



AI Insights and Expert Coaching for Restaurants

Case Study Results*

First group of pilot stores saw large impact:

- ✓ **2%+** Increase in **Sales Per Labor Hour**
- ✓ **10%+** Decrease in **Speed of Service**

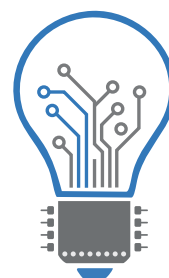
With consistent positive outcomes over time!



10%+
Profit
Increase*

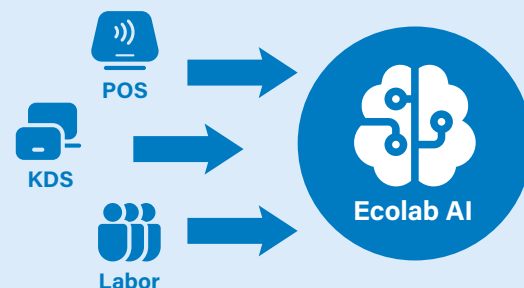
Strategic Innovation with Microsoft

- Leveraging AI for smarter, faster decisions
- Combining cutting edge technology with Ecolab in-person coaching expertise



One Integrated System

- Simplifying disparate data
- Optimizing labor and speed of service
- Customized for each unit's performance



*Pilot data from May 2024 to June 2025 shows improvements in Speed of Service and Sales Per Labor Hour in a customer case study across a pilot of 3 customer locations in the US following implementation. The above results are based on preliminary pilot data and customer feedback and are specific to the individual locations involved in the pilot. Case study customer also reported increased profit of more than 10%. Results will vary for other customers based on factors and circumstances in their operations.

Tailored Performance Coaching

- ✓ Partners with managers
- ✓ Builds data driven strategies
- ✓ Drives program implementation



Kira Anderson
Performance Coach

13 Years Auditing
& Coaching Brands

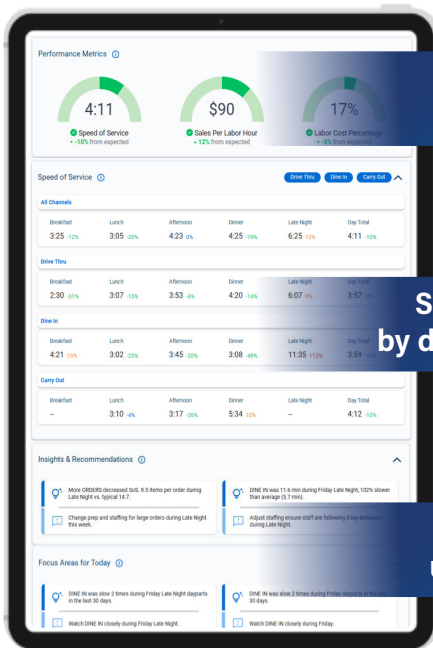
"The other SaaS companies are missing this."

Franchise Group Owner

"Our Ecolab Performance Coach has become an invaluable extension of our team"

VP of Operations

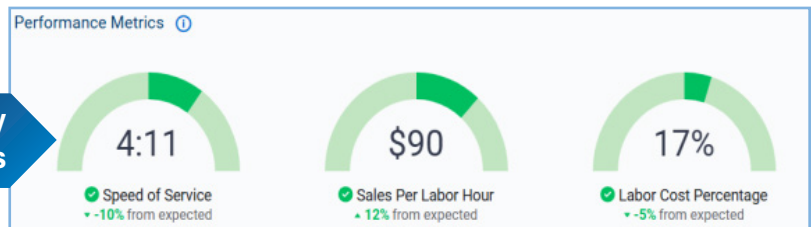
Daily Reporting



Analyzes key unit metrics

Simplifies tracking by daypart & channel

Delivers specific, unit level insights



All Channels

Breakfast	Lunch	Afternoon	Dinner	Late Night	Day Total
3:25 -12%	3:05 -20%	4:23 0%	4:25 -19%	6:25 12%	4:11 -10%

Drive Thru

Breakfast	Lunch	Afternoon	Dinner	Late Night	Day Total
2:30 -31%	3:07 -15%	3:53 -6%	4:20 -14%	6:07 8%	3:57 -9%

! **PREMIUM ITEMS** orders during **Tuesday lunch** was 9, 50% less than expected. Promote **PREMIUM ITEMS** during **lunch**.

! Adjust labor forecast for **Lunch** on **Wednesday** based on recent demand trends to boost overall **SPLH**.

! Increase **Drive Thru** focus during **Sunday Late Night** by assigned experienced staff to improve **SoS**.



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