



# *Bibe* Coffee

WE MAKE IT COUNT

# About BibeCoffee

BibeCoffee has created an IoT real time monitoring solution that transforms every professional coffee machine to a smart connected terminal, minimizing Revenue Loss and safeguarding Brand Quality Image.

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With an innovative hardware device and easy to use platform, BibeCoffee comes to streamline the way Coffee Distributors, Makers and Chains work and operate; guaranteeing that high quality coffee is always served without compromises.



# The Need - Monitor all Coffee Machines anytime



# The Coffee Intelligence Path



Billions are invested to achieve high coffee quality, reinventing all production stages

# Quality control at the last stage is the weakest link



The question is, does this high-quality coffee actually reach the end customer's mug?

# The Problem



Brand & Quality damage through the mixture of lower quality coffee



Revenue Loss through coffee dilution



Maintenance Inefficiency

# The Brand Damage Problem

*“After the first sip of a bad coffee, **40%** of the customers will **subliminally** look at the **coffee brand signage**”*



# Third Wave of Coffee Sophistication Trends

Increasing demand of quality coffee to be served anywhere.

**70%** of the coffee shops over the **last three years** claim that their main differentiator is the coffee quality.

*“Searches on Pinterest for third-wave, coffee shops have increased by a **283%** this year”*

Maggie McCracken BRIT+CO

*“Only **9% of U.S.** adults were drinking specialty coffee daily in 1999. In 2017, that number hit **41%**”*

Simran Sethi, Forbes

*Specialty drinkers consumed **2.97 cups** of coffee per day in **2017**, an increase from **2.24 cups in 2001**”*

Simran Sethi, Forbes



# The Revenue Loss Problem

**10% to 50%**

of branded coffee is being diluted by Coffee Shops leading to Revenue Loss and Brand Damage

# The Quality & Maintenance Problem

90%

of the Professional Coffee Machines in the  
Market are **Leased**

The only way to “health check” them is by visiting often each and every one of them.  
Water filters are also being reactively monitored.

# Customer Types



Roasters  
&  
Distributors



*“Lacking consumption data (Loss of Revenue)”*

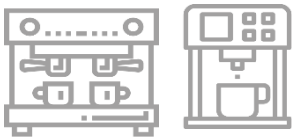
*“Need Leased Coffee machines predictive maintenance”*



Coffee Chains



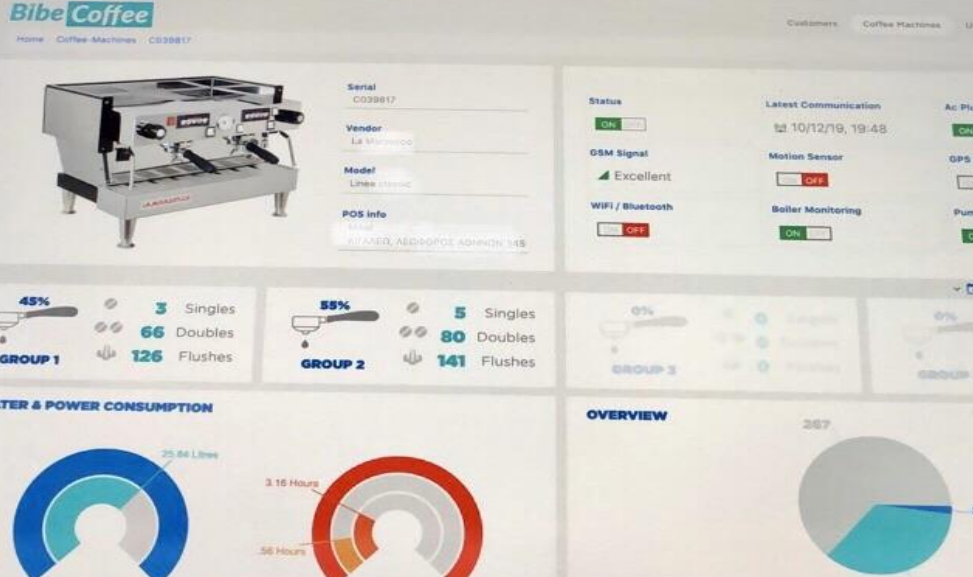
*“Need to streamline our business with real time statistics, consumption figures and maintenance forecasting”*



Coffee Machines

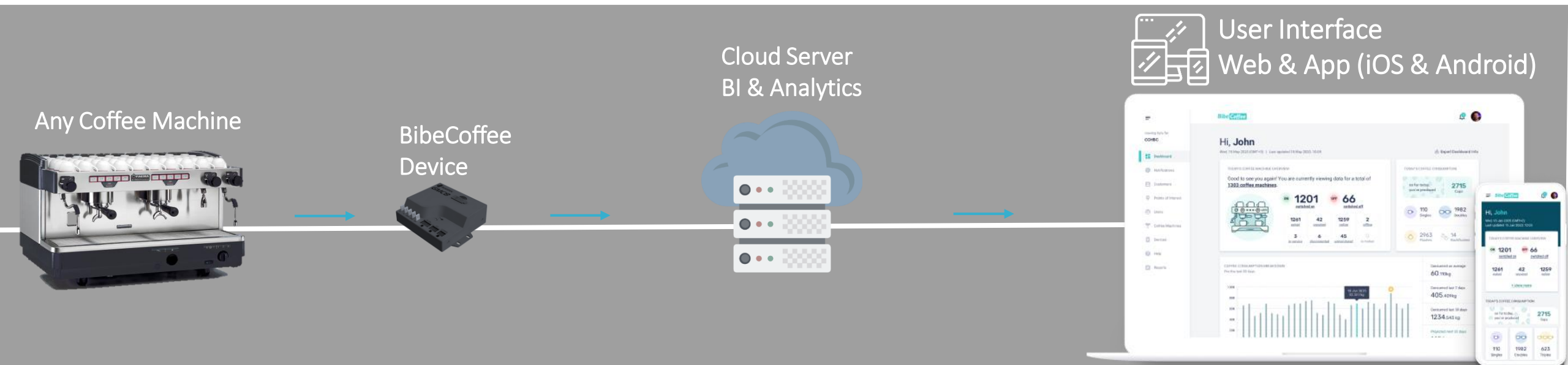


*“We need to have our new coffee machines “telemetry enabled”, as per our Client’s requests”*



# The Solution

**Actual** coffee production is **measured** on every Coffee Machine, giving results on all important data, **minimizing revenue loss** and **malfunctions**.



Coffee Machine Agnostic

# How it Works



1 Install device



2 Calibrate machine



3 Collect your data!

# Connected Coffee Machine | Features



Real time coffee measurements ensuring brand & quality



Coffee machine monitoring maintenance



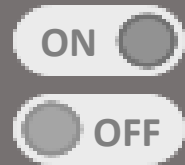
Minimize all aspects causing revenue loss



Automatic Ordering To Coffee Roasters



GPS for Recovery



Device Remote Management



Sales Forecast



Energy Monitoring & Maintenance Alerts

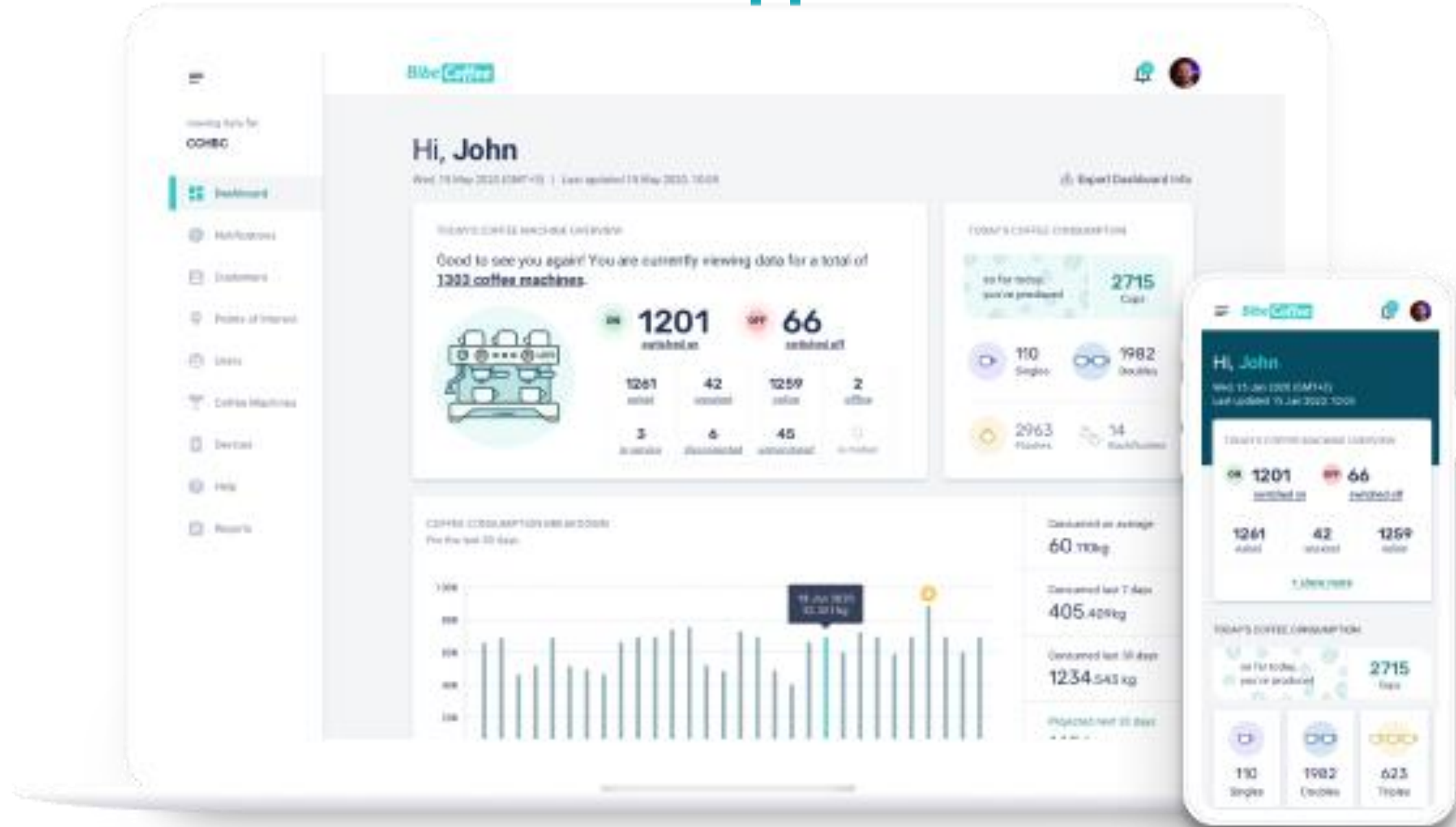


Data Lake Management

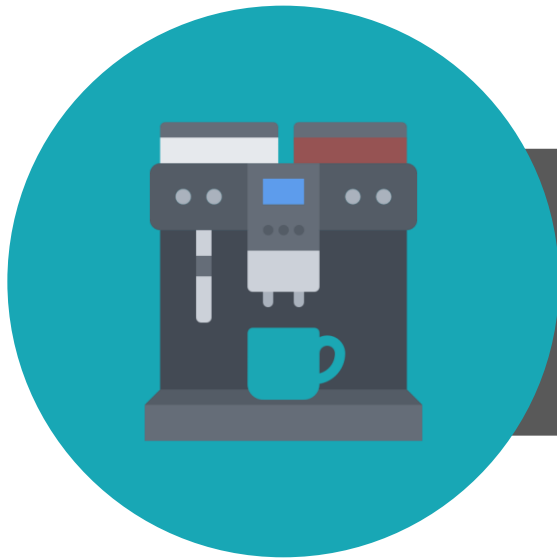


Water Metering

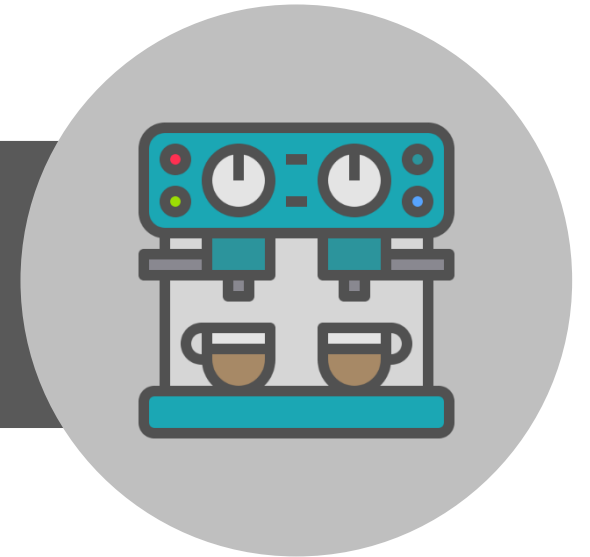
# Platform & Commercial App



# Connecting the Coffee World



SuperAutomatic  
(Bean2Cup)



Automatic  
(Traditional)



# Thank You!

## Happy to show you more!

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