

GLORY

Coin Management

Process improvements hiding in plain sight





YOU DON'T NEED TO BE A GLOBAL PLAYER **TO INNOVATE**

Innovation and process improvement doesn't necessarily require significant investment. Sometimes, small improvements are all that's needed.

Most of us can recall from top of mind the global leaders in our industry. They are the trend setters. The early tech adopters. The ones who have the bandwidth to evaluate new concepts over many months and years.

They are the ones who start the technology trends which eventually trickle down in various forms and may eventually be implemented by regional and local businesses. But not all non-global businesses can or want to wait, or perhaps afford, the investment made by the global players.

So, what to do?



CASH MANAGEMENT IS OFTEN IGNORED

Cash laden business profiles differ but they do have one thing in common, they tend to ignore or delay the need for cash management improvement.

It's human nature to focus on improvements visible to customers. Cash offices fall into the 'out of sight out of mind' category.

Ignoring the cash office is missing an opportunity to improve efficiency, reduce shrinkage, and eliminate fees.



WHY DO PEOPLE UPDATE OLD TECHNOLOGY OR BUY COIN MANAGEMENT PRODUCTS FOR THE FIRST TIME?

When the amount of coin to be counted has exceeded your ability to physically handle coin, store coin, count coin and keep track of how much coin you have, it might be time for process improvement.

Once counting is completed, then what? How will the counted coin be used? Do you need to fill a vending machine, a cashier till drawer or take the coin to the local bank for deposit?



WHAT SHOULD YOU CONSIDER WHEN SEEKING PROCESS IMPROVEMENT?

What kind of packaging does the counted coin require? Large bags, small sachets, coin rolls?

These handling issues exist even when small amounts of coin need to be managed, but as volumes increase, management becomes more difficult and the task increasingly time consuming.

Challenges associated with the management of coin are not unique to one industry, customer type or operation. What is unique is the type of solution best suited to solve those challenges and improve the overall process of counting, packaging and daily reporting your business needs to be efficient.



START AT THE BEGINNING, AND THE END

Check the source of the incoming coin:

- Is it already authenticated? Is the source of the coin a secure source, meaning the coin has already been verified as genuine or does authenticity need confirmation?
- Is the coin mixed or already sorted?

Once you're done counting, then what?

- How does the coin need to be packaged after counting is complete; sorted and bagged, or wrapped in paper rolls?
- Is there an opportunity to use coin already available?

Answering these simple yet thoughtful questions helps identify your next steps.



HOW GLORY CAN HELP

Are you missing an opportunity to capture coin from your customers?

Would you like to take better control of your usable coin inventory?

Would you like to be self-sufficient with fulfilling your coin requirements?

Is there room for improvement in accuracy and accountability?

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MINUTES

Time it takes to count
100 coins by hand

.15¢

Typical coin order “per
roll” ordering charge

\$5.25

Typical coin
order charge

\$3.50

Typical loose coin
deposit fee



BEST PRACTICES

There's so much to consider once you decide to reimagine your operation. Major changes and significant investments aren't always necessary. Sometimes incremental change can have a significant impact.

Proceeding with a clear vision will allow you to sift through different methods and options that could lead you to solutions that may be more than you need.

The right supplier will help you unobjectively evaluate your operation from front to back, listen to your goals and recommend the right solution for you, not what they have available.

Expert Cash Management

+ Tailored Solutions

= **Customer Objectives Attained**





EMPOWER TELLERS AND THEIR CUSTOMERS WITH GLORY

Glory is a global leader in cash technology solutions, helping businesses in more than 100 countries optimise the handling, movement and management of cash. Yet despite our broad reach, we're committed to helping you address your unique challenges and goals – enhancing staff efficiency, reducing operating costs and enabling a more rewarding customer experience.

We offer peace of mind. We enable transformation. We generate options. We empower people. We do all this by releasing companies from the burden of cash management, putting cash to work, and helping customers enhance the value that their staff and facilities add to their business.

Confidence Enabled.

To learn more, visit www.glory-global.com.



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