



Topline Managed Services Costs Checklist:

- A. Hardware or Capital Outlay costs including Installation,
- B. Software costs and upgrades,
- C. ATM monitoring, security and compliance costs,
- D. Reporting/processing,
- E. Network sponsorship/affiliations and costs,
- F. 1st line and 2nd line maintenance including all cash load expenses, vault cash insurance, billed work and consumables,
- G. Terminal administration and processor costs,
- H. Communications and network costs,
- I. Remote diagnostics and patch management,
- J. Onsite back-up and recovery,
- K. ATM screen marketing costs,
- L. Customer call center or help desk costs,
- M. All associated FTE costs to administer and management your ATM Fleet.

Conclusion: Few ATM fleets make money, and expenses continue to increase with upgrades, new technology, compliance, security...as there are over 18 areas of pure expense and all totaled it's upwards of \$18,000 or more in hard costs per ATM per year not including the capital outlay at the start! The primary way to reduce this ATM cost is through "Economies of Scale" which are reductions in average costs attributable to higher volume or more ATMs. Fee review is another offset through surcharges and foreign fees or other fee services delivered through the ATM.

"All-in," you are paying a minimum of \$1,500 per month, and perhaps as much as \$2,500 per month, depending on the type of equipment, where it is located, and how fully it is managed.

Source: Cash Transactions managed service clients... for more information contact, Russ Schoper, CMO at russ.schoper@cashtrans.com or 770-740-9979.



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