

The Akabusi Company--FLAVIA Vending Machines from KAFEVEND

Thursday 23 February, 2012

A big character both on and off the track, Kriss had a successful TV career following his retirement from athletics and now uses his extensive knowledge of motivational coaching, presentation skills and his charismatic personality to deliver success for businesses and individuals.

With offices on the outskirts of Bedford with a small staff and frequent visits from senior executives and boards of directors planning conferences, keynote presentations and for personal coaching, Kriss and his team were looking for an alternative solution to the kettle that would offer greater range, quality and convenience.

It was important to the business that the drinks machine was sited in a convenient place within the training room, but that it could also be moved should activities require a different layout for the room. For that reason, the FLAVIA machine was ideal as it had the option to be manually filled and did not, therefore, require plumbing in to the mains water. This made it easy to relocate if required. The [vending machine](#) also offered a coffee shop experience in terms of the broad range of high quality drinks options including ALTERRA COFFEE ROASTERS coffees, THE BRIGHT TEA CO teas and GALAXY hot chocolate in addition to cappuccinos and latts.

The approach from KAFEVEND was both timely and professional and was much more of a consultation to find the solution that was right for The Akabusi Company. The presentation from the Business Development Manager was a critical part of the process as it enabled KAFEVEND to understand Kriss's business, to ensure they met his exact requirements, and for his team to really understand the benefits of the FLAVIA machine, to trial the wide variety of drinks available and get a clear understanding of the value it could add for their staff and clients.

The process from initial contact to installation went incredibly smoothly with no disruption to the workplace and with good communication from the team at KAFEVEND at all stages. A range of options were available to fund the vending machine, so again they were able to ensure that the agreement was in line with the customers business needs.

Kriss said The FLAVIA machine is great. Its like a piece of furniture in the meeting room. It is part of the proposition to our clients as we can pay full attention to them on arrival without disappearing to the kitchen or having to call someone whenever we need more drinks during a meeting.

Jane Pontefract, Kriss's Executive PA takes responsibility for any contact with KAFEVEND. We have never had the need to call an engineer as the machine is so reliable, states Jane. All our orders are placed via the Online Store, which is quick and easy to use, showing us the full range of drinks available for our machine and allowing us to select a standard 3 day delivery or a guaranteed next working day delivery if we have an event and need to stock up quickly. And deliveries have always been on time and in full.

KAFEVEND has provided a great solution and outstanding service to The Akabusi Company. Kriss summed it up: The FLAVIA machine from KAFEVEND has become part of the experience here, helping us show that we take care of our clients and that we are serious about our business, investing in things that really add value.

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