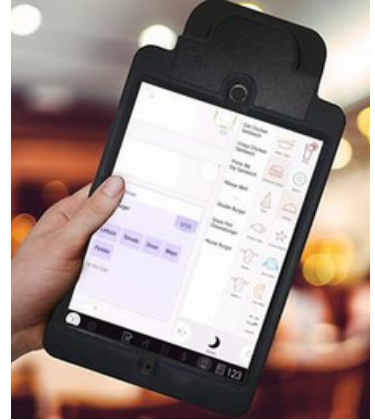


# TabitPad

## Value Proposition Guide

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### Tabit Value Propositions: (Highlighted Bold and Italicized throughout outline)

#### Increase Sales

- Sales Tools via mobile order entry bringing point of sale to the point of sale, increased check averages and faster turn times enabling more guests served
- Alleviates need for expensive server infrastructure in house

#### Improve Operational Efficiencies

- Improved Operational Efficiencies such as fewer servers needed to manage guest service, improved communication efficiency between all staff and operational flow, decrease in mistakes due to servers entering orders as guest provides vs. going back to a terminal after the fact

#### Customer Satisfaction

- Improved Guest Experience and Satisfaction through various features and seamless product integrations

### Technology Enablers:

#### Mobile First Technology Driving Value

- Increased productivity and guest experience via having servers on the floor working with guests vs. congregating by terminals leading to “water cooler talk” delays

#### Cloud Solution Enabling

- Manage solution suite anywhere anytime vs. utilizing and managing remote access tools creating potential security risks
- Manage versions efficiently and consistently with deployment from cloud ensuring version control across locations in both enterprise and single location environments
- Reporting access control for users from cloud anywhere anytime

#### Leveraging IOS gestures

- Current and future employees/managers and business owners have grown up with Apple iOS products making Tabit intuitive to use and decreasing training time and expense

### Benefits:

- Innovative solution provider capable of turning around new features and solutions in short timeframes based on newer code base and extensive programming team experience
- Use of native Tabit platforms to enable protection of their brands at fixed low cost vs. expense of third party platforms that charge excessive fees and provide no brand protection for Online Ordering and Online Reservations

### Demo Prep:

1. Clear all old tables by closing to cash
2. Ensure there are items set to 86'd / limited remaining quantities
3. Test drive an order through payment to ensure all are working properly
4. Create a reservation in Tabit Guest and seat the guest at a table for the Pad Demo
5. If relevant, create a menu item or several that address any specific needs of the prospect – Pizza, Combo, unique order flows, etc.
6. Ring and close several tables with variety of items, some voids, comps, etc. to be able to show data in Tabit Chef for today's business

### Discussions with Prospects:

- Solution used today and how it's used (what features/functionality)
- Pros and Cons of their current solution
- What do they wish their current solution would do (gaps)
- What are the concerns about their business
- What are the future technology needs/vision for their operations in the upcoming years

#### Your Background:

- Give a background on your company and relevant info about the market you serve, your position in technology, and reference customers that are relevant, etc. Emphasize the local presence and support you will provide that the many cloud/direct sales products don't provide

#### Overview of the company (can use ppt) with focus on:

- Mobile First solution developed around leveraging mobile technology to drive operational efficiencies, guest experience, and sales tools in the hands of the server (bringing the point of sale to the point of sale)

#### Founders and Background:

- Barry Shaked founded Retalix, a 30+ year old globally leading Retail Solution and sold to NCR (this demonstrates long term view and stability) Nadav Solomon is technical founder and creator of solution. Spent time in Navy in charge of Command and Control Systems for ships and extensive time in the Restaurant and Foodservice industry resulting in the design of the product around guest experience, operational efficiency, and sales tools leveraging mobile technology for a restaurant operator

# TabitPad

## TabitPad Demo

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- Clocking in/out and log in- with either number or facial recognition for higher security and speed. **(Operational Efficiency)**
- Table Maps- Customizable to match your restaurant. **(Operational Efficiency)**
  - explain table colors and indicators such as pulsing for unordered items, customer note pop up from Tabit Guest, etc.
- Order Flow – walk through screen layout and highlight the ease of item accessibility (not having to go through multiple pages to find items), menu's, categories, subcategories, and items. Allows for a conversational ordering process with guests.
- Guest counts and indicators – ring by guest and use shared table. Take advantage of by guest, ability to split checks later, and deliver product to seats vs. auction, etc.
- **Leverage the Gestures of IOS** – all generations of employees have grown up with this technology making it very intuitive allowing minimized training time.
- Order Beverages – highlight Guest Experience of having drinks delivered while server talks to guests about specials, upsells, etc. **(Leveraging Mobile Tech and Sales Tool)**
- Order Appetizer to shared table and entrees for guests.
  - Demonstrate the conversational ordering **(Sales Tool)** indicating ingredients that come with an item (salads are good examples).
  - Highlight the suggestive sell prompts for add on charges, (salads for add proteins), steaks (toppings), etc. **(Sales Tool)**
  - Highlight the modifier flow on an entrée (Ribeye is a good example).
    - Suggestive selling (toppings, additives, etc.) modifiers pop up first. **(Sales Tool)**
    - Sides choices (2) and fact if they sell 3rd side, it will a la carte side for full priced side. Remove a side and show it will auto combo back to the two remaining sides without the additional charge. **(Sales Tool & Operational Efficiency)**
    - Tap the Ribeye to bring up the photo and touch again to show the description for suggested wine pairings, nutritional info, descriptions, etc. It's customizable for each menu item. Focus on ability to show the table/guest. **(Sales Tool)**
    - Decisions vs. Mods (Cook Temp, Salad Dressing / Ingredients, Upcharges, Sides)
- Identify an item that is either 86'd or has limited remaining quantity and discuss how it will 86 when out, from all ordering channels (online ordering, pads).
- Go to Coursing Screen and show how the beverages have already been fired and how long since it was ordered. **(Operational Efficiencies)**
  - Show how courses are pre-configured but we can move items from their existing course to another course by dragging.
  - Show how we can confirm courses by guest by hitting guest indicators on right side of screen. (if needed)
  - Review how we can hold a course. (if desired – based on how they operate will determine what we get into here)
  - Fire app course after holding mains.
  - Fire mains.
- Go to the check screen and demonstrate splitting checks. **(Operational Efficiencies)**
  - Demonstrate split by guest.
  - Show how shared item is equally split between all guests (great for shared apps, wine bottles, etc).
  - Show how we can combine shared items into one on one guest.
  - Show how we can quickly split that item again by double tapping the item, selecting number to split, and moving the fractions to other guests.
  - Show how we can move mistakenly ordered items from one guest to another.
  - Show how we can pay each individual check out from the split check screen quickly by guest and show a credit card payment.
  - Emphasize the workflow of the cc payment and how guest can enter tip, sign electronically on the pad (if desired or we can print slips), and then prompt to email, text or print receipt. Electronic signature capture means no more saving cc slips requirement. Client tip puts the onus on the customer eliminating server tip adjustment errors, while decreasing labor costs for those adjustments.
- Manager efficiency leveraging mobile for Comps/Voids/Etc. **(Operational Efficiencies and Enhanced Guest Experience)**
  - Start a new check by logging in as a server.
  - Ring several items.
  - Go to Check Screen and swipe right on an item. Select Comp and enter requested info.
  - Sign out as server and then back in as manager.
  - Show M indicator on Tables/Tabs indicating a manager approval request. Show that table bordered is orange, as well, indicating that has a requested action for a manager.
  - Hit the table's tab and find table with comp request or you can also hit the "manager" button to filter the list to anything with an M marked quickly identifying those tables that need approvals/actions.
  - Open that table from list, review the comp request info, and then approve.
  - Highlight efficiencies gained through leveraging the mobile (time saved to approve comps/voids).
  - Highlight visibility and info managers/operators can leverage through the mobile technology.
    - For example, Tables Screen provides managers with a command and control center with quick visibility to table statuses, guest counts, totals, etc.
- Open table in purple that was sat through TabitGuest. **(Enhanced Guest Experience)**
- Show purple border indicating a reservation or walk-in guest sat through TabitGuest .
- Touch table and show how all customer info about reservation pops up for server to leverage to customize the greeting of the guest (VIP, birthday/etc) driving better guest experience .
- Discuss and answer questions about the Pad .
- **Products to consider demoing next (if relevant) : Tabit Guest, Tabit Kitchen, Tabit Order, Tabit Chef, Tabit Hotels, Tabit Kiosk, Tabit Wheels**

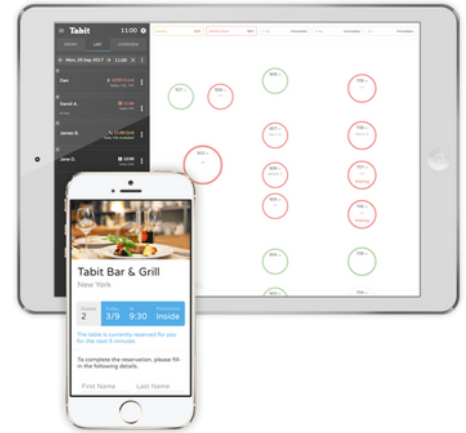
# TabitGuest

## Value Proposition Guide & TabitGuest Demo

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### Tabit Value Propositions: (Highlighted Bold and Italicized throughout outline)

- Operator specific platform to enable protection of their brand at fixed low cost vs. expense of aggregator platforms that charge exorbitant fees and provide no brand protection such as Rezi, 7 Rooms or Open Table
- Fully integrated and native solution to the Tabit ecosystem leveraging cross product communication driving enhanced guest experience via personalized experience both inside and outside the restaurant
- Leverages mobile technology to be able to drive guest interaction both inside and outside the restaurant through confirmation, reminders, and table ready notification messages.
- Drives seamless visibility to entire dining room for hosts including table availability status, order process, check print/payment status, and upcoming table commitments and timeframes
- Ability to load balance reservation availability vs. walk in for online and host(ess) preventing overbooking of capacity and accommodation of walk-in guests.
- Guest Reservation, Order, and Survey history driving better personalized interaction with guest and enabling efficient decision making



### Demo Prep:

- Clear all old tables by closing to cash on TabitPad
- Open several tables and place orders for demo purposes including:
  - A table with drinks only
  - A table with Drinks, Appetizers and Entrees
  - A table with items that have been printed
  - Close a table but don't mark as clean for visibility on Guest layout
- Create several walk in and reservations saving customer info or using existing customer in database including:
  - Walk In and indicate checked in once on list
  - Reservation with preference for outside or inside seating for a time that falls towards end of planned demo time
  - Reservation with Special indication noted on reservation for time that falls later in evening of day of the demo
  - Note on the evening reservation that it was VERIFIED
  - Note on the reservation for during the demo timeframe that guest CHECKED IN
    - Create a Walk in and seat guest at a table then open table on pad so it indicates open check with guest sat at table

### TabitGuest Demo:

- Overview of the screen layout of TabitGuest .
- Table Maps matching Pad Table Maps.
- Color Scheme of the Tables on Map.
  - Table #'s and seating capacity are indicated at top of all tables on layout.
  - Active occupied tables will have # of guests indicated at bottom of table.
  - Review how avg table turn times are configured based on size of table and counted down in border and expected time remaining on table.
  - Grey Tables have been paid but not cleaned yet making them available for seating.
  - Yellow/Orange occupied tables in ordering process inside average turn time.
  - Red Tables are occupied tables that have exceeded average turn time.
  - Tables that have been presented with check will indicated Billed on table layout.
  - Blue tables have an upcoming reservation/commitment inside configured lead time indicating to host(ess) not to utilize for another guest.
  - Future reservations for later in day will appear below table with time, guest name and # in party.
- Ability for Host(ess) to quickly view information about the lifecycle of a seated table or take actions: **(Operational Efficiencies)**
  - Click on an open table on map and review panel on right side of screen.
  - Review actions we can take such as move, connect with another table, return to list, etc.
  - Discuss table info at bottom, click more, and review the service steps/status of the table providing host with valuable info on how the table has progressed allowing insight into when it may become available beyond the turn time estimation.
  - Left side of screen contains current day's waitlist/reservation list.
  - Each will contain # of guest in a party, guest Name, time of reservation, table selected, and guest preferences in their profile.
  - Walk in guests will have a "person" icon indicating such next to reservation time.
  - Status of each will be indicated at top right of box such as Verified, Checked In, Will be late, etc.
  - Filters for view of current list are available on far left side allowing Host(ess) to filter the list to look at a particular type of upcoming guest (walk ins, future reservations, standby's).

# TabitGuest

## Value Proposition Guide & TabitGuest Demo

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### TabitGuest Demo Cont. : (Highlighted Bold and Italicized throughout outline)

- Looking at Guest info on a guest reservation/walk-in.
  - Click on a Reservation in Upcoming List.
  - Pop-up with general information about reservation will appear. Review the information.
    - To modify the reservation, click edit to make needed changes.
  - Click on customer details. Review expanded details and info and explain how we can leverage to select who we seat them with, where we might seat them, etc.
    - To modify guest specific information click Edit and make needed changes.
  - Click on Reservations and show current/future reservations in system.
    - Explain the benefits of HQ and how reservations can be seen across the board in all restaurants.
  - Click on History. Show how we have visit history for guest (dine-in, takeout, cancelled, etc.) and can drill down into past check info through the bill icon to right of each listed visit.
  - Click on Surveys (Feedback) and talk about how we could pull up survey history and any past experiences.
    - Explain how Tabit Guest focuses on information not only before the guest arrives, but also after the guest leaves to ensure an optimal overall experience.
  - Discuss how we can leverage all this information to enhance and personalize guest experience (how we greet the guest when they arrive, thanking them for their loyalty, acknowledging a special occasion, acknowledging a bad experience from a survey, and ensuring we are aware and will make this a more positive visit, etc. **(Enhanced Guest Experience)**)
- To adjust status/action on any particular walk in, click 3 dots to right of box in list.
  - This will allow us to indicate on that Guest:
    - Guest has checked in.
    - We have verified their reservation (typically through phone call).
    - Send a reminder text message.
    - Notify the guest their table is ready.
    - Indicate that we have confirmed the guest will be late.
    - Indicate we attempted to verify and received no answer.
    - Edit the reservation info.
    - Delete the reservation from the list.
- Seating a Guest.
  - Right click or Swipe on reservation.
  - Select Seat, if seating at an already assigned table.
  - Select table on map, then seat to seat at a different table than previously assigned.
- Book a Reservation.
  - Click on the Reservation Calendar icon at bottom right of reservation list.
  - Key in guest name and cell number for one of the guests in the demo or use your own info to generate the confirmation text.
  - Complete Reservation info:
    - Fill in Customer Notes (menu preferences, etc.).
    - Select # in party.
    - Select preferences from drop down list (Inside/Patio, etc).
    - Click on Blue bar to select date/day/time.
    - Show how we can override average turn time (seating time) if we know it's a special occasion or a known quick visit).
    - Show how tables are suggested based on criteria and known highest revenue generated tables.
    - Select suggested table or another table from map.
    - Enter reservation notes such as special occasion (birthday, anniversary, etc).
    - Enter custom customer message "Thanks for Choosing us!"
    - Select Save and review reservation info on pop up.
    - Show text confirmation.
- Demonstrate an Online Reservation experience via Tabit Office/TGM/Site link.
- Discuss ability to create events in the solution that allow us to block tables or entire sections of the restaurant for private parties and events preventing host(ess) or guests online from booking tables in those areas during those times.
- **Products to consider demoing next (if relevant) : Tabit Kitchen, Tabit Order, Tabit Office, Tabit Chef, Tabit Hotels, Tabit Kiosk, Tabit Wheels**

### Note:

Take time for questions and further review/exploration as needed. Emphasize the differences between fully integrated solution where we capture and store for both host(ess) and servers the guest info vs. third parties that won't pass that info down to host and/or server preventing our ability to personalize the guest experience. Also discuss the financial and brand benefit of creating their own platform and how they can leverage to migrate from existing relationship with a product such as Open table. If they merely provide their guests with info on how to leverage their own platform over time, they only need to shift 100-150 guests a month to cover the cost of the solution (\$1 per head from open table) and as they migrate a higher % they will drive incremental cost savings for their operations.



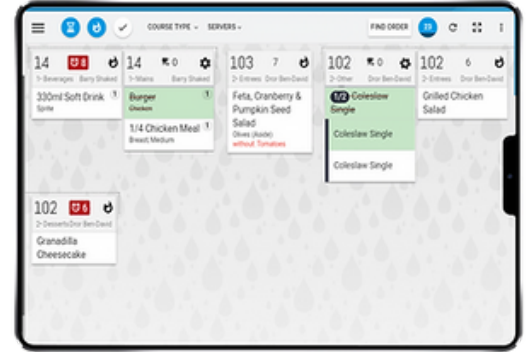
# TabitKitchen

## Value Proposition Guide & TabitKitchen Demo

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### Tabit Value Propositions: (Highlighted Bold and Italicized throughout outline)

- Visual Display allows cooks to manage more orders at once vs. shuffling paper tickets resulting in better efficiencies and consistently higher quality product.
- Visual Display eliminates guest and operation impact resulting from lost or misplaced tickets from printers.
- Visual Display timers allow kitchen staff and management to quickly identify orders exceeding standard expectations and react driving consistent and better guest satisfaction and operational efficiency.
- Highly configurable display settings allow for increased operational efficiencies and smooth transitions from prior solutions.
- Ability to configure and create visibility to all stations of kitchen allowing for coordination of product preparation and consistently higher quality product driving increased guest satisfaction.
- Visual Displays reduce or eliminate ongoing costs of roll paper, ribbons, and printer maintenance.



### Demo Prep:



- Clear all old orders from Displays, if needed.
- Order food for several tables on Pad and send using the following guidelines to demonstrate different types of tickets in Kitchen Display (Order multiples of same item and sides across tables to illustrate all day count benefits during demo):
  - Order food on a table including Apps and Mains and Fire as one order (order two of same main item for two guests)
  - Order food on table including Apps and Mains, Hold Mains and Fire Apps
  - Order food on table including Apps and Mains, Fire apps while holding mains, then Fire Mains
  - Order food on table and tag an item as RUSH
  - Order food for a table and tag an item as ALLERGY with note

### TabitKitchen Demo:

- Overview of the screen layout of TabitKitchen.
  - Tickets will display across right side of display. How they display, size of tickets, font, etc. are configurable (single row, two rows, etc).
  - Show how we can on the fly adjust the sizing/font of tickets.
    - Click three dots to right of Find Order in right side of display window.
    - Demonstrate how a user can tweak using sliders for Max Ticket Height, Font Size, Min Ticket Width.
    - Adjust back to preferred view for remainder of demo
    - Click X to close.
  - Color scheme on ticket headers are configurable (can mirror previous solutions making for ease of transition for staff).
  - All Day Counts on left side of screen for ease of determining the quantities of specific items needed are always available for kitchen staff.
  - Filters for use to find specific types or groups of tickets are listed in top border of display.
- Review the ticket display layout.
  - Top border of ticket includes:
    - Table # or Order # .
    - Course if a ticket contains only a specific courses items or display blank/other with last course # on ticket.
    - Indicator icon if order has been fired (flame icon) or held (hourglass).
    - Server Name.
    - Timer indicating time since order was received in kitchen. Timer will turn RED after ticket has exceeded configured standard cook time by course.
    - Timer will pulse for tickets that contain a TAG'd item such as RUSH or ALLERGY (configurable by tag if tickets will default to front of list).
  - Items will appear on ticket in order of guest # (in circle on right side of ticket by item) by course.
  - Modifiers only print on items if they vary from how the item is normally prepared eliminating unnecessary distraction on tickets.
  - Tags will appear on tickets below items in boxes with color schemes to draw needed attention (configurable).

# TabitKitchen

## Value Proposition Guide & TabitKitchen Demo

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## TabitKitchen Demo Cont.: (Highlighted Bold and Italicized throughout outline)

- Show how tickets in view during high peak volume can be filtered to quickly find specific tickets and/or items/counts using filters in All Day or header menu.
  - Clicking on item in All Day section will minimize view of tickets in display to only those with that item and item will appear in blue border on ticket. Click item in all day count again to clear filter.
  - Long pressing on item in all day count section will bring up a summary window for the items in queue allowing cooks to quickly verify what they have working against the summary.
  - Show how we can filter by held or fired tickets by clicking on icon in top menu to show tickets (blue) or not show tickets (white).
  - Show how we can filter by Course Type, Order Type or Server by clicking drop down and selecting choices for display.
  - Show how we can search for an individual ticket using Find Order.
    - Example: Busy Saturday night and server comes to expediter wanting to know what is going on with Table X. Using Filter by Server (or Find Order) will display just that server's orders allowing us to quickly see that ticket.
- Show how we can "sell" a completed ticket by long holding or long click on border of a ticket (System will simulate printing of runner chit).
- Show how we can sell completed items on ticket if desired (apps/Mains on one ticket and selling apps) by clicking on the individual items. This will start a new timer for next course on ticket for separate timing.
- Show how we can indicate on Expediter Screen that items on ticket have been completed by prep stations.
  - Click 3 dots to right of name at very top right of display.
  - Click on Kitchen Display and then Kitchen.
  - Find appetizers on a ticket and click to "sell/complete".
  - Return to Expediter by clicking 3 dots to right of name at very top right of display.
  - Click on Expediter.
  - Find ticket we sold the appetizers on by see indication on ticket showing runner icon and name of cook with check mark.
- Show how we can move a ticket to front of display (sudden rush need for guest).
  - Click on ticket border.
  - Click on Move to Start.
- Show how we can display truncated tickets.
  - Click on Ticket Border.
  - Click on Open Course Dialog.
  - Click on X or Close to return to normal display.
- Clear several orders by long clicking on ticket border.
- Show how we can recall closed tickets.
  - Click the check mark filter to right of fire and hold filters.
  - Bumped tickets will indicate a purple border.
  - Recall a ticket.
    - Click ticket border.
    - Click undo Course Served.
    - Ticket border will change back to active color.
- **Products to consider demoing next (if relevant) : Tabit Guest, Tabit Order, Tabit Chef, Tabit Hotels, Tabit Kiosk, Tabit Wheels**

## Note:

Take Time for Questions and further review/exploration as needed. Emphasize the efficiency gains using Digital Display solution vs. printed tickets. Any restaurant operator utilizing kitchen printing exclusively has had the high-volume shift with 20-30 tickets lined up and how difficult it can be to manage those tickets while trying to cook on the line. Displays free up the hands of the cook (and Bartender!) to focus on preparing food and beverage. A single lost ticket in peak volume can lead to significant delays for rest of the shift/rush for all the other guests. Ability to quickly find and recall a ticket streamlines recovery. All Day counts enable more efficient batch cooking of things like Fries or similar sides vs. having to manually count orders on tickets ensuring high quality products timed appropriately driving enhanced guest satisfaction. Solution is highly configurable so questions that arise as part of demo that you are not sure about take notes and work with your Partner Success Manager or Partner Manager to get clarity on how configuration can be accomplished to accommodate the requests of users and prospects.

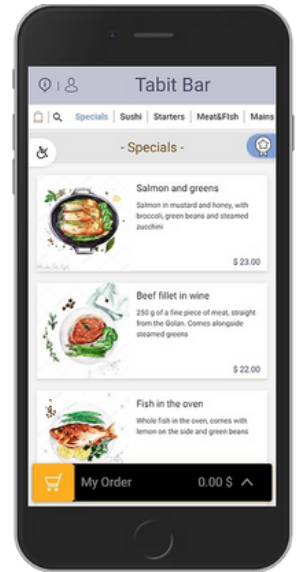
# TabitOrder

## Value Proposition Guide & TabitOrder Demo

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### Tabit Value Propositions: (Highlighted Bold and Italicized throughout outline)

- **Extended Sales**
  - Capture additional sales revenue without having to increase your staffing costs.
- **Flexible Offerings**
  - With a user-friendly management interface, you can publish specific menu offerings, limit items that are about to run out, and manage distribution areas and delivery times.
- **Efficient and Consistent Menu Management**
  - All menus, items, and pricing information are managed in the same system as TabitPad, allowing the restaurant manager to effectively manage them while maintaining consistency across the different customer interaction points.
- **Branded and Easily Accessible**
  - Can be branded to reflect your business theme and can be easily promoted and linked to from your website and social media channels. Consumers can easily access the WebApp via their desktop or mobile devices without the need to download an app.



### TabitOrder Demo:

- Go into the TD Management Console.
- Emphasize that our philosophy is to enable a platform for Tabit customers to create their own branding and online presence without the tremendous fee structure of the aggregators most are leveraging. (**decreased costs**)
- Emphasize how customizable branding, messaging, banners, etc. is.
- Highlight features and ease of managing To Go, Delivery, Delivery Zones, etc. with story about how we can quote and adjust prep/delivery times on fly, make order types or regions unavailable, etc. (**operational efficiencies**)
- Emphasize single menu structure that is linked to on online ordering menu resulting in only creating items one time vs. having separate unique menus to manage for the two solutions; like many other products require. (**operational efficiencies**)
- Go to the Site Link.
- Demonstrate a Takeout or Delivery order and walk them through order and payment flows.
  - Pick an item that was also rung on the pad like Ribeye to show same flow online as on pad.
- Emphasize the low fixed monthly cost vs. aggregators % and fact they create and protect their own brand vs. the brand of the aggregator.
- Create incentivized offers for guests to utilize the TabitOrder site vs. aggregators such as offering 5% discount for orders placed on the TabitOrder site.
- Cost savings at average of 25-30% on aggregators per order will quickly drive incremental cost savings to their bottom line
  - Staff benefits include fact that gratuities added on most aggregators are paid to the 3rd party vs. store employees where TabitOrder gratuities go to the restaurant/restaurant staff.
- Emphasize this gives us a 360 degree means for restaurants to engage with their customers – in house dining via pad or online site if desired, takeout and delivery availability, all in native solutions vs. cobbling together 3rd party integrations creating complexity. (**operational efficiencies**)
- Emphasize on the benefits of Order Tracker and how the customer is able to preview the lifespan of their order, notify the restaurant with the "I'm Here" feature, and add personalized comments (parking lot number, car model, car color, etc.)
- **Products to consider demoing next (if relevant) : Tabit Guest, Tabit Kitchen, Tabit Office, Tabit Chef, Tabit Hotels, Tabit Kiosk, Tabit Wheels**

# TabitChef

## Value Proposition Guide & TabitChef Demo

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## Tabit Value Propositions: (Highlighted Bold and Italicized throughout outline)

- **Ownership / Management Insights**
  - All of your operational KPIs at your fingertips via a mobile app.
- **Anytime, Anywhere Access**
  - Coupled with TabitInsight and TabitPad, TabitChef provides remote visibility into operational trends and performance.
- **Real-time Monitoring**
  - Insights into all the operational performance areas of your restaurant, including exception notifications, labor costs, and sales trends.



## TabitChef Demo:

- TabitOrder via app on phone or through Tabit Office (**operational efficiencies**)
- Give product overview.
  - Real time data for the owner/operator to have access to at anytime and anywhere.
  - Drill into some of the data showing prospect where today is against recent history.
  - Highlight the up/down arrows and colors to indicate trending.
- Drill into some sales data (closed orders) and show how we can drill all the way into check details as needed/desired.
- Emphasize how the data and info gets better as more data feeds in through regular business and historical calculations allowing managers and owners to make decisions with info rather than instinct. (**operational efficiencies**)
- Owners/Operators can efficiently view Comps/Voids/Discounts and address any situations with staff, manage labor against sales and make staffing decisions based on data in real time, etc.
- **Products to consider demoing next (if relevant) : Tabit Guest, Tabit Kitchen, Tabit Office, Tabit Hotels, Tabit Kiosk, Tabit Wheels**



# TabitOffice

Value Proposition Guide & TabitOffice Demo

Document Use: This document is to serve as a guide/outline for a Tabit prospect demonstration of the value props we have to offer as both a Value-Added Reseller and technology partner. It is not intended to create a script to mimic but guide you in best practice flows to ensure we highlight the value-added features for a restaurant operator that will drive increased revenues and decreased cost through the operational efficiencies inherent to leveraging mobile technology. Make the stories and flow your own and use your own style to drive excitement, interest, and credibility as a technology partner for your prospect.

## Tabit Value Propositions: (Highlighted Bold and Italicized throughout outline)

- **Cloud Enabling, Anytime, Anywhere Access**
  - Access from anywhere and any device eliminating need for dedicated Server PC's in house, remote access tools creating security risks, etc.
  - Manage versions efficiently and consistently with deployment from cloud ensuring version control across locations in both enterprise and single location environments
- **Efficient and Consistent Menu Management**
  - All menus, items, and pricing information are managed in the same system allowing the restaurant manager to effectively manage them while maintaining consistency across the different customer interaction points.

## TabitOffice Demo:

- Log into Tabit Office – Emphasize the benefits of the cloud. Access from anywhere and any device eliminating need for dedicated Server PC's in house, remote access tools creating security risks, etc.
  - Review a few areas of interest.
  - Staff, Time Reporting, etc.
  - Menus:
    - Show how we would create items under “Greek Salad”.
    - Show item's decision and modifier, attach an image, and description text.
    - Show attached item on menu category/subcategory.
    - Show item in action on pad.
    - Emphasize the intuitive and simple process for managing items/menus.
- Reports
  - Show standard reports and run a sales report or similar to demo the process and view created for print or print to pdf all from the cloud anytime anywhere. (**operational efficiencies**)
- BI
  - Depending on your comfort level, show the BI tool and describe the flexibility of product for crunching data and producing actionable intelligence to improve business operations. Example being the Data we gather for tables that produce highest dollars and feed that info into Tabit Guest to ensure we suggest seating and reservations to highest producing tables. Also discuss capability to design and create their own reports and views and leverage ongoing. (**operational efficiencies and sales tool**)
- Insights
  - Showcase the amazing graphical reporting of insights. Just like the images sell items on the pad visual insights to the business help owners/managers fine tune restaurant operations.