

Vending Technology News



Hardware/Software Partnership: Nayax Acquires VendSys, Creating A Technology Powerhouse

By Elliot Maras

Nayax, a provider of cashless, telemetry and management solutions for the unattended payments industry, has acquired VendSys, a developer of cloud-based vending management software (VMS), for an undisclosed sum, marking the most recent hardware/software partnership in the vending industry. The two companies will continue to operate separately.

Carly Furman, Nayax CFO and COO, told VTN Nayax wants to be able to deliver both cutting edge hardware and software.

Prior to the acquisition, Nayax had the Nayaxvend management and monitoring solution.

“Instead of developing that further, VendSys product had everything (in VMS software) that vending operators of any type and size could want and need,” Furman says. Nayax has now partnered with what it considers the best VMS solution available, but it will continue to support customers using other VMS systems besides VendSys.

John Davies, president of VendSys, sees the partnership offering a “one-stop-shop.” “Clearly, we will be building ties with Nayax and have the ability to cross-sell each other’s products and services,” says Davies. “But the intent is to not destroy the independence of VendSys and Nayax where we offer specific services to customers who use another VMS or telemetry system. But obviously, we can offer a ‘one stop shop’ for those that desire it.”

The VendSys software offers full line business solutions, including demand forecasting, supply chain logistics, inventory management and equipment maintenance processes.

Nayax's 360° solution for cashless payments and telemetry devices incorporates an array of technologies, such as EMV certified credit card readers, LTE cellular technology, and touchscreens for a variety of applications. Payment options include credit/debit cards, Apple Pay, Google Wallet, PayPal, and Nayax's proprietary Monyx app.

Complementing existing Nayax device and alarm management software, the acquisition of VendSys positions Nayax to deliver business management solutions to vending and unattended retail operators on a large scale both in the U.S. and internationally.

VendSys has more than 150 vending customers primarily located throughout the U.S., ranging in size from five to 15,000 vending machines.

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