

THE RESTAURANT  
OF THE **FUTURE**  
**HAS ARRIVED** CONNECTED  
INTELLIGENT  
END TO END

TechKnow Invest Roadshow Oct, 2019

**Dragontail**  
systems

# The 4 + 1 Dimensions Dragontail operates within

**1<sup>st</sup> and 2<sup>nd</sup>**

Store, Customers, and  
Drivers Locations

**4<sup>th</sup>**

**All The Rest:**

Customers VIP Priorities.  
Staff Scheduling.  
Events and Weathers.

**THE 4  
DIMENSIONS**

**3<sup>rd</sup>**

**The Kitchen:**

(Delivery, Take Away,  
Dine-In, and staff efficiency)

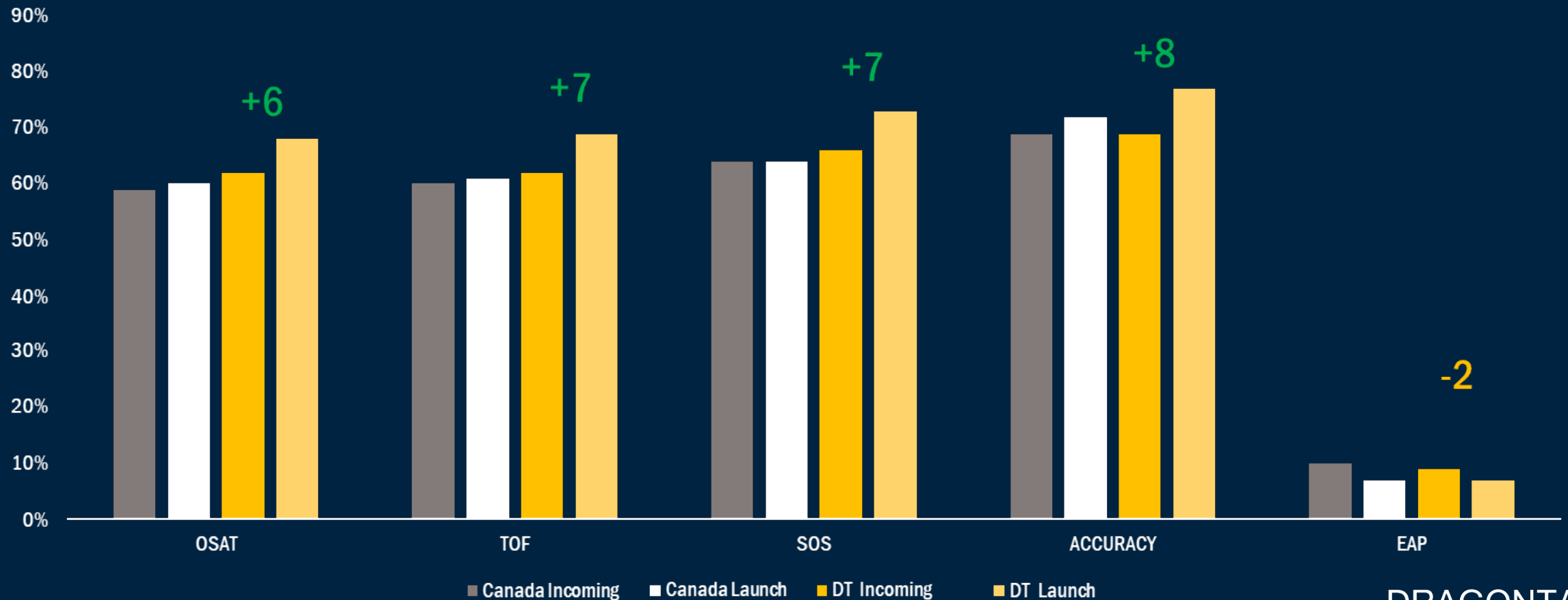
**The X Factor:**

Food Quality and  
mistakes in Preparation

A hand is shown in the lower right quadrant, pointing its index finger towards the text 'IMMEDIATE ROI'. The background is a dark blue gradient with a faint, white network pattern of dots and lines. The text 'IMMEDIATE ROI' is centered in the upper half of the image in a bold, white, sans-serif font.

**IMMEDIATE ROI**

# OSAT SCORES IN ENGLISH EQUITY JUMPED +6-8PTS!



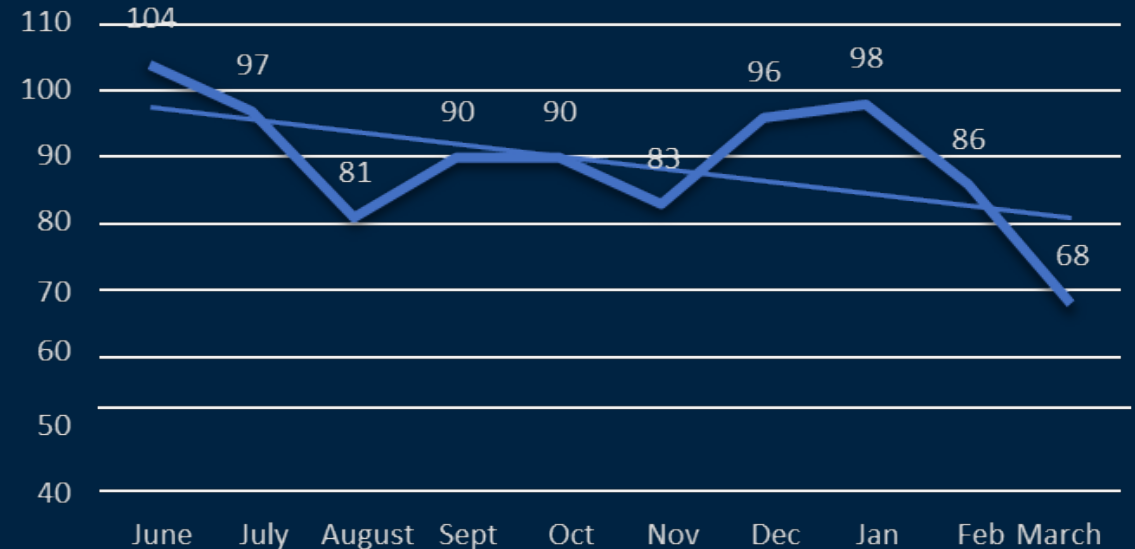
# AND WE ARE MAKING **LESS MISTAKES!**

- Number of remakes have been decreasing since implementing DT.
  - Store perception indicates that they are making less remakes.

### Average Remakes per Store

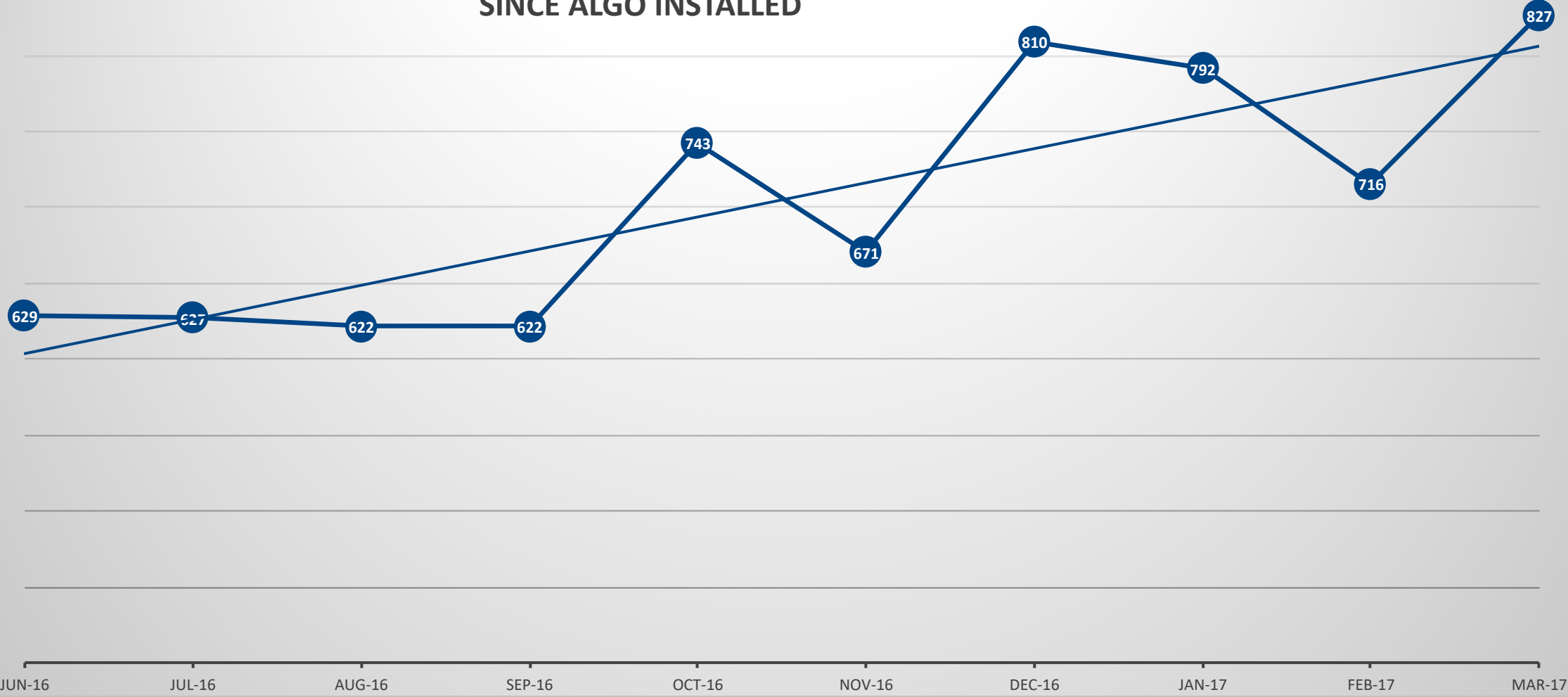


### Total Remakes for DT ON



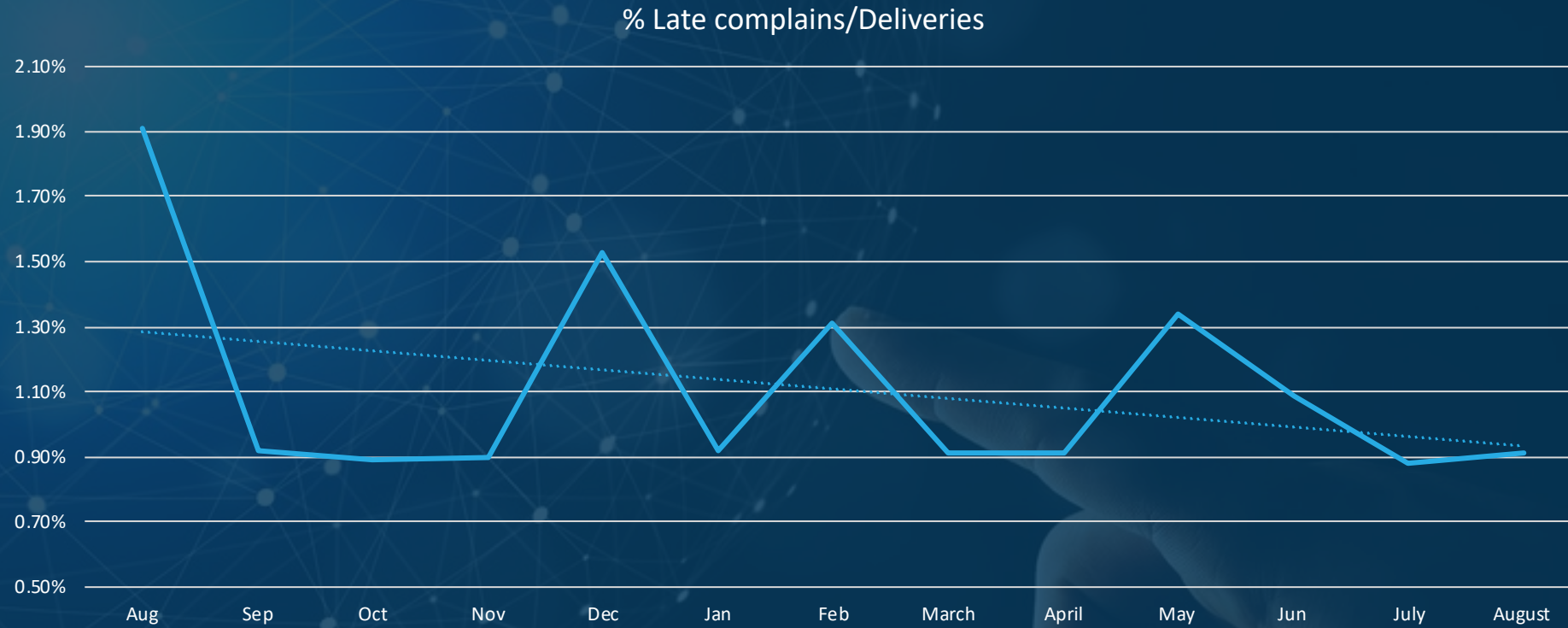
# CUSTOMERS FREQUENCY IS INCREASING

## REPEAT DELIVERY CUSTOMERS SINCE ALGO INSTALLED

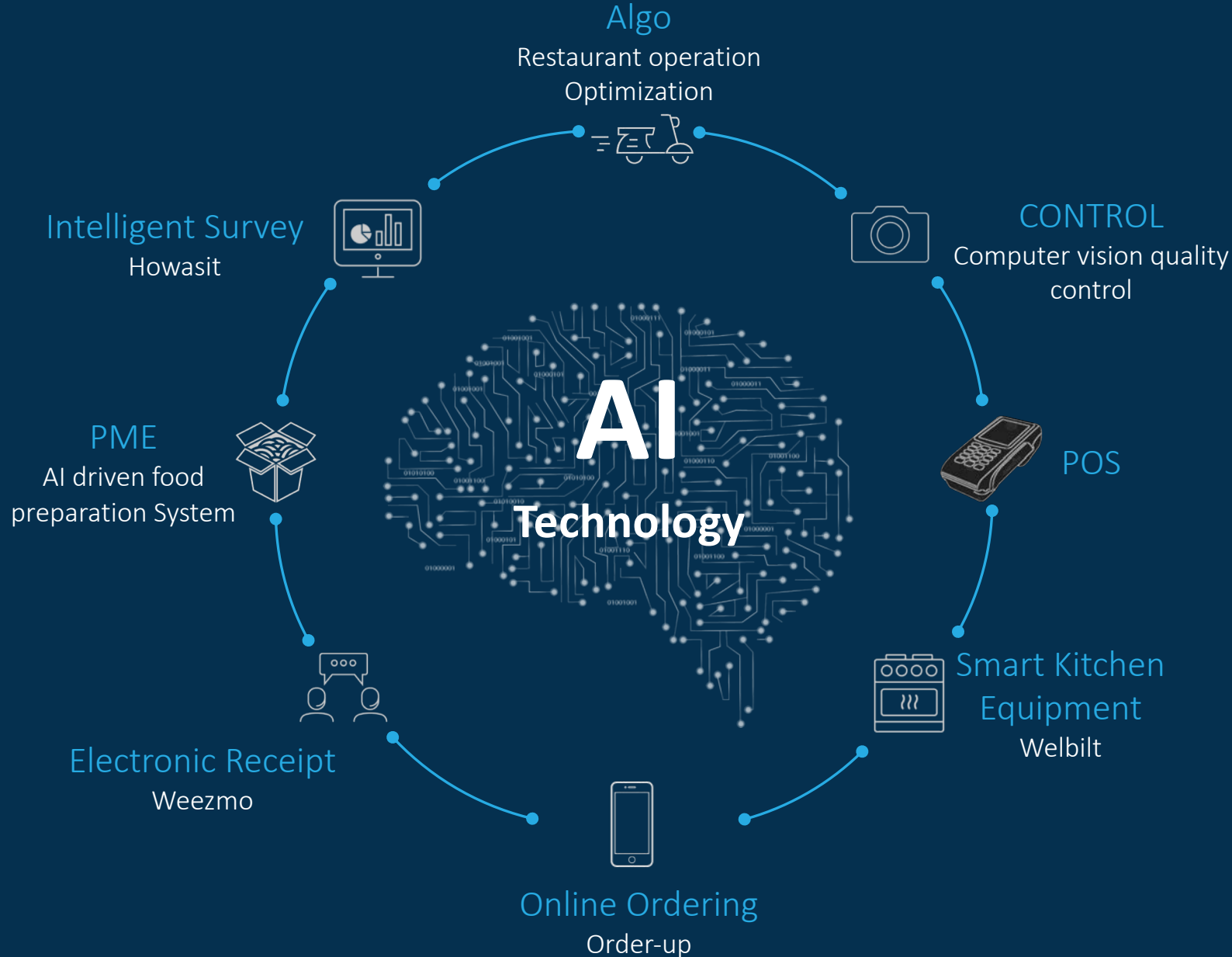




# Reduction in customer complains



# The AI Technology Behind our Solutions

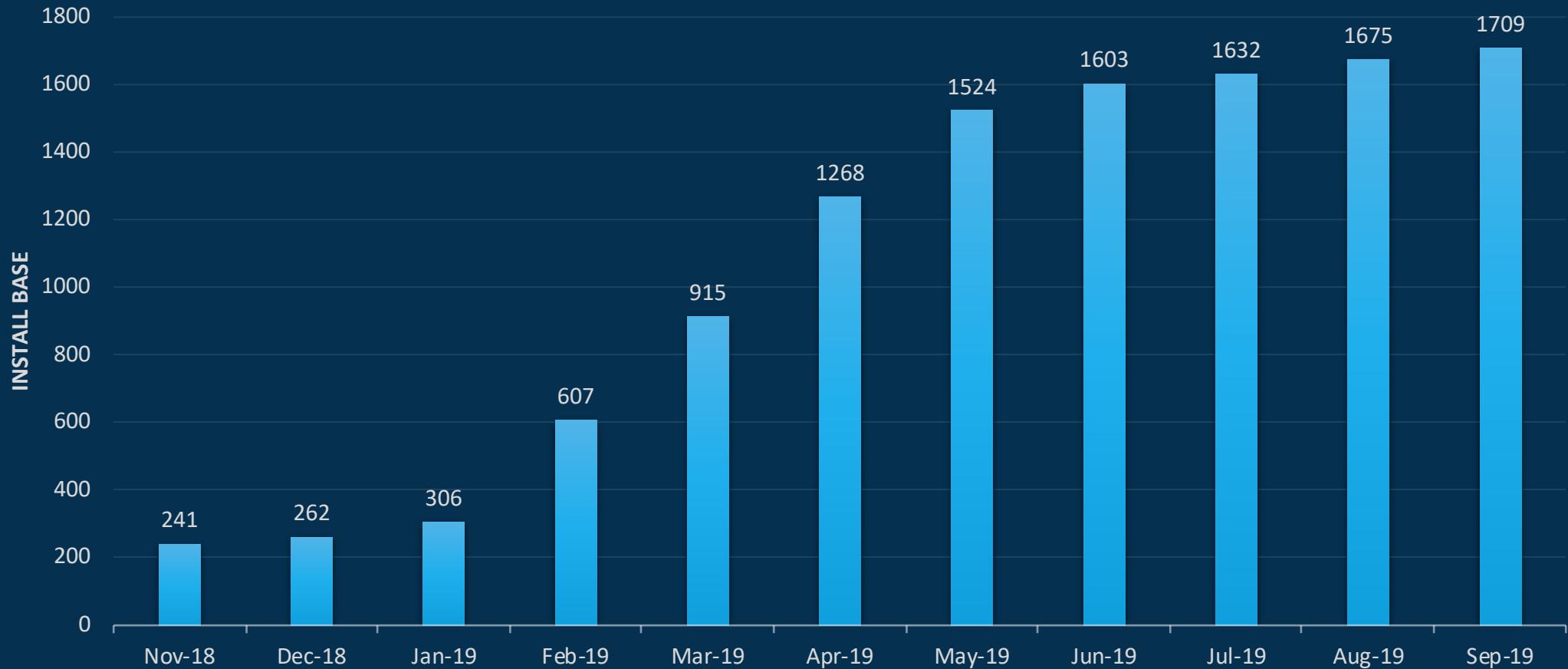




The image features a dark blue background with a faint, glowing network diagram of interconnected nodes and lines. A hand is visible in the lower right, pointing towards the central text. The text 'What is next?' is written in a large, white, sans-serif font.

**What is next ?**

# Leap in Momentum in 2019



# Global Marquee Customers



**Recipe Unlimited**

Canada



**PIZZA HUT**

Canada + Singapore +  
Cyprus + Israel + Australia



**KFC**

Asia and Cyprus



**DOMINOS**

Australia, New Zealand  
+ Israel



**BURGER KING**

Cyprus



**Various Total Technology Customers**

North America



# VIP ORDERS

## MORE REVENUE EVERY DAY!

Managing the full order process and prioritizing orders before the preparation stage, opens the door to offer VIP service (higher priority) with additional fees.

Only with the Algo system, your revenue potential can be maximized!

CONNECT TO YOUR ONLINE ORDERING PLATFORM TO ENABLE AUTOMATIC OFFERS OF VIP WHENEVER POSSIBLE, ONLY WHEN POSSIBLE.

**Dragontail Dispatch System**

Orders	Carriers	TA
Assign (6)	En Route (0)	Delivered (0)
6301 Windhaven Pkwy, Plano 75093, Au... Dragonail Test 7 6135553333	CHK 110 C3	Ready
6913 Grand Falls Cir, Plano 75024, Austr... Dragonail Test 8 6135552222	CHK 102 C3	Over
6612 Briar Ridge Ln, Plano 75024, Austr... Dragonail Test 2 6135558888	CHK 106 C3	Over
6800 Bishop Rd, Plano 75024, Australia Dragonail Test 1 6135559999	CHK 107 C3	Ready
6215 Headquarters Dr, Plano 75024, Aus... Dragonail Test 7 6135553333	CHK 103 C3	Make

**Dragontail**

CHK 102 Delivery - Dragontail Test 8

2 Items

Make & Bake

10 Wings

- Traditional
- Mild Buffalo

Lrg

- Pan
- Supreme
- Mushroom
- Grn Pepper
- Pepperoni

CHK 110 Delivery - Dragontail Test 7

1 Items

Make & Bake

\*\*\*VIP\*\*\*VIP\*\*\*

**DELIVERY IN**

# 20 mins

**Only \$5 Extra**

If we're late you'll get a **FREE PIZZA** Voucher Emailed to: \_\_\_\_\_

**No, Thanks** **Add to Order**

VIP OPTIONS  
AUTOMATICALLY APPEAR  
ON THE ONLINE  
ORDERING PLATFORM,  
ONLY WHEN ALGO  
DETERMINES IT IS  
FEASIBLE ASSURING  
RELIABLE AND ACCURATE  
VIP OFFERING

Ordering Platform >

**VIP Enablers**

- Next available driver ETA
- Prep time
- Driving time
- Pairing options
- Current promise time

**In Store Priority**

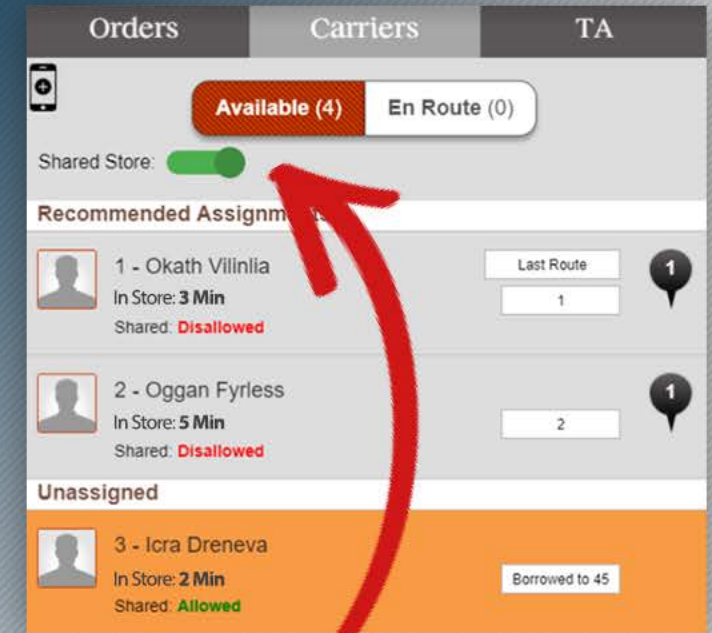
- Order reach KDS immediately
- Driver alert to pack cold items
- Sound/Visual alert slow make
- Sound/Visual alert for dispatch
- RGM notifications option



# DRIVER SHARING

## SHARE DRIVERS BETWEEN STORES IN THE SAME VICINITY, TO IMPROVE ALL ASPECTS OF DELIVERY!

Driver Sharing is the technology needed to assist with one of the largest challenges facing the fast food industry today, namely - **rising labor costs**



Managers can enable or disable driver sharing for their stores as well as for specific drivers based on need

- Once driver sharing is active in multiple stores the system will notify drivers via their app when there is a need to go to a different store to take deliveries.

### BY SHARING DRIVERS BETWEEN STORES YOU WIN:

- Lower labor cost
- Higher drivers productivity, leading to more deliveries per hour and higher paid shifts
- Improved customer experience (saving peak hour shifts with lack of drivers)

**CROS BRAND SHARING!!!**





# ALGO NOW INCORPORATES 3RD PARTY DRIVERS

**REDUCE YOUR DELIVERY COST WHILE IMPROVING  
YOUR CUSTOMER EXPERIENCE !!!**

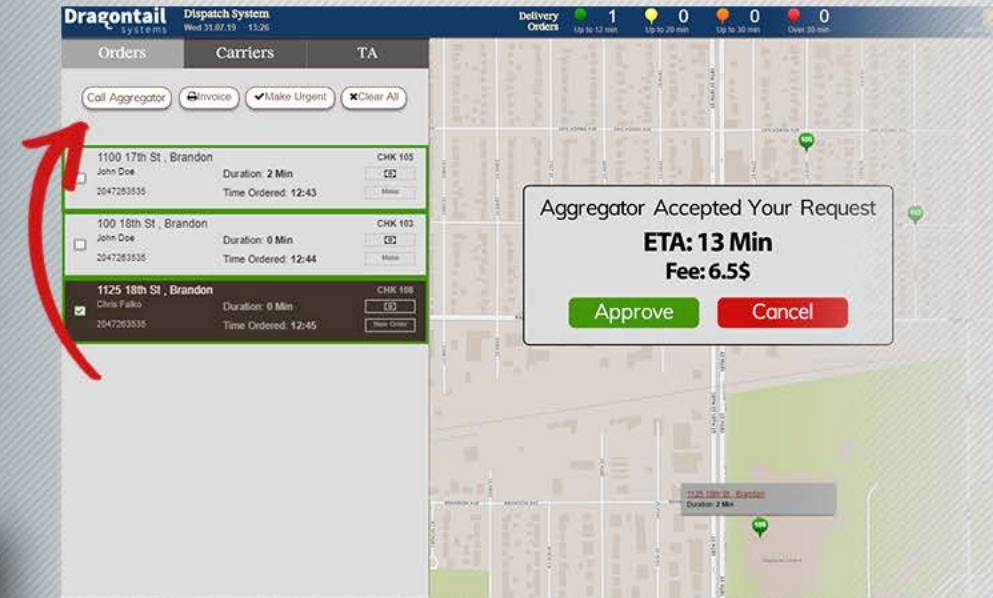
**USE YOUR OWN DRIVERS OR AGGREGATOR DRIVERS  
OR COMBINATION OF BOTH**

- Aggregator drivers are shown on dispatch with their logo
- Classification of employee drivers and aggregators
- ETA shown for all types of drivers



## TIMING OF KITCHEN <> DRIVERS ACTIVITIES

- Order will appear in the kitchen based also on Aggregator driver ETA
- Real-Time update of All Drivers locations and ETAs



## CONTROL YOUR AGGREGATORS FEES

- If fee is larger than the normal x\$ an approval pop up with 'accept' & 'cancel' options will appear
- Manage a Daily/Weekly budget

Aggregator integration currently available with:



POSTMATES

DOORDASH



Additional to be added soon.

**AI BASED  
AGGREGATORS VS  
EMPLOYEE DRIVER  
ALLOCATOR**





# Conquering the USA

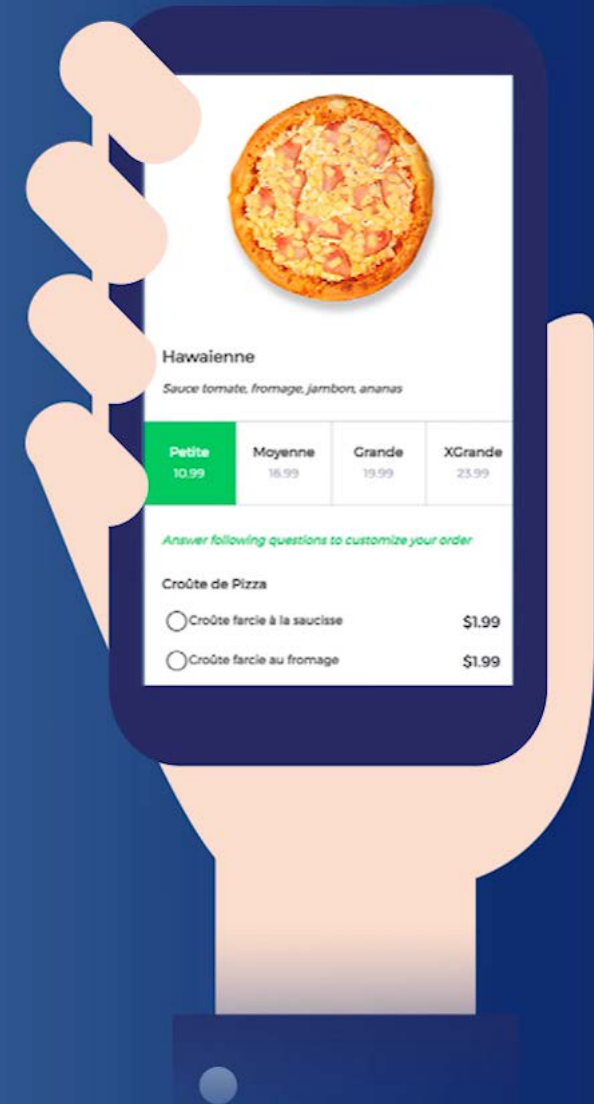
Also with Total Tech



# Total Tech Solution

# WEBSITE & ONLINE ORDERING

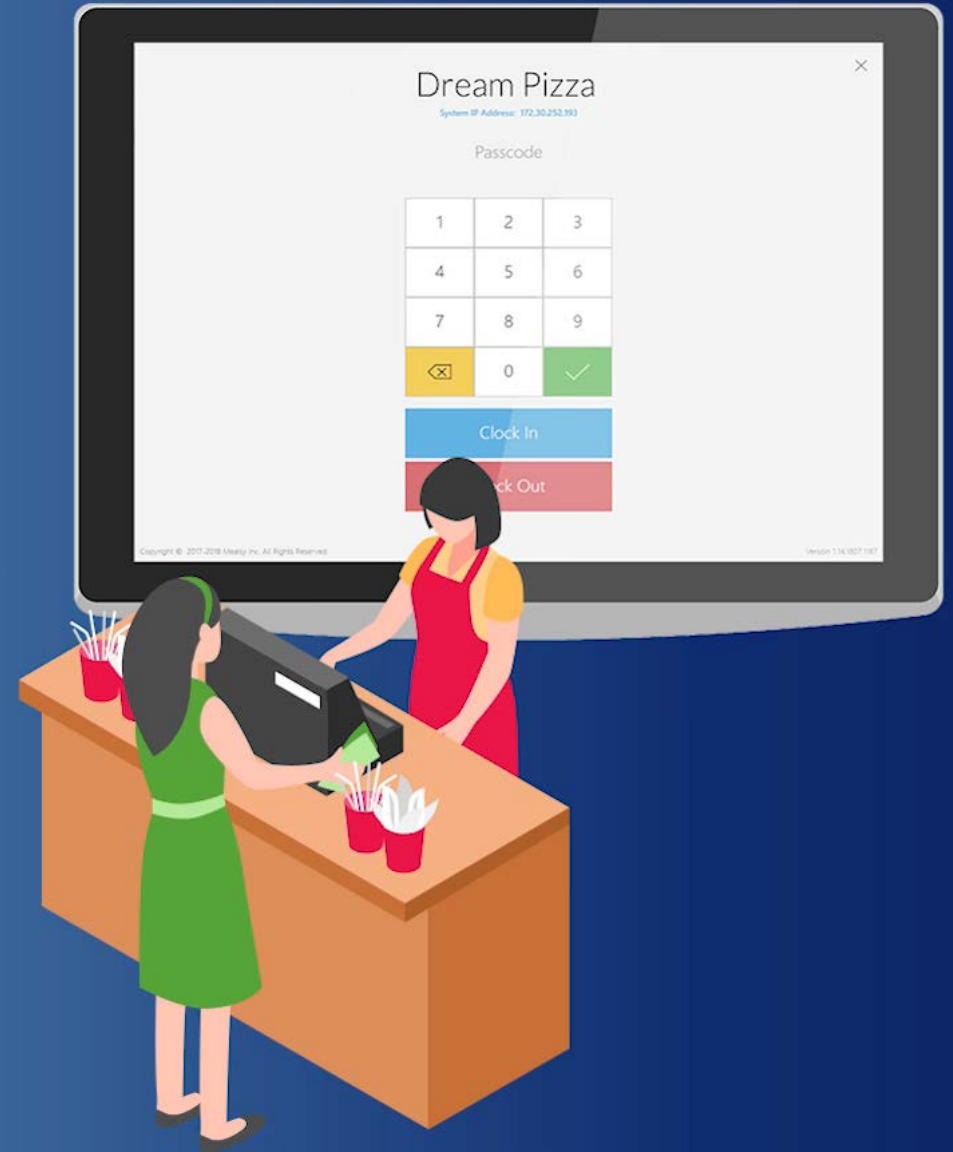
- **Mobile-friendly, easy-to-use websites** with online ordering capabilities and apps.
- **Online ordering system** utilizes online ordering services, membership services, payment services, and promotion services.





# POINT OF SALE SYSTEM

- **Cloud based** that can also run on legacy windows machines, saving HW costs
- **Table-side tablet** ordering by servers
- **Easy menu** access with different views
- **Multi-level hierarchy** and modifiers
- **Deal finder** - Find proper deals based on the items in the order
- **Previous orders** management and reordering
- **Staff clock-in** and **hours tracker**



# ALGO KITCHEN (Make And Pack)

- Automated kitchen flow and order prioritization
- Live GPS tracking of drivers enables the system to “hold” deliveries, assuring **hot & fresh food** to customers
- Complete **packing station** management solution to prevent missing items from orders
- **Optimizes timing** of packing based on estimated dispatch





# ALGO DISPATCH

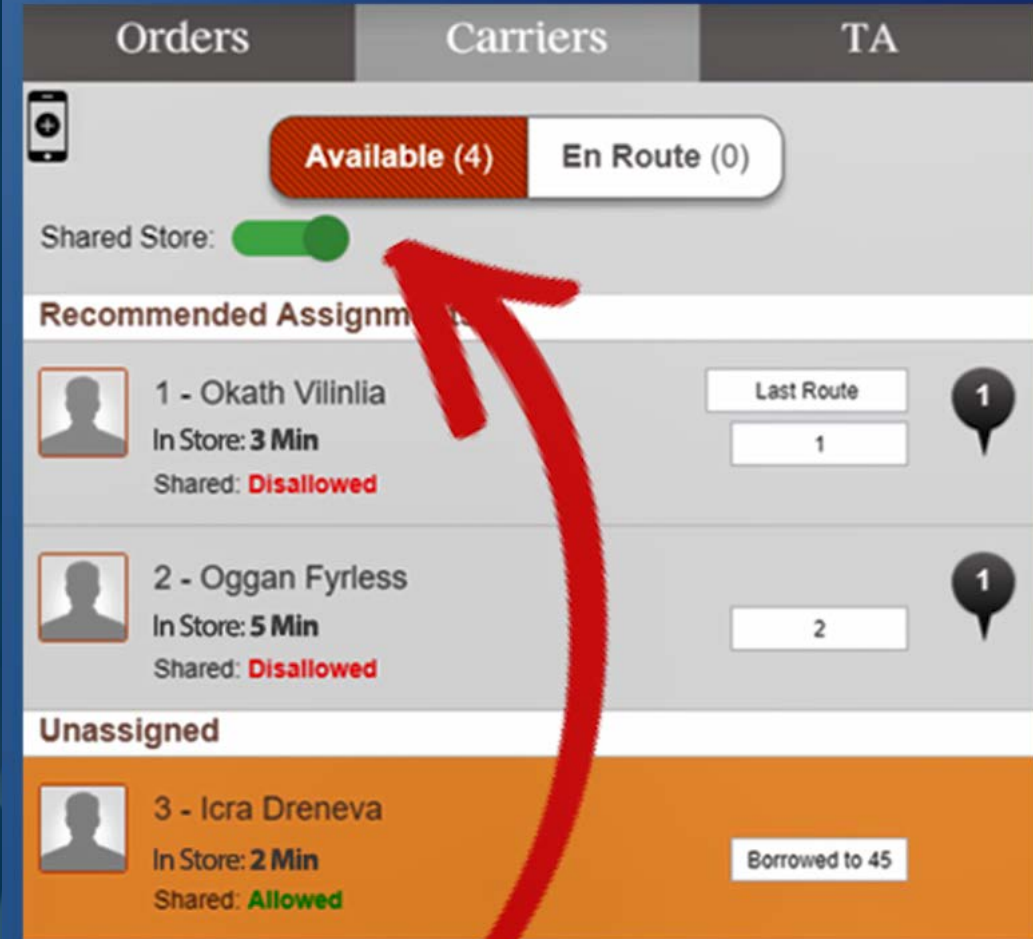
- **The heart of the system** – prioritizes delivery orders with the optimal dispatch option
- **Schedules dispatch** based on estimated driver pick up time
- **Updates in real-time** based on traffic, delays and more
- Live **Operational Notification and Alerts**





# DRIVER SHARING

- Share driver between stores to assist with one of the largest challenges today - rising labor costs
- Have the ability to share drivers even **between brands** under the same roof
- **Increases** drivers productivity, leading to more deliveries per hour and higher paid shifts
- Improved **customer experience** by saving peak hour shifts with lack of drivers.



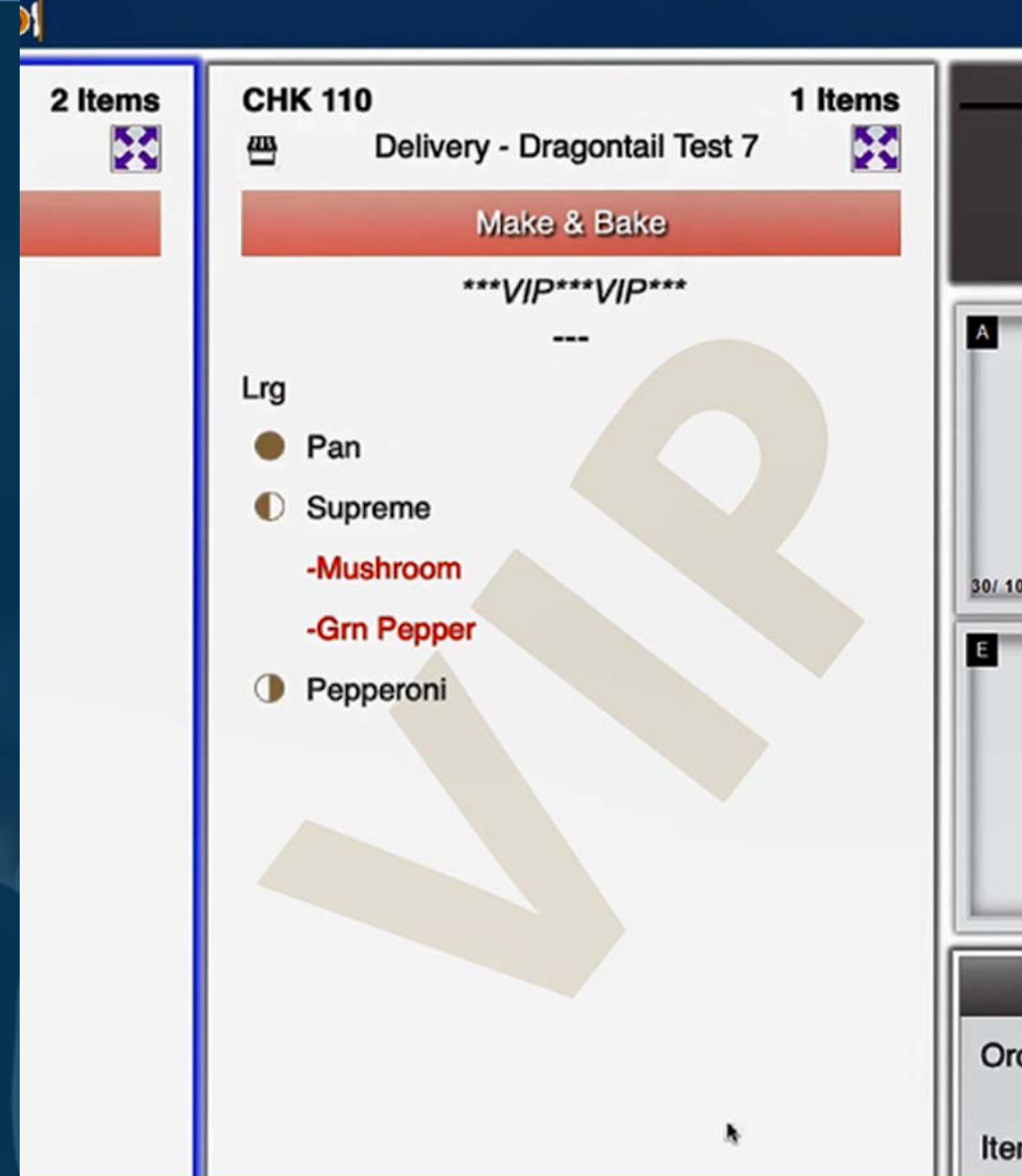
# VIP and more

(only) When controlling the Kitchen and fully integrated with the POS, then the following unique features can be implemented:

- “Virtual Drive Thru”: Allowing customers to drive by and have a “Store Runner” deliver the meal to the car as it drives by.

## VIP Orders:

- Enable expedite delivery for premium customers
- More revenue from additional charges for priority deliveries.
- Enable to grant priority for customers who order a lot in the last x weeks.
- Rewards a loyalty club customers





# THIRD PARTY DRIVER LOGISTIC SOLUTION

- Reduce your delivery cost while improving customer experience
- Use your own drivers, aggregator drivers or a combination of both
- Control your aggregators fees- If fee is larger than the normal  $x\$$ , an approval pop up with 'accept' & 'cancel' options will appear
- Manage a daily/weekly budget by utilizing the different drivers sources.



# CAMERA

## PRODUCT QUALITY

- Ensure correct quantities and distribution for the different KPIs
- Automatically identify the type of food and grade its quality
- Ensure food is at its optimal temperature

## PORTION CONTROL

- Ensure exact quantities to:
  - reduce over usage of products and save money
  - improve customer satisfaction with assuring the promised amount is delivered

## REDUCE WASTE

- Ensure mistake products are promoted by the call-center / front desk in a timely manner
- Improve accuracy in product preparation alerting for quality and quantity issues before it's too late

## CUSTOMER ENGAGEMENT

- Clients can receive an enhanced picture of their freshly made order, using Image Texturing Enhancement Technology



# Total Tech Potential Revenue Per Store

Product / Feature	Potential <b>Gross</b> Monthly Revenues (\$US)
Algo	\$200
Shared Drivers & VIP	\$50
POS	\$100
Online & Mobile Ordering	\$150
Transaction Fees	\$20
Third Party Drivers	\$300
QT Camera	\$50
<b>Total:</b>	<b>\$870</b>



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