



## The Perfect PoE Partner for Touchrate

### EXECUTIVE SUMMARY

Touchrate, a digital solutions provider, was approached by a partner in need of their retail software solution, as well as a corresponding hardware solution. Unfortunately, no current hardware partner offered the connectivity and cost-effectiveness necessary to meet their opportunity's needs.

After successful trials and testing with JACS Solutions, Touchrate found the perfect partner to offer a Power-over-Ethernet (PoE) solution that was as effective as it was budget-friendly.

### ABOUT TOUCHRATE

Touchrate is a digital solutions provider for brands who want to engage with their customers on-location, whether that is in-store or on the Internet. Touchrate strives to provide personalized experiences on the path to purchase that assists both the customers and their partners.

### THE NEED FOR A SOLUTION

Touchrate's ability to provide their customers with the very best solutions means not only providing great software but exceptional hardware that can meet their customers' needs without breaking the bank. This ultimately led them to JACS Solutions.



HEADQUARTERS:  
Orlando, FL

TYPE:  
Private Retail

WEBSITE:  
[www.touchrate.com](http://www.touchrate.com)



**JACS Solutions provides solid hardware and continues to provide new options as well for us to be able to offer to our partners.**



## THE DECISION-MAKING PROCESS

For hardware, Touchrate utilizes a trial and error process as a means of testing the effectiveness of a solution before making a final decision. JACS Solutions was perfect for Touchrate in that JACS was able to provide samples of the necessary hardware for Touchrate to run all necessary tests. "We ask for samples of the hardware we are looking at and then run a test to see if it meets our software requirements," said Bryan Reyes, Director of Marketing and Digital Media. Touchrate executes stress tests on the devices and if it passes their CTO's final approval, the partnership is created. At this point, the new hardware partner is leveraged as needed.

## THE JACS SOLUTIONS DIFFERENCE

JACS Solutions offers an array of connectivity modes, including Wi-Fi®, cellular connectivity, and Power-over-Ethernet (PoE), to help fit any project, in any environment. It was ultimately this flexibility that made JACS a no-brainer for Touchrate. "JACS PoE devices were actually a perfect fit as one of our partners was asking for a PoE option that our current hardware provider didn't offer," explained Reyes. JACS Solutions gave Touchrate the option for their partners to run a touchscreen solution without having to drop power. This would have been a major expense on their partner at the number of devices they wished to have installed.

## THE RESULT

Today, thanks to its partnership with JACS Solutions, Touchrate has a dependable hardware partner with versatile products that allow them to expand their product offering. JACS Solutions is constantly working to improve their product line and customization to provide innovative hardware to their equally innovative partners like Touchrate.

## ABOUT JACS SOLUTIONS

JACS Solutions specializes in bringing industrial IoT visions to fruition without compromise. Through industry-leading hardware and firmware customization, JACS works closely with customers to create, design, manufacture, and provide value-added services for enterprise-grade wireless devices android displays, and accessories. As such, JACS provides more flexibility, greater security, and affordability for organizations.



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