

June Partner Newsletter (Marketing)

Subject line A: The Hydration Station - June Updates from Bevi

Subject line B: Splash into Summer with Enhancements - June Updates from Bevi

The Hydration Station Bevi's Bi-Monthly Partner Newsletter

Welcome to our June newsletter—focused on providing you with key insights to help you better serve your customers and grow your Bevi business. We appreciate your continued partnership!

(Interested in the bi-monthly partner technical newsletter from Bevi? Sign up [here!](#))

Featured Content:

- Electrolytes & Vitamin Boost insights
- How The Well can identify customer drink preferences
- Assortment recommendations for customer happiness
- A resource website just for you

Electrolytes & Vitamin Boost

Our new enhancements are making a big splash! Electrolytes and Vitamin Boost have quickly risen in popularity and proven to be crowd pleasers, while generating more revenue for you. Here are some key insights into their performance:

Vitamin Boost



Most popular
amongst all flavors &
enhancements

Electrolytes



2nd most popular
amongst all flavors &
enhancements

Concentrate Consumption



Up to 30% increase
when Vitamin Boost or
Electrolytes is in a machine

Consumers always have their well-being top of mind, so we recommend offering Vitamin Boost to everyone regardless of industry. Similarly, Electrolytes is well-suited to any environment, but with summer around the corner, heat relief is extremely important at manufacturing and warehouse sites.

Don't forget: Vitamin Boost and Electrolytes can be added to any drink and placed in any machine!

[Order Electrolytes](#)

[Order Vitamin Boost](#)

[Bevi Enhancements Sell Sheet](#)

How Do I Know Which Flavor to Replace with an Enhancement?

The high- and low-usage icons on The Well unlock the ability to understand a customer's drink preferences and optimize their concentrate assortment for increased revenue and ultimate satisfaction.

Example:

↑ Electrolytes	30%	DUE 7/8/23	Caffeine	60%	EXPIRES 8/1/23
Strawberry Lemongr...	70%	DUE 8/18/23	Lime Mint	60%	DUE 9/10/23
↓ Blackberry Lime	90%	EXPIRES 10/28/23	Pomegranate Bluebe...	75%	EXPIRES 10/28/23
Peach Mango	75%	EXPIRES 10/28/23	Grapefruit	55%	DUE 10/24/23

Low-Usage Icon ↓

Easily identify flavors or enhancements that have very low usage (lower than 7% popularity) in comparison to the other options in that machine; in the above example Blackberry Lime should be considered for replacement. This is a great prompt to reach out to your customer for a flavor or enhancement request, which in turn will increase customer satisfaction and revenue.

High-Usage Icon ↑

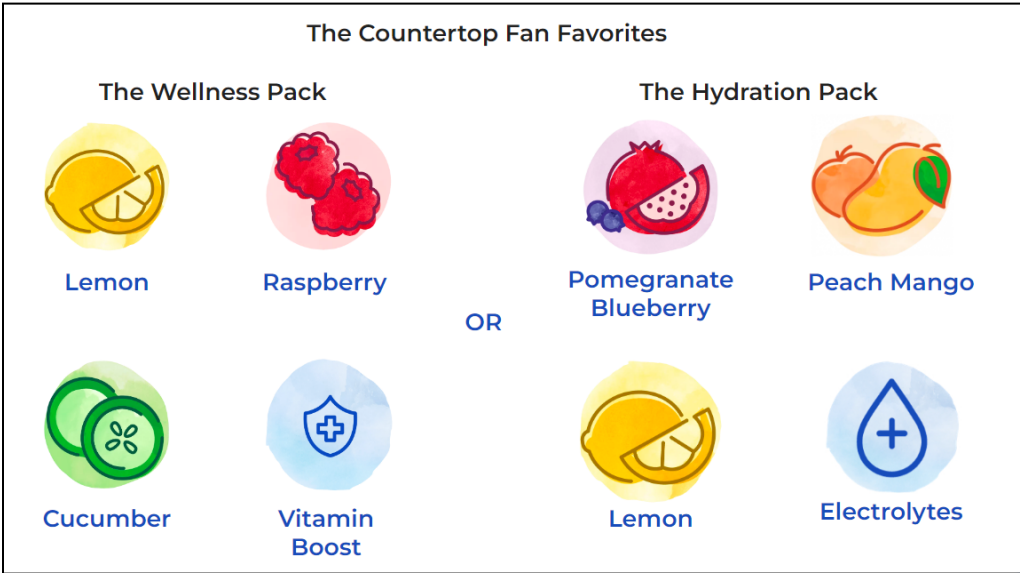
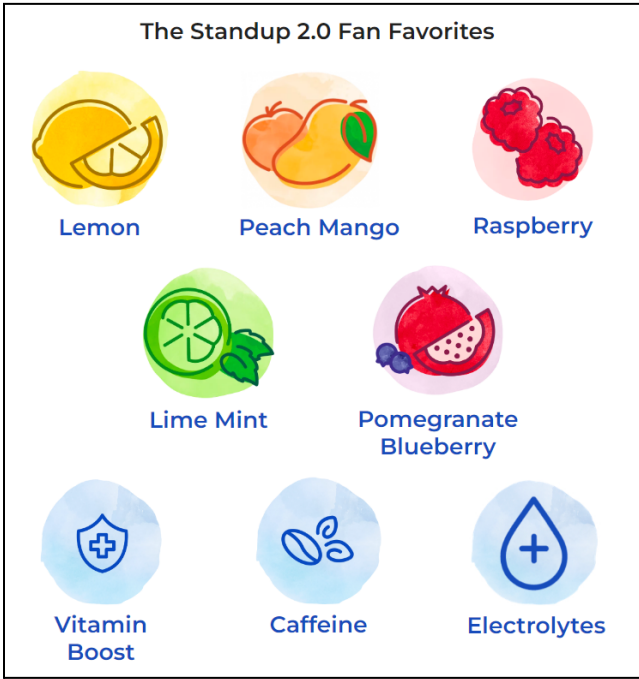
Quickly see when a flavor or enhancement is popular and should be considered for double bibbing, which helps prevent any outages and reduces the number of replenishment trips you make. In the above example, Electrolytes is a good candidate for double bibbing.

- For The Countertop and The Standup .75/1.0/1.5, use our Double BIB Kit combined with our latest software update.
 - Double BIB Kits (part # 720-0134) are available now—[order yours today](#).
 - Easily install the Double BIB Kit with [this instructional video](#).
- For The Standup 2.0, a Double BIB Kit is NOT necessary. The machine will automatically know when two or more of the same BIBs are installed and combine them into one icon on the dispense screen.

*Please note that in order to see these icons on [The Well](#), machines need to be **connected to WiFi or Cellular** and **registered**.*

Recommended Flavor & Enhancement Assortments

Have a new customer who doesn't know which flavors and enhancements to start with? Try out these recommended assortments below, which represent our most popular flavors and combinations, for happy customer hydration and increased consumption.



Pro Tip: Use the above as a starting guide for your customers, and then customize based on their preferences. Take advantage of The Well to understand which flavors and enhancements they can't get enough of, and which ones should be swapped out.

[Order Now!](#)

To request access to our Bevi Storefront, please reach out to support@bevi.co.

[Partners.Bevi.Co](https://partners.bevi.co)

Did you know that you can find the below resources and more on partners.bevi.co?

- General & vertical-specific Bevi sell sheets
- Product sell sheets and machine spec sheets
- Installation and troubleshooting guides and videos
- Bevi logos, images, and more

If you don't have a login, easily request one by clicking "Sign Up" on the login page.

If you have any questions, please reach out to your Bevi Sales Representative.

For Technical Support, email support@bevi.co or call **866-704-2384**.