



# Convert potential customers into business opportunities

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Capture and manage your contacts in real-time during the event with Lead Retrieval.



# You can either choose to get the Lead Retrieval app on your own device or rent one of ours.

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## Licenses

When you purchase a license, you get a code to access the app from your device.

To do this, you will need to download the Lead Retrieval app and log in with the code that you will receive two weeks before the show.

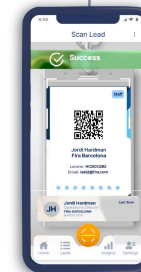
Every license enables a user to login into the App. (e.g., 1 license would enable 1 scanning device)



## Devices

When you purchase a license, you can also rent one of our devices.

Just before the event, we will give you the device with the app downloaded and configured so that you just need to access the app with the license code and start scanning.



# Pricing

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Licenses	Early Bird until January 10th	Event Price
Lead Retrieval - Small Business Edition (1 license)	250€	275€
Lead Retrieval - Enterprise (3 licenses)	500€	550€
Lead Retrieval - Additional license (only available as complementary to Enterprise edition)	95€	110€

Devices	Early Bird until January 10th	Event Price
Device rental (smartphone)	190€	200€
Device rental (smartphone) + delivery	235€	250€
Device rental (smartphone) + delivery + overnight storage and charging	285€	300€
Loss/Damage waiver for the smartphone	100€	100€

Thinking of renting more than 10 licenses? Contact us for your special quotation

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# We help you obtain and manage your contacts more efficiently

Lead Retrieval is a new contact management tool that can be used to **scan and monitor visitors to your stand.**

Scan the visitors' passes and get **their information automatically in real-time.\***

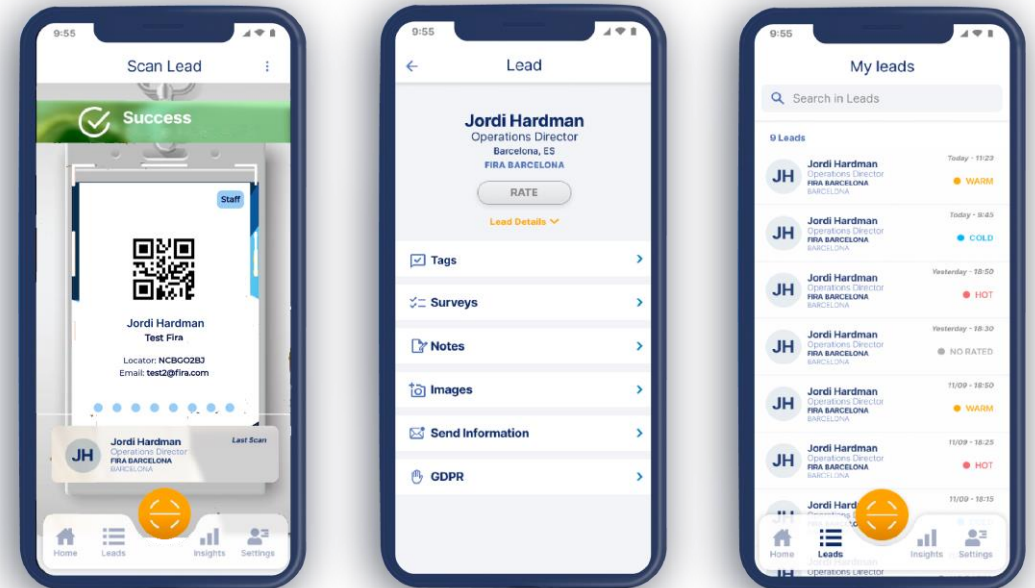
Configure additional functionalities from the website, **obtain statistics, and export your leads to an Excel file.**

**95%**

Satisfied customers

**97%**

Would repeat



\*You need a 4G/5G connection or WI-FI to use all the Lead Retrieval functionalities, but you may still scan the badges without on internet connection, and subsequently synchronize all the collected data in a WI-FI area.

## Perks of using Lead Retrieval during the event

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### Manage your contacts automatically

Instantly and with no need for physical business cards.

Have an organised and categorised contact list.



### Control the influx of attendees

Monitor the influx of visitors to your stand at all times.



### Calculate relevant metrics

Get your data in real-time so that your digital manager can calculate relevant KPIs, such as ROI.



### Identify your Buyer Personas

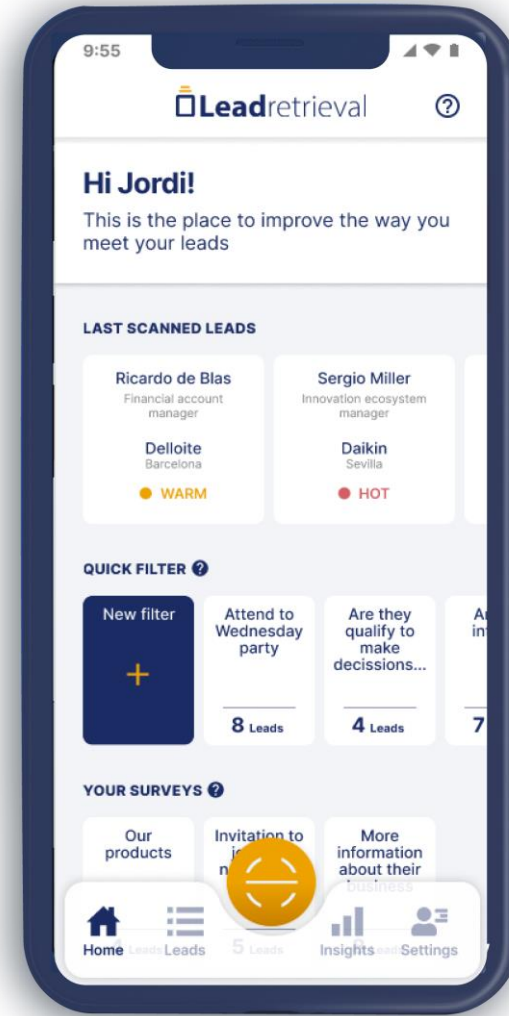
Create your client's profiles during the show based on the data. Send them personalised communications during the event.

# Obtain data automatically from your visitors' badge



**Add or send them additional information** that you have configured in the web portal via the app:

- Notes
- Tags
- Surveys and documents



# Access our Web Portal to configure and visualise your data

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## **Configure additional functionalities**

Configure all the additional functionalities before the show. Create specific tags to add to your contacts, generate surveys or upload documents you want to send to your visitors during the event.

## **Consult statistics and reports in real-time**

The information you capture through Lead Retrieval is available in real-time.

## **Export all the information**

Download all the information easily and import it into your CRM.

# Download our App and start scanning

## STEP 1

Log into the Lead Retrieval App with your own phone or purchase our rental device.

## STEP 2

Scan the visitors' QR code with the App's camera.

There are 2 different scanning modes: scan and Meeting Rooms.

## STEP 3

Configure and use the additional features.

These include; conducting surveys, sending documents, adding tags and notes or using our opt-in pop-up.





# Enhance attendee engagement with ARI and Lead retrieval

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Lead Retrieval has decided to collaborate with PAL Robotics to offer you this **exclusive service**.

We want you to **meet ARI**, a robot that will help you stand out in the event and **capture the visitors' professional information** and any other extra you want.

Thanks to ARI, **visitors will remember you as a memorable and different exhibitor** in comparison to other stands they might have visited.



# Discover ARI functionalities

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- 1 5 sentences that you can customize
- 2 An action to draw visitors' attention
- 3 Sending a custom e-mail through ARI
- 4 Delivery and pick-up of the robot
- 5 The Lead Retrieval service
- 6 Technical Support