

WATER MACHINE PROPOSAL

PRESENTED TO:
DEMATECH SA (PVT) LTD



Dear

Thank you for your interest in our bevPLUS, waterPLUS range.

Attached please find our proposal for the various options of water machines.

We will gladly assist you in choosing the right machine for your required volumes.

I trust we have conveyed all aspects of our services and products to assist with your decision-making process.

We look forward to hearing from you and assisting in providing filtered, healthy and sustainable drinking water to valued guests and staff.

Kind Regards,

Sandy Pollock
Sales Director
Cell: 071 501 0822

DATE: _____

COMPANY: _____

NAME: _____

ADDRESS: _____

TEL: _____

MOBILE: _____

EMAIL: _____

INTRODUCTION

BevPLUS supply and service the beverage industry of hotels, restaurants, food and beverage departments, conferencing and catering services as agents for Blupura Italy, water cooler manufacturers.

The company was established by Mario Delicio, (owner of Hotel Verde, Africa's Greenest Hotel & Dematech, beverage industry experts).

BevPLUS values are built on Quality, Integrity, Honesty and Environmental consideration.



It is clear that there is an increasing need for sustainable drinking water practices in South Africa, without having a huge impact on a companies' bottom line. The need to 'go green' and do away with plastic bottles is of paramount importance to saving our planet.

- Mario Delicio

QUALITY

Continuous volumes of cold still and sparkling water sourced directly from the water mains supply, is a hygienically-safe, economically intelligent and practical choice. Not only do our water coolers provide these mentioned services impeccably, they are also aesthetically pleasing to the eye.

For superb modern design, using only the highest quality materials, we choose Blupura Italy; a company that prides themselves on incorporating complete project management and production, within their manufacturing plant.



ENVIRONMENTAL CONSIDERATION

Contrary to popular belief, sustainable choices can result in savings, for your business. We would like to convince you of how you can improve your bottom line and reduce your impact on the environment.

Plumbed in water coolers eliminate:

- Transport costs of bottled water and environmental impact that the transport (CO2 emissions) have on the planet
- Non bio-degradable plastic bottles, a landfill burden
- The need for refrigeration space
- Electricity costs to keep bottled water cooled



AWARDS & STANDARDS

Intelligent design inside and out can be testified at a glance. Certifications gained for product, production quality and importantly safety, attest to the attributes we promise to you.

As pioneers in the use of the natural ecological gas (HC), our sealed refrigeration system has been certified by the independent International certification, INTERTEK and WRAS; attesting the suitability and safety of all the component materials which come into contact with the drinking water within our coolers.

Blupura machines have been winning awards since 2010, which shows the integrity and value of our product.



- Best environmentally friendly practice
- Best product Design
- Best design & innovation
- Best website
- Best promotion of Health and Hydration
- Best product innovation
- Best environmental practice/green initiative
- Best marketing campaign

BLUSODA HOT FIZZ 30L

Compact, powerful and built entirely in stainless steel, the perfect choice for home and office.



DOMESTIC



OFFICE

INCLUDES:

- 30 Litres p/hour of filtered cold water
- 8 Litres p/hour of filtered HOT water
- Stainless Steel buttons
- Everpure Filter AC*
- CO2 pressure reducer
- Drip tray
- Maintenance programme
- Installation

EXCLUDES:

- Replacement filter
- CO2 for sparkling water
- Additional booster pump and pre-water filter (if your site requires)
- Plumbing (if your site requires)
- Technical support where tampering or abuse of the machine has been found, an additional fee will be levied
- Delivery fee - site dependant



PRICE (EX VAT): R1 532.00 P/MONTH FOR 24 MONTHS

*Active carbon filter offers approximately 3000 litres of filtering



WAVE I.T

The elegant countertop WAVE with stainless steel command buttons.



DOMESTIC



OFFICE

INCLUDES:

- 30 Litres p/hour of filtered water
- Refrigerant R600 Gas
- Push button screen panel
- Energy saving feature
- Everpure Filter AC*
- CO2 pressure reducer
- Drip tray
- Maintenance programme
- Installation

EXCLUDES:

- Replacement filter
- CO2 for sparkling water
- Additional booster pump and pre-water filter (if your site requires)
- Plumbing (if your site requires)
- Technical support where tampering or abuse of the machine has been found, an additional fee will be levied
- Delivery fee - site dependent

PRICE (EX VAT): R1 303.00 PER MONTH FOR 24 MONTHS

*Active carbon filter offers approximately 3000 liters of filtering.



BLUBAR 80L FIZZ BEER TAP

Functional, performant, simple. BLUBAR beer tap is the perfect water cooler for your office, bar and restaurant.



HOSPITALITY



OFFICE

INCLUDES:

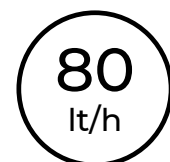
- 80 Litres p/hour of filtered water
- Manual mechanical taps
- Cold still & cold sparkling water
- Double cooling-coil, one for cold still water the other for sparkling
- Everpure Filter 4C2*
- CO2 pressure reducer
- Drip tray
- Maintenance programme
- Installation

EXCLUDES:

- Replacement filter
- CO2 for sparkling water
- Additional booster pump and pre-water filter (if your site requires)
- Plumbing (if your site requires)
- Technical support where tampering or abuse of the machine has been found, an additional fee will be levied
- Delivery fee - site dependent

PRICE (EX VAT): R1 877.00 PER MONTH FOR 24 MONTHS

*Active carbon filter offers approximately 14000 liters or 6 months of filtering.



ECO CHIC 80L

The new countertop water-cooler with an elegant, modern design...so cool!



HOSPITALITY



OFFICE

INCLUDES:

- 80 Litres p/hour of filtered water
- Refrigerant R290 Gas
- Gas Head
- Push button screen panel
- Portion Control - Every bottle is filled to the exact same level
- Energy saving feature
- Everpure Filter 4C2*
- CO2 pressure reducer
- Drip Tray
- Maintenance programme
- Installation

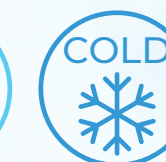
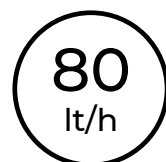
EXCLUDES:

- Replacement filter
- CO2 for sparkling water
- Additional booster pump and pre-water filter (if your site requires)
- Plumbing (if your site requires)
- Technical support where tampering or abuse of the machine has been found, an additional fee will be levied
- Delivery fee - site dependent



PRICE (EX VAT): R2 102.00 PER MONTH FOR 24 MONTHS

*Active carbon filter offers approximately 14000 liters or 6 months of filtering.



ECO CHIC "BEER" TAP

The new countertop water-cooler with an elegant, modern design...so cool!



HOSPITALITY



OFFICE

INCLUDES:

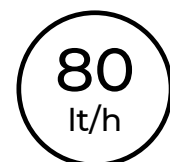
- 80 Litres p/hour of filtered water
- Refrigerant R290 Gas
- Manual Tap
- Everpure Filter 4C2*
- CO2 pressure reducer
- Drip tray
- Maintenance programme
- Installation

EXCLUDES:

- Replacement filter
- CO2 for sparkling water
- Additional booster pump and pre-water filter (if your site requires)
- Plumbing (if your site requires)
- Technical support where tampering or abuse of the machine has been found, an additional fee will be levied
- Delivery fee - site dependent

PRICE (EX VAT): R 1 956.00 PER MONTH FOR 24 MONTHS

*Active carbon filter offers approximately 14000 liters or 6 months of filtering.



FONTEMAGNA COMPACT FIZZ

The water-cooler with all the positive points of the FONTEMAGNA but in a compact counter-top cooler.



HOSPITALITY



OFFICE

INCLUDES:

- 150 Litres p/hour of filtered water
- Refrigerant R290 Gas
- Push button screen panel
- Portion Control - Every bottle is filled to the exact same level
- Energy saving feature
- Everpure Filter 4C2* and housing of filter inside the machine.
- CO2 pressure reducer
- Drip Tray and outlet
- Self diagnosis alarm incase of lack of water or empty CO2 cylinder
- Maintenance programme
- Installation

EXCLUDES:

- Replacement filter
- CO2 for sparkling water
- Additional booster pump and pre-water filter (if your site requires)
- Plumbing (if your site requires)
- Technical support where tampering or abuse of the machine has been found, an additional fee will be levied
- Delivery fee - site dependent

PRICE (EX VAT): R2 275.00 PER MONTH FOR 24 MONTHS

*Active carbon filter offers approximately 14000 liters or 6 months of filtering.



FONTEMAGNA I.T

Water cooler from Fontemagna range with the same performance and material as the fontemagna steel, but with stainless steel buttons on the control panel.



HOSPITALITY



OFFICE

INCLUDES:

- 150 Litres p/hour of filtered water
- Refrigerant R290 Gas
- Push button screen panel
- Portion control – every bottle is filled to the EXACT same level
- Energy saving feature
- Everpure Filter 4C2*
- Housing of filter inside machine
- CO2 pressure reducer
- Drip tray and outlet pipe
- Installation & Delivery
- Maintenance Programme

EXCLUDES:

- Replacement filter
- CO2 for sparkling water
- Additional booster pump and pre-water filter (if your site requires)
- Plumbing (if your site requires)
- Technical support where tampering or abuse of the machine has been found, an additional fee will be levied
- Delivery fee - site dependent

PRICE (EX VAT): R2 447.00 PER MONTH FOR 24 MONTHS

* Active carbon filter offers approximately 14000 litres or 6 months of filtering.



BLUBAR FLOORSTANDING

The functional, performant, simple floorstanding water-cooler... able to fill two bottles at the same time!

INCLUDES:

- 150 Litres p/hour of filtered water
- Manual mechanical taps
- Cold still & cold sparkling water
- Double cooling-coil, one for cold still water the other for sparkling
- Everpure Filter 4C2*
- Housing of filter inside the machine
- CO2 pressure reducer
- Drip tray and outlet pipe
- Maintenance programme
- Installation

EXCLUDES:

- Replacement filter
- CO2 for sparkling water
- Additional booster pump and pre-water filter (if your site requires)
- Plumbing (if your site requires)
- Technical support where tampering or abuse of the machine has been found, an additional fee will be levied
- Delivery fee - site dependent

PRICE (EX VAT): R2 418.00 PER MONTH FOR 24 MONTHS

*Active carbon filter offers approximately 14000 liters or 6 months of filtering.



PANTAREI

A water fountain with high quality construction, front opening... it's definitely not the "usual" water-cooler.

INCLUDES:

- 20 Litres p/hour of filtered water
- Gas Head
- Everpure Filter 4C2* installed
- Maintenance programme
- Installation

EXCLUDES:

- Replacement filter
- Additional booster pump and pre-water filter (if your site requires)
- Plumbing (if your site requires)
- Technical support where tampering or abuse of the machine has been found, an additional fee will be levied
- Delivery fee - site dependent



OFFICE



PRICE (EX VAT): R1 350.00 PER MONTH FOR 24 MONTHS

*Active carbon filter offers approximately 14000 liters or 6 months of filtering.



OPTIONAL EXTRA'S

- Customised branded glass bottles
- UV out - antibacterial UV lamp at each tap outlet

Delivery date for machine:

2 weeks from signed contract, subject to quantities

Delivery date for unbranded bottles:

2 weeks from signed contract, subject to quantities

BULK DISCOUNT BOTTLES (Does not apply for branding)

5% for 200-599 Bottles

10% for 600-999 Bottles

15% for 1000+ Bottles



We look forward to assisting with your filter water requirements.