

## For Immediate Release

### DRB® Adds Beacon Mobile as a DRB Certified Interface

**Akron, OH, September 10, 2020** – DRB, a leading provider of software and hardware innovations to the car wash industry, announced Beacon Mobile LLC is now a DRB Certified Interface. This new integration allows critical information to flow between Beacon Mobile’s customized car wash mobile applications and DRB In-Bay Solutions’ Unitec® brand of pay stations.

With the DRB Certified Interface, Beacon Mobile can develop mobile apps for in-bay automatic car washes that utilize Unitec pay stations. Customers will be able to make purchases from the app and then redeem them by scanning a code at the pay station.

“We’re excited to work with Beacon Mobile to provide this important capability to in-bay automatic car wash operators,” said Dan Pittman, President and CEO of DRB. “Our purpose is to help car wash operators grow and get the most out of their assets. Mobile apps provide a new path to increased profitability and customer satisfaction.”

Utilizing a mobile app with a DRB Certified Interface allows in-bay automatic car wash operators to:

- **Facilitate contactless car wash transactions.** The integration allows customers to reduce touchpoints by making purchases and activating wash plans through the app. To redeem purchases, they simply scan a code at the pay station.
- **Enhance customer convenience.** The mobile app makes purchasing a car wash faster and easier.
- **Offer loyalty options.** A mobile app gives unattended washes a way to offer unlimited wash plans. Members simply scan their phones to receive their washes.

“The branded car wash mobile apps that we develop and manage come packed with effective marketing features, but this new contactless option is a game changer as customer behaviors and expectations are changing due to the pandemic,” said Beacon Mobile CEO Alan Nawoj. “The contactless mobile app-based activation of a car wash applies to single wash purchases, monthly club members, as well as fleet account members that use a car wash’s branded app, so it’s all encompassing. We look forward to jointly pursuing the great potential of this partnership and integration with DRB to help car wash operators all over achieve greater levels of success.”

The DRB Certified Interface program provides a platform for the secure exchange of data between DRB and third-party companies with which car wash owners do business. DRB requires vendors to complete a certification process which helps ensure secure access to car wash data. DRB supports its approved vendors with technical assistance and system updates.



## **ABOUT DRB**

For over a third of a century, DRB® supported – and often drove – an era of unprecedented growth in the car wash industry with point-of-sale and wash optimization software, hardware and services. Now as a masterbrand that includes DRB Tunnel Solutions (formerly DRB Systems®), DRB In-Bay Solutions (formerly Unitec®), Suds Creative™ and Sage Microsystems™, that tradition continues. The DRB team works together toward a singular goal: To help all car wash operators squeeze every ounce of profitability out of their investments. They do this with data and industry insights, a best-in-class team and reliable, intuitive innovations that delight consumers and are secure, simple to service and easy to use.

DRB's In-Bay Solutions division specifically serves the unattended and C-Store car wash market, providing Uptime Solutions™, the reliable Unitec brand of car wash pay stations and Sierra® and Director® software.

## **ABOUT BEACON MOBILE**

Beacon Mobile LLC is a leading mobile technology innovator in the car wash industry with a software platform that enables car wash owners to increase their profits, improve their customer experience, integrate their systems, and build more loyal, long-term customers. Beacon Mobile's flagship offering is its branded native car wash mobile app platform, which allows a car wash operator to have their own highly-polished branded mobile app for iOS and Android that is packed with an array of sales and marketing features that continue to grow. Beacon Mobile LLC is headquartered in San Diego.

## **Media Contact**

Taryn Chmielowicz  
DRB Vice President of Marketing  
330-645-4200  
tmchmielowicz@drb.com

