

The following is presentation put together by Craig Keefner of Olea for Intel IoT Alliance team from late February 2020. It covers Self-Order Drive Thru Technology and includes analytics. It does not cover menuboard drive thru technology. That info is available in its own presentation.

- *If you would like more information on Olea Kiosks solutions then please contact Frank Olea at info@olea.com*
- *If you wish to get more industry information and updates to Drive Thru Technology then contact Craig Keefner at craig@kma.global*

Olea Kiosks



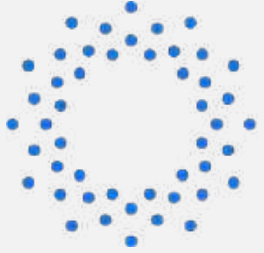


Experience Matters

Olea's been creating innovations in kiosks, outdoor ticketing and self-service technology for more than 40 years.

- More than 35,000 kiosks in 15 countries.
- Olea works with Fortune 100 companies.
- Olea works with SMBs & Startups
- Olea stations register more than 100 million touchpoints each year.
- More than 50% of our revenue comes from clients that have worked with us for more than 5 years.

Experience Matters



CLEAR



Partner Ecosystem

- Hardware, software and service
- Full complementary solution set
- Access to latest technology such as SKM & SDM computing technology
- Robust and flexible supply chains
- Financing & service options
- More Partners
 - IBM
 - StarMicronics
 - Epson
 - Ricoh
 - Appetize Technologies
 - Fujitsu
 - Verifone

Gateway
TICKETING SYSTEMS

Agilysys

xenial



ingenico
GROUP

A Nidec Group Company
Sankyo



panelbrite

elo



GIGAIPC

Actineon

ADVANTECH

OLEA
kiosks inc.

Custom Brand Design

- In-house design team
- Rapid, interactive design process
- Consider brand attributes
- Designed to fit the environment

Denver Broncos with Aramark & Appetize





Outdoor Design Considerations

- Watertight & All Weather
- Safe operation in all weather
- Adherence to UL guidelines
- ADA compliance
- Secure mounting (free-standing, column, pole, wall, etc.)
- Branding & Visual Elements
- Exceptional technology options such as facial, car recognition, timers, gamification, AI, 5G and more.
- Backend POS integration
- Analytics Dashboard

Best in Class Drive Thru

- Order Timers
- Fulfillment timers
- Facial recognition
- Car recognition
- Below-window timer (replacement for traditional ground loop), for how much time each car spends at the window & total drive thru experience time (order time + wait for window time + time at window).



Best in Class Drive Thru

- Line busting Tablets
- Kitchen routing
- Gamification
- Alaska or Dallas
- All Weather
- Voice Command
- Voice Navigation
- 5G Capability
- AI and ML Coming

Better Service Drives the Drive-thru

Improve drive-thru customer experience, speed and efficiency

Xenial Drive-thru Gives You The Power To:

- Increase average ticket size
- Increase cars served
- Decrease service times
- Increase order accuracy
- Increase customer satisfaction
- Bring self-order and self-payment to the drive-thru



Key Features:

- Intuitive order interfaces require virtually no training
- Line busting tablets to walk the line
- Intelligent kitchen routing customized for drive-thru operations and issues
- Smart timers that track every car in queue
- Car visualization with service times
- Service time gamification helps stores meet service goals and keep customers happy
- Daylight bright outdoor displays make food appealing at the point of order
- Dynamic menu displays promote appropriate menus and LTOs based on day part
- Order confirmation displays promote add-ons to increase average sales
- Self-order and self-pay drive-thru kiosks reduce labor and increase speed of service

Analytics & Decision Dashboard Optional Add-Ons

- Access to all sales channels and retail on one platform.
- Central dashboard & mobile gives fast access to sales data, customer profiles & overall business performance.
- Leverage clear and real time data to develop sales insights
- Make more informed decisions for your business.
- Clients include Burger King, McDonalds, MOVADO and others.



Sales	Labor Costing	Inventory
Net Sales	Net Sales	Opening Inventory
Average Daily Sales	Average Daily Sales	Purchases
SSSG (Same Store Sales Growth)	Trans per labor hour	Transfers
SSTG (Same Store Transaction Growth)	Crew labor cost of sales	Waste
ADT (Average Daily Transaction)	APC (Average Per Cheque)	Closing Inventory
APC (Average Per Cheque)	ADT (Average Daily Transaction)	Extended Cost
WOW SSSG (Week on Week)	Actual hours	Actual Inventory
MON SSTG (Month on Month)	Wage Rate	Theory Inventory
	OT Hours (Over time hours)	Variance Inventory
	FTE Count	Actual Value
	Employee Count	Theory Value
	Manager Count	Variance Value
	Employee Meal Count	
	Crew Labor Cost	

Videos

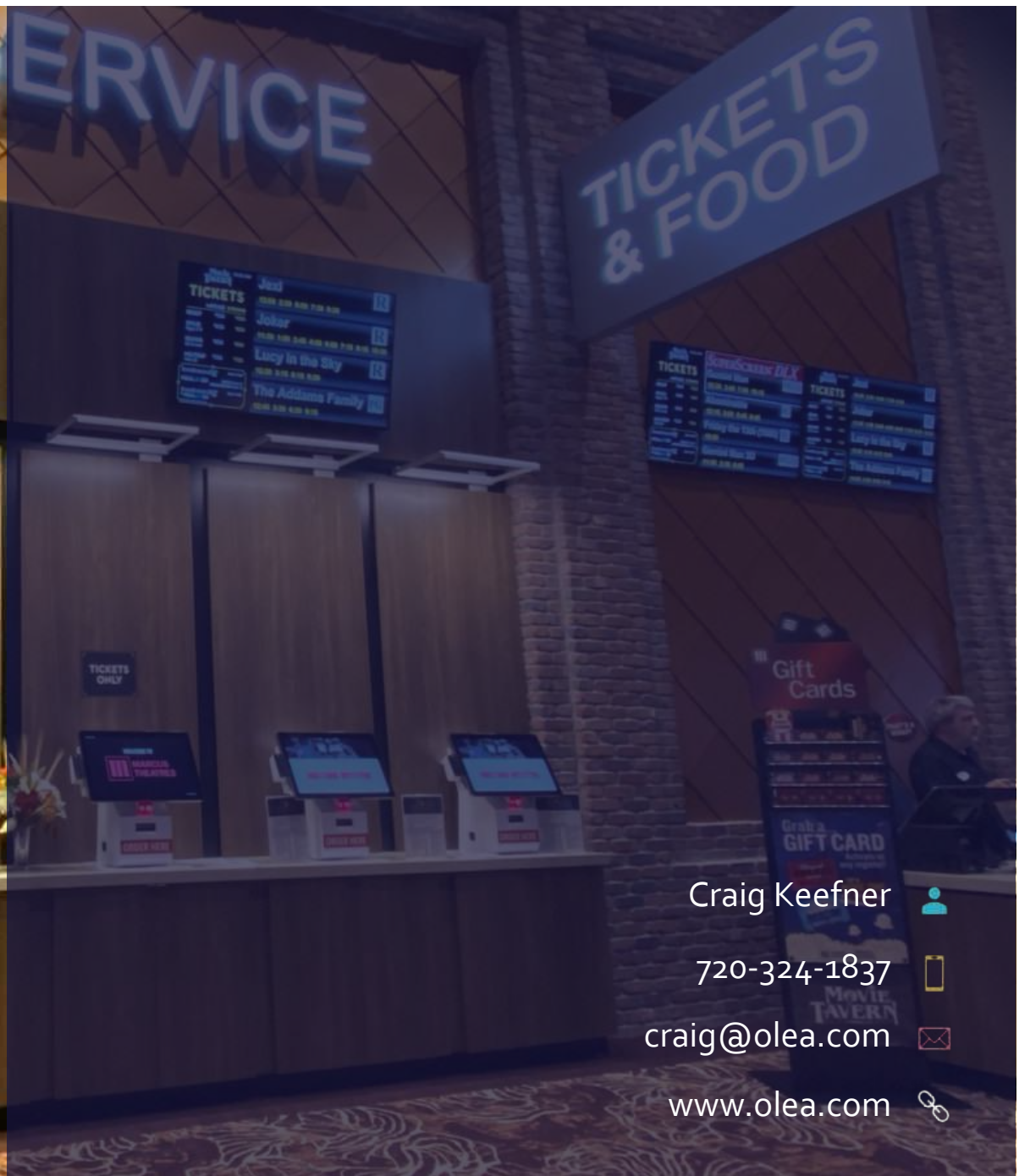
- [Deaf and hard of hearing](#)
- [Frustrations of average drive thru](#) part 1
- Frustrations of Drive Thru [pt2](#)
- Running the Numbers [video](#)
- The Drive Thru and the deaf and hearing impaired [liability](#)
- Drive Revenue with your Drive Thru - [video](#)
- Going cashierless with Nextep Xenial - [video](#)



About Olea

- Experts in design, deployment and operation of self-service technology
- Made in the U.S.A. since 1983
- 48,000 square foot campus in Cerritos, CA
- In-house design and manufacturing on site
- Pioneers in leveraging technology to improve customer experience
- Developed leading-edge ecosystem of immersive technology partners
- Frost & Sullivan 2019 Customer Value Leadership Award





Craig Keefner



720-324-1837



craig@olea.com



www.olea.com

