

Schneider Electric

Case Study



“Having a range of both **traditional vending** machines and **coffee-to-go solutions** meant that **LTT Vending** could satisfy all of our requirements nationwide!”

Gemma Forder, NPP Buyer at Schneider Electric

Read more at:
www.lttvending.co.uk/about/our-customers


LTT VENDING
www.lttvending.co.uk

refreshing people

Schneider
Electric

“The **Lavazza Lusso** has been a **great source of extra income for the business**, whilst also **boosting morale** in the offices.”

Gemma Forder, NPP Buyer at Schneider Electric



Company Overview

Schneider Electric is a global specialist in energy management and technologies employing over 170,000 staff. The group invests in research and development in order to sustain innovation and differentiation, with a strong commitment to sustainable development. From simple switches to complex operational systems, their technology, software and services helps improve the life of customers every day. They have over 15 offices throughout the UK.

install a range of traditional snack and cold drinks machines. However, LTT Vending had another offer that they suggested to Schneider which they believed could enhance their offering to staff; a branded coffee-to-go solution. This innovative solution had Schneider Electric thinking, as it was not something they had considered before, but could see the potential benefits to the business; an increase in morale and revenue.



The Discovery

Initially, Schneider Electric was looking for a vending operator who could install traditional machines into nine of their sites nationwide. They discovered that LTT Vending was a national operator and after a consultation period they decided to go ahead and



The Challenge

The challenge for LTT Vending was ensuring that the right coffee-to-go solution was placed within Schneider Electric's office, taking the various number of staff into account. Schneider Electric suggested that they would like a bean-to-cup machine with a recognisable brand to attract their busy employees to the machine.





The Solution

The solution was a Lavazza Lusso machine as it offered a premium brand, high quality coffee and was easy to maintain, which meant the employees at Schneider Electric do not have to neglect their usual duties. The machine looks attractive and offers a premium quality coffee, something that Schneider Electric have to be proud of and to showcase to visitors and staff. As the solution has the full coffee-shop menu including hot chocolate and fresh leaf tea, Schneider Electric can be reassured that they are offering a range of drinks to suit everyone's preferences.



The Result

The Lavazza Lusso machine sales have been going extremely well. Schneider Electric now have four Lavazza Lusso machines, two are in their Telford branch and two in Coventry, within both sites they have towers in the reception and within their main office. All the machines are creating a good revenue stream. Employees at the company have commented saying that they really enjoy the coffee and find it easy to operate. They also love that they can customise their drinks to their tastes by adding sugar or syrups into their hot beverages, particularly when offering to visitors.



for forward
thinking



for
outstanding
service



Schneider Electric

Testimonial

“ LTT Vending’s service and experience is fantastic, from starting off as just offering us traditional vending, their innovative and forward thinking led us to having four Lavazza coffee-to-go solutions in two of our sites. They have been a great source of extra revenue for the business and have led to an increase in staff morale. The machines are really easy for our staff to use and easy to maintain. Having both traditional vending and coffee-to-go means that our employees are able to get food and drink during the mid-afternoon crave, whether it’s for a quick snack or a lunch break. ”

Gemma Forder, NPP Buyer at Schneider Electric

“ All our employees **are so pleased** with the **sophistication of the solution**, the fact they can **customise their drinks** with sugar and syrups is **fantastic.** ”

Gemma Forder, NPP Buyer at Schneider Electric