



foodee

# HOW FOODEE WORKS FOR YOU



# JOIN THE FOODEE FAMILY

Foodee is a corporate meal delivery service. We make it easy for companies to order from top local restaurants for meetings and work events, by providing a large variety of carefully curated menus through our online ordering platform.

We offer personalized service from start to finish, including dedicated Account Managers to help clients plan meals, a live service-delivery team for real time support, and professional drivers to ensure your food is delivered with care.

At our core, we're a company that puts restaurants first. From the chefs in the back of the house to the servers up front, Foodee works with you from order inception to pick-up. Our goal is to make you successful, and put your product in front of offices around the city.

We want you to join our family of restaurants.







# OUR RESTAURANTS

## FOODEE PARTNERS WITH TOP LOCAL RESTAURANTS TO SUPPORT THE LOCAL ECONOMY.

We love top local owner-operated and independent restaurants, and larger restaurant groups with local owners. The restaurants we partner with are masters of their cuisine category and highly popular with locals.



We want to build strong and meaningful relationships with our partners, and it is important we value not only your product but ensure we can provide these meals to customers around the city. We carefully select and onboard restaurants around the country that meet our standards.

All our menus are curated by your dedicated Restaurant Manager to best showcase your product, ensuring all menu items travel well and accommodate varying dietary restrictions. Our success is driven by having Foodee employees who know your clients, their tastes, and their needs.

# LARGE ORDERS WORTH YOUR TIME

These are not single burger orders, we want to give you large orders – really large orders – and for that you need notice. All orders are given to you with at least 24 hours’ notice so you have time to plan. And if you need more, we can give that to you as well.

## TYPICAL FOODEE ORDERS

QTY.	ITEM	TOTAL
100 at a tech company	Carolina BBQ	<b>\$1,500</b>
100 person investor event	Local Burgers	<b>\$1,200</b>
50 at a film studio	Taco Bar	<b>\$850</b>
15 at an accounting firm	Asian Fusion	<b>\$285</b>

## LOCAL CONTACTS

Every city has a city team. You will always have someone dedicated to managing partnerships in your city that you can reach out to with concerns or questions. We have a support team to manage menu updates and you also have access to our live service delivery team Monday to Friday 8am - 7pm.





# ORDERING

## SALES TEAM

The reason we can provide these large orders is because we have an in house sales team selling your food across the city. From lead generation to closing to account management, Foodee handles all aspects of the sales process so you only have to deal with one thing: making the food.

Every city has dedicated account managers, so they are always connected with you and the food they are selling. We constantly keep our staff educated with new items and restaurants on the platform, giving our clients an experience they cannot get anywhere else.

## RECEIVING ORDERS

There is no iPad in your kitchen or at the front of your store. Everything runs through your cell phone. You can confirm orders through your email, and even get a text message letting know you have an order waiting to be confirmed.

Because all our orders are sent with at least 24 hours to spare, you don't need to be glued to a screen waiting for orders. You have until the end of the day to confirm the orders.

All orders have the option to print out for your staff to follow easily. This is where you can access the printable template for your labels on every order.

## COST

Foodee splits the cost of our service between restaurants and clients. We don't want either party shouldering the costs. There are no on-boarding or off-boarding costs associated to be on the platform. No hidden fees, or transaction costs. Simply a small percentage discount on menu items. As a service to our restaurants, Foodee will place your menu and food photos up on your website at no cost. We will work with you to get all the information on the page just right.

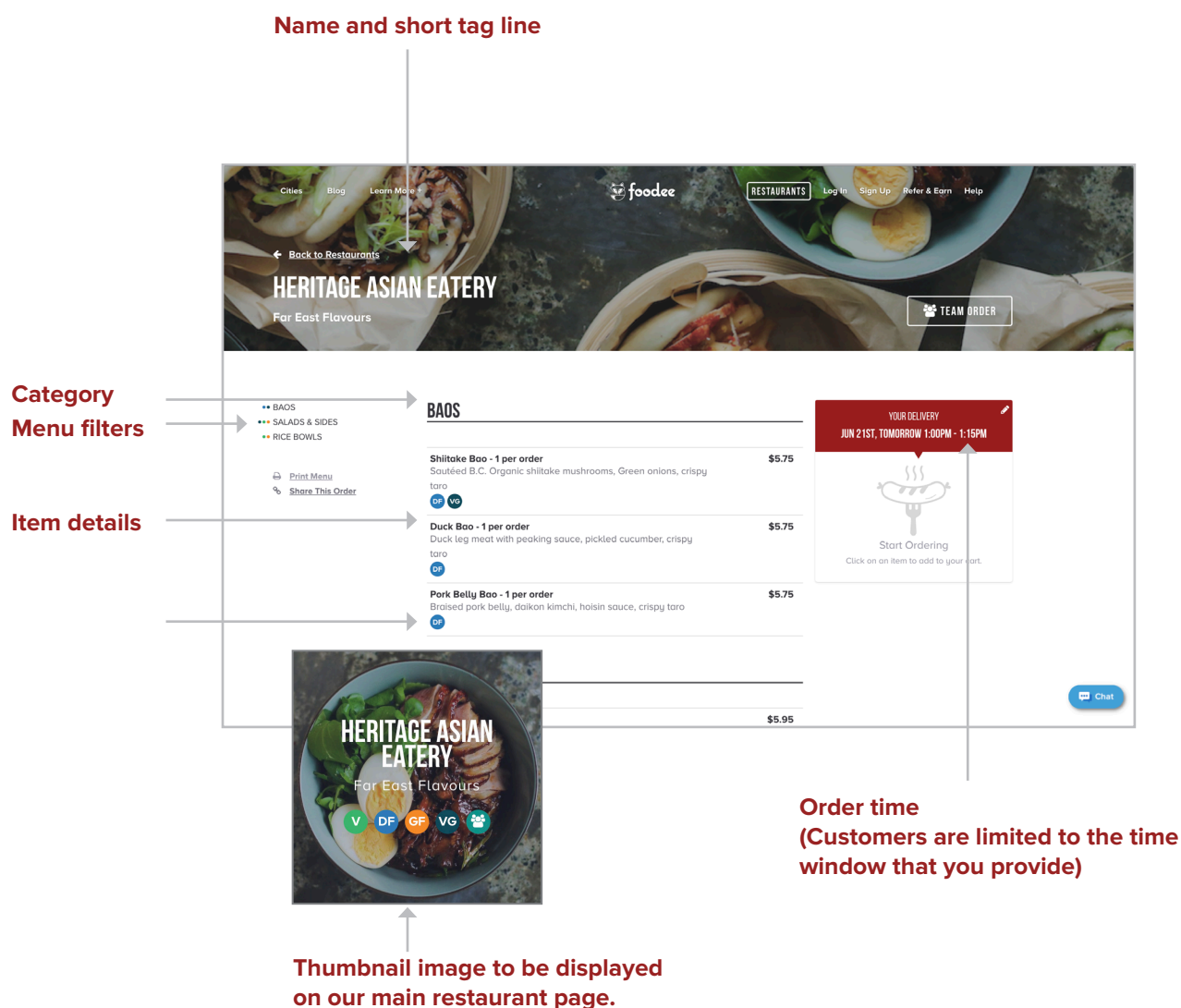
A dish at your restaurant costs	Client orders x 10 =	Foodee total (-15%)	Admin Fee	Total paid to you
<b>\$10</b>	<b>\$100</b>	<b>\$85</b>	<b>8%</b>	<b>\$78.20</b>

# YOUR FOODEE PAGE

## YOUR FOODEE PAGE

At Foodee you are more than just a menu on a web page. We want to make sure your Foodee page captures the essence of your brand, and that means having some great photos and item descriptions set up.

Remember, you're in control of this page. While Foodee will do all the photo uploading and menu updates, you're ultimately in control of what goes here. If you ever want anything changed or updated, please let us know.



# HOW DO I GET PAID?

## HOW DO I GET PAID?

Foodee processes payments on the 15th and 30th/31st of every month and the funds are directly deposited into your account. Processing can take up to **5 business days**. You will receive a consolidated remittance report of all the invoices being processed during the pay period, to make sure we're providing you with the correct total.

## HOW MUCH SHOULD I EXPECT TO MAKE THROUGH FOODEE?

Here is some additional revenue we have brought to partners during off-peak hours.

	AVG YEARLY SALES	AVG MONTHLY SALES
HIGH VOLUME	\$250K	\$19K
MEDIUM VOLUME	\$85K	\$7K
LOW VOLUME	\$36K	\$3K





# WHAT OUR PARTNERS ARE SAYING

“

I really appreciate Foodee! Two things in particular that are very helpful. First, scheduling pickups around the same time/dates and menu-matching those orders really helps our kitchen streamline operations. I know it's not always possible but do appreciate it when it works out that way. Second, having preferred delivery drivers also helps to ensure a consistent customer experience and really helps our team out as well. ”

**IVAN - VANILLA ORCHID, AUSTIN**

“

You deliver! It is very important. Foodee is great with responding to questions and concerns about some orders. Great customer service and relationships with partners! ”

**VERA - BARQUE, TORONTO**

“

Foodee is consistent with great service. The drivers are professional. The Restaurants division is great and I always appreciate communication with Blyth. ”

**MARK - WHISKEY 6IX, VANCOUVER**

# WE ARE HERE FOR YOU!

Foodee is a curated list of some of the most popular local owner operated restaurants, and we want to keep it that way. You're going to be in good company on our platform, as most of the other restaurants will be people you already know.

We are going to make it easy for you get in front of your core client. Those who enjoyed the food so much at their office event or overtime meal, they want to come into your restaurant after work with their friends and family. At the end of the day, that is what we both want. I hope we've expressed how we put restaurants and restaurateurs at the core of everything we do here at Foodee. Without our hard working partners – chefs, servers, GMs, and owners - across North America, we could not be where we are today.

**WAYNE WEBB** | Director of Platform Partnerships

*Wayne Webb*