

# 2013 - A Year in Review

## *Solving Challenges and Focused on the Future*

As this year comes to a close, with much to look forward to in 2014, we wanted to take the opportunity to acknowledge our clients, partners and employees for all the contributions that have made 2013 so exciting and successful at Olea Kiosks, Inc.

Our business continues to grow with strong support from many of our long-standing customers, along with a renewed focus on some of our core vertical markets in Healthcare and Gaming. The launch of new products such as the Milan kiosk and entry into new vertical markets such as Cyber Security has brought many exciting opportunities in 2013. This year also presented Olea employees with several projects to conquer within our own walls, including the successful re-branding of our website and the addition of a brand new CNC laser machine

[Take a Tour of our  
New Website](#)

## *Continued Success in Healthcare!*

Our Boston and Metropolis healthcare kiosks continue to prove that quality workmanship and intelligently designed functionality will lead the pack. 2013 saw the addition of several key healthcare clients including: Biomat USA, Children's Healthcare of Atlanta, Children's Hospital of Omaha, Novant Health and Henry Ford Health System. We were also recently awarded the contract to design and build a custom next-generation patient check-in kiosk for Kaiser Permanente. Many thanks to all of our healthcare clients and partners for their continued support, and look for an all new healthcare-centric kiosk design coming from Olea in 2014!



## Olea Kiosks, Inc. - 2013 A Year in Review

### *Introduction of Cool New Products!*

The launch of the Milan kiosk in early 2013 has proven successful beyond our expectations. This stunning pedestal style kiosk was developed for interactive digital signage applications, but due to its incredible adaptability, the Milan is suited for a number of other capacities. This rookie product took off in 2013 gaining wide acceptance with our digital media partners in industries such as: Gaming, Hospitality, Healthcare and Retail.



### *Entering Exciting New Markets!*

2013 also brought opportunities to pursue new markets, including Cyber Security, and Olea is quickly becoming the leader in kiosk technology for this space. The Olea Cyber Security Kiosk is Olea's answer to the alarming rise of security threats on cyber infrastructures. Sophisticated performance in a compact enclosure; this kiosk provides an ultimate turnkey solution from risks associated with infected media on peripheral devices. The unique software can scan media devices using up to 16 fully-licensed antivirus engines, improving the likelihood of detecting and isolating threats. The modern design is complimented by an array of features such as a 15-in-1 media reader, a receipt printer, a robust Dell CPU, 2 external USB ports and a UPS Battery device that powers the machine during electrical shortages. Top tier components and robust software are housed in a stylish and cost effective security scanning terminal with a compact footprint.



*Digital signage touchscreen displays ranging from 32" up to 55" in Landscape or Portrait orientation*

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***Meeting Challenging Customer Requirements!***

Whether it's healthcare, gaming, hospitality or retail: Olea's existing customers can all attest to the quality of our products and are familiar with the mantra "Better kiosks through intelligent design." They can also attest to the fact that Olea holds the highest standards when it comes to commitment for timely delivery, customer support and holding true to our promises. Sometimes we are challenged with proving this to new clients who have never worked with Olea, and this certainly held true in 2013.

Mobile Money, one of the largest privately held ATM companies in the United States, presented us with the opportunity to design and build 150 custom "cashless" ATMs for a new project they needed to deploy. These machines needed to incorporate a 15" high-bright touch screen, a Mini PC, a swipe card reader, a bar code scanner, a thermal printer and a 2200 note bill acceptor. All these items are relatively standard items to integrate into a financial kiosk; however there was one big challenge—these machines needed to be designed, engineered, fabricated, painted, integrated, tested and delivered in six weeks—all 150 of them. Not only did Olea pull this off, but we were also able to incorporate specific features to assist in the frequent transporting and set-up of these machines at various venues.

We were able to create a unique stacking system that allows the kiosks to be stacked four-high for efficient transportation and created a specialized locking system that allows the machines to be locked together side-by-side to meet set-up requirements at certain venues. This is another great example showing how listening to our customers allows us to go beyond just building a box, even in under the most challenging of circumstances.



*Showing customized locking, stacking and aligning system.*



*Mobile Money Kiosk assembly*



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### *Facility Improvements at Olea!*



2014 will be the beginning of a new era at Olea as we begin to bring all of our metal fabrication work in-house. For those who know us and who have toured our facility you will remember that Olea designs, engineers, welds and integrates all of our own kiosks. In the 4th quarter we invested nearly 1 Million dollars into our infrastructure to bring all metal working in-house. While we were already doing a lot of the heavy lifting for years, this was the final step in the process. This makes Olea a full service kiosk manufacturer that owns and operates all facets of the kiosk building process in house.

If we need extra inventory for a client project, we just make it. Prototyping for custom client designs is a snap and we are looking forward to the creation of several new kiosk designs, some as quick as Q1 2014, to serve markets that we traditionally have not had much involvement in. Be on the look-out for fresh new designs, ideas and as always, the best quality in the industry. Now that we own it start to finish we can implement our fanatical attention to detail on every step of the process.

For more information on the latest at Olea, including interesting blog articles, please visit our new website. It truly has something for everyone, with a bounty of information that covers just about every aspect of our services and products. With the new design of our web presence, we hope the hard work addresses the basic and extended needs of all our clients and site visitors.

Thanks again to all of our clients, partners and employees for all the contributions that have made 2013 so exciting and successful at Olea Kiosks, Inc.