainment business of any size and many improvements over other payment offerings.

Several **Square Payments benefits** *are uniquely available* **through this partnership:**

Single payment platform
Conqueror plus Square Payments enables seamless transactions across multiple channels. With support for in-person, kiosk, and online payments, we're making life easier while delivering a convenient guest experience at every touchpoint within your center.

Transparent and competitive pricing
A simple fee structure with NO HIDDEN FEES, plus fast transfers, deposits, and payment processing! All with competitive processing rates and software options from the leading innovator of commerce solutions.

Robust security and on-demand support
PCI-compliant and end-to-end encrypted hardware, dispute management, and robust fraud prevention (including 3DS). All backed up by dedicated customer support.

Improved guest and staff experience
Seamless and intuitive payment experiences cater to both customers and staff. Easy-to-use hardware ensures your staff can be at their best delivering an exceptional guest experience on every visit.

Easy-to-use devices at all service points
With Square's amazingly fast, sleek, and intuitive devices, it's easier than ever to deliver a consistent and seamless payment experience to your guests while you focus on growing your business.

Manage everything centrally
Gain full control of your business. With consolidated reporting and analytics across one or more locations, you'll have the visibility and insights to make decisions that drive further growth.

Readiness for Square for Restaurants POS
Lay the groundwork now for the next wave of the Conqueror Square integration that will meet customer and business demands of evolving food and beverage operations.

> **"I think the technology that Square uses is phenomenal... They really blow some of the older credit card machine technology out of the water. Their processing is incredibly fast compared to all the other credit card machines that we've used. It speeds up checkout. It speeds up when we split checks and have to run multiple cards. It's super simple. It's wireless. You just hand guests the terminal and they do everything on their own."**
>
> *Tim Pfeifer, District Manager*
> *West Pike Bowl, Canonsburg, PA*

Additional features:

- Accept all:
- Available for all Conqueror sales touchpoints including front desk, QPad, Web, and Kiosk
- Customized displays for center branding and promotions
- Offline mode in case of internet connection interruption
- Convenient guest features including electronic receipts by text or email
- Ready for Square Gift Cards

As part of the **QubicaAMF and Square partnership,** Square will work with each **QubicaAMF customer** individually to establish a **custom pricing plan** for Square Payments.

Conqueror plus Square Marketing & Loyalty

Seamless connections to grow your bowling entertainment customer base

The next integration from the QubicaAMF and Square partnership is coming soon to unlock the power of the Square Customer Directory, Square Marketing, and Square Loyalty products.

Key Benefits

Capture customer information, automatically
Each time a customer makes a transaction, a profile is automatically generated in the directory, with future transactions enriching the customer's record. And they can sign up for loyalty right alongside their purchase.

Track bowling and other Conqueror purchases
With free built-in CRM tools, you can quickly view a customer's activity and loyalty status to provide a more personalized experience – including leveraging information on their bowling purchases.

One customer record for a complete view
Get instant access to data, like top loyalty customers, loyalty-attributed sales, and the average spend of loyalty customers versus non-loyalty customers – for all of their bowling and other transactions from both Conqueror and Square.

Get the most out of these Square products

Marketing
Engage customers and reach new ones. Expand your business with personalized, one-time and automated email and text campaigns to keep your customers engaged.

Loyalty
Drive repeat sales with a customer rewards program. You can quickly customize, make enrollment easy, drive engagement automatically, and reward seamlessly.

Customer Directory
Store your customers' information like purchase history or loyalty status, analyze how they interact with your business, and engage them in one place through Square's CRM.

Learn more about Square customer tools:

Extend your reach with additional Square products and Square App Marketplace partners

Staff & Payroll
Staff management tools to help simplify payroll, easily communicate, manage your team, and empower them — all in one place.

KDS
Display orders from anywhere, on one screen. Whether you take orders through Conqueror, POS, Square Online site, or delivery apps, everything is sent to and fulfilled directly from the kitchen.

Online Ordering
Simplify the online ordering process for you and your customers. Accept and manage orders, both online, and in-person by displaying a QR code on the lane, at a table, and more.

Gift Cards
Bring in new business with digital and physical gift cards you can sell in person and online. Physical cards can be used at Conqueror front desk and Kiosks too.

Integrations

Square works well with others so you can reach your full business potential.

Square integrates seamlessly with popular third-party apps and business solutions across many categories:

- Accounting & Tax
- Booking & Scheduling
- Delivery & Orders
- eCommerce
- Items & Inventory
- Loyalty & Rewards
- Marketing & Analytics
- Payroll
- Field Services
- Form Builders
- Healthcare
- Insurance
- Points of Sale
- Restaurants
- Team Management
- Ticketing & Events

Popular examples of third-party apps include:

QuickBooks Online · Shogo · Yellow Dog Inventory · 7shifts · OpenTable · Tripleseat

Learn more about the Square App Marketplace:

CONQUEROR | Square

The end-to-end integrated Management, POS and Payments solution for bowling entertainment centers

The QubicaAMF and Square collaboration combines cutting-edge technologies from both companies to create a powerful, end-to-end integrated management solution. Together we help you deliver an exceptional guest experience and empower your bowling entertainment center with operational excellence and enhanced customer service.

Integrated technology is an exciting start, but this long-term partnership goes far beyond that. We're working together to ensure your centers are supported every step of the way with dedicated QubicaAMF and Square account managers providing direct, long-term support for you and your team.

Learn more about Square Restaurants POS and Square Payments:

Restaurant POS System and Software | Square for Restaurants

Square for Restaurants: Serving Peace of Mind

Getting Started with Square for Restaurants

Payment Processing with Square

QubicaAMF is very excited that our customers will have access to Square's ecosystem through our partnership. We are integrating our Conqueror X enterprise system to work seamlessly with Square's Payments and POS technology and broader ecosystem to deliver more value to our customers and a platform for future growth.

> **"The Square back office is intuitive, informative, and the steps needed to accomplish your goals take a fraction of the time. Whether it is managing bowling and POS pricing, looking up reports, transactions, processing refunds from online reservations, or any other tool, it is a modern and effective way to interact with transactions and Conqueror back-office."**
>
> *Darrin Skinner, Owner*
> *Pins N' Wins, Lake Wylie, SC*

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QUBICAAMF

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