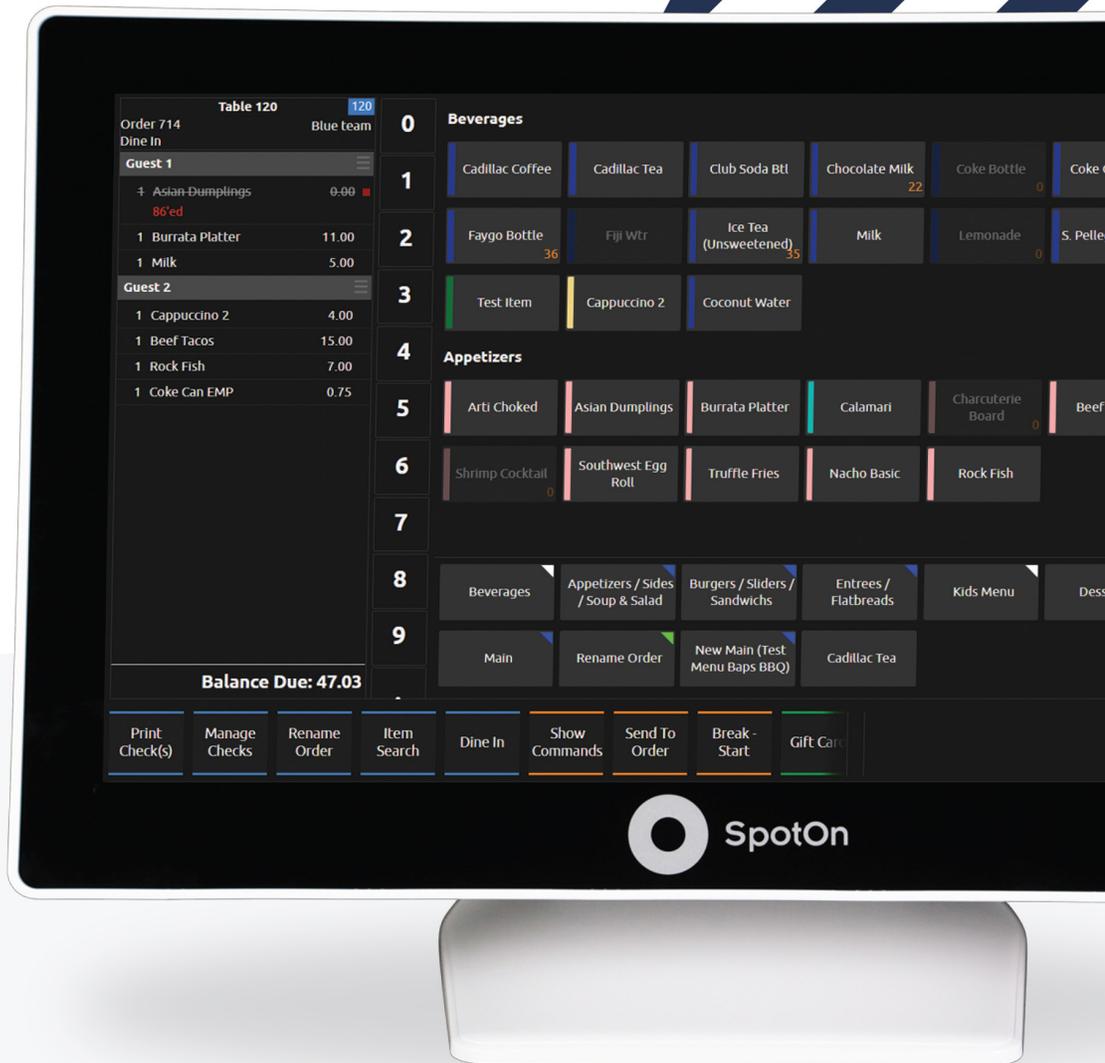




SpotOn Restaurant

Maximize sales and make life easier for your entire staff with an end-to-end solution that is far more than your ordinary POS.



Streamline Business Solutions

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**\$170M+ in Backing
from Top-Tier
Investment Firms**

**Including former
Twitter CEO
Dick Costolo**



Empowering Restaurants Through Thick and Thin



“In a very tough time for restaurants, SpotOn has gone above and beyond. Their ability to create an online ordering system on our website has provided efficiency and the ability to maintain social distancing during the COVID-19 pandemic.”

-Kevin Youkilis, Loma Brewing Company



“SpotOn continues to be an exceptional partner for us. We are confident we have a partner who is dedicated to our success and will be instrumental as we navigate the future of dine-in.”

-Ben Pryor, Director of Innovation at Dewey's Pizza



“Finally, after 30 years in the restaurant industry, we have a POS system that has taken our operations to the next level. Our initial install (which took one day) was seamless and by far the easiest that we have ever experienced. At the top of our list of why we are true believers in SpotOn is their amazing support and team.”

-Ray Villaman, President and owner of Tahoe Restaurant Group



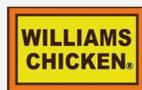
“SpotOn has been instrumental in equipping our restaurants nationwide with the technology we need to thrive and gain a competitive advantage in a fast-changing industry.”

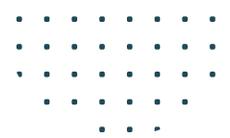
-John Lanni, Thunderdome Restaurant Group



“Over the course of five years, similar companies have approached us but we’ve always stuck with SpotOn because of the branded loyalty program they offer and the outstanding customer service we get from their whole team.”

-Victoria Valdes, Pinecrest Bakery





Partner with a Team

Dedicated to **Your** Success

We Care

When the coronavirus pandemic struck, instead of laying off our support staff like other providers, we further invested in our restaurant clients:

- ✔ Expanded our support and implementation teams to provide even better service
- ✔ Gave back \$1.5M+ to our restaurant clients in the form of waived software fees
- ✔ Rapidly deployed new technology for restaurants to adapt to the new normal

We Always Go the Extra Mile for You

Your restaurant business is unique, and there's no one-size-fits-all solution. That's why we:

- ✔ Work closely with you to configure a custom system that optimizes your business
- ✔ Help you every step of the way, including being on-site for installation, training, and assisting your team on launch day
- ✔ Provide 24/7/365 technical support, and are always ready to expand your system as your business grows



We Are Never Finished Innovating

The restaurant industry will continue to rapidly change, and we're dedicated to making sure you always have the technology to stay ahead of the curve, including by:

- ✔ Improving our best-in-class reporting, so you always have the best data available to make smarter decisions
- ✔ Enabling new revenue opportunities for your business, so you have more ways to connect with guests and improve sales
- ✔ Streamlining every aspect of restaurant operations, so you can run and grow your business with a single platform instead of a dozen disconnected technologies





Built for You

Software

Get an end-to-end solution that is tailor-made with all the features you need to maximize throughput, grow revenue, and improve your guest experience.



Point of Sale.

Fast, easy to use, and fully customizable for tableside service, counter service, and everything in between.



Labor Management.

Comprehensive back-office tools to manage shifts, employee hours, and gratuities.



Multi-Location Management.

Enterprise-level controls for managing menus and employees across multiple locations.



Online Ordering.

Commission-free online ordering with real-time POS integration.



Mobile Dine-In Ordering.

Contactless mobile order and pay at the table capabilities for your guests.



Gift Cards.

Branded e-gift cards for online ordering and traditional gift cards with no swipe fees.



Digital Loyalty.

Integrated loyalty rewards to drive repeat visits and collect valuable guest data.



SpotOn Reserve.

Complete front-of-house solution for digital reservations, waitlisting, and premier guest experience.



SpotOn Dashboard.

Digital marketing campaigns, review management, and virtual terminal, accessible from anywhere, including right from your mobile device.



Website.

Hassle-free, stunning website built by professionals with online ordering.

Automatic software updates included at no extra cost!

Best-in-Class Reporting

Get the most comprehensive data available to make smarter decisions, without a costly third-party integration.

✔ Over 90 fully-interactive reports that are easy to find and easy to read

- Sales & Labor by Hour
- Daily Sales
- Product Mix
- Employee Sales
- Payroll & Time Cards
- Voids & Discounts
- Pricing Events
- Sales Contests
- House Accounts
- And dozens more

✔ Enterprise Reporting

✔ Manager alerts and subscriptions

✔ Mobile reporting app to access data anywhere, anytime



Hardware

Equip your restaurant with as many stations, handhelds, and kitchen peripherals as you need, with hardware that is robust and reliable, ready for the demands of a hard-working restaurant.

Touchscreen Monitor

- ✔ POS Station Bundle - includes touchscreen monitor, cash drawer, receipt printer, and card terminal (EMV, Apple Pay, and Google Pay enabled)
- ✔ Meraki Backup Router - **INCLUDED so your POS system always works** even when the internet goes down



Available Colors  
Screen sizes 15.6" and 19.5"



Customer-Facing Display

- ✔ Durable design with stand and 8" touchscreen display
- ✔ Real-time order confirmation & tip options
- ✔ EMV, Apple Pay, and Google Pay enabled card reader
- ✔ Integrated Digital Loyalty & Marketing
- ✔ Digital receipt options to capture guest email addresses



Handheld POS

- ✔ 5" touchscreen display with fast, intuitive workflows
- ✔ Wi-Fi and 4G connectivity for limitless range
- ✔ Real-time ordering and send options
- ✔ EMV, Apple Pay, and Google Pay enabled card reader
- ✔ Built-in receipt printer and digital receipt options
- ✔ Long 8-hour battery life with no-lag sleep mode

And More

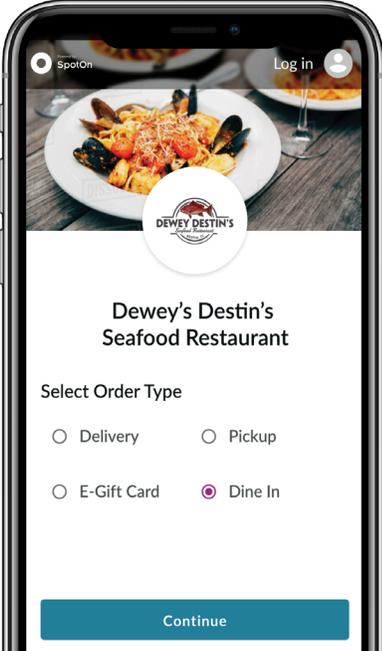
- ✔ Fully integrated scale for selling weight-based items
- ✔ Kitchen Printer and/or Kitchen Display Screen



Integrated Online-Ordering & Dine-In Ordering

Increase sales, reduce labor costs, and improve throughput with digital solutions for take-out, delivery, and on-premise dining that are fully integrated with your POS.

- ✔ Save huge compared to third-party delivery services
- ✔ Boost average ticket price by 18% and guest loyalty by 67% on average
- ✔ Own your customer data and retarget guests to drive repeat business
- ✔ Promote contactless payments and dining experiences
- ✔ Interact with orders in real-time right from your POS



-  **Online Ordering** - Let customers order take-out and delivery directly from your website
-  **Dine-in Ordering** - Go contactless by having guests scan a code at the table to order and pay with their phone
-  **QR Receipt** - Let full-service guests scan a code on their receipt to pay contactlessly with their phone
-  **E-Gift Cards** - Boost online orders and grow your customer base
-  **SpotOn Delivery, Powered by DoorDash** - Offer delivery for online orders using DoorDash's reliable network of drivers, with reduced fees, and still own your customer data
-  **ItsaCheckmate** - Ditch the tablets and funnel orders from third-party delivery services directly into your POS, including UberEats, Grubhub, Postmates, and more

Software Integrations

With SpotOn Restaurant, you're getting an end-to-end platform to better run and grow your business, but we are always happy to help you integrate your POS system with third-party software, including:





Restaurant Advisory Board

Comprised of highly respected restaurant owners, investors, and entrepreneurs, SpotOn's Restaurant Advisory Board provides real-world expertise, guidance, and feedback so we can continually provide you with the smartest tools to run your business.



Michael Mina



Adam Snyder



Brent Bolthouse



Kevin Youkilis



Ray Villaman



Matthew Kenney

White-Glove Service and Support

You have a lot on your plate and too many decisions to make, but with SpotOn, you are no longer on your own.

- ✔ Premium in-person hardware installation with professional POS technicians
- ✔ Face-to-face staff training from a SpotOn Restaurant specialist, who will stay on site the first day using your new POS to help you and your staff
- ✔ Ongoing virtual training for staff and management
- ✔ **INCLUDED!** 24/7 Technical Support from SpotOn employees located right here in the U.S.





Transparent Pricing

FEATURE	COMPETITORS	SpotOn \$25/mo platform fee first year \$25/mo + 10 basis pts thereafter	
Monthly Minimum	\$5 - \$20	ZERO	✔
Monthly PCI Fee	\$25 - \$35	ZERO	✔
Regulatory Fee	\$15 - \$35	ZERO	✔
Batch Fee	\$3.95 - \$9.95	ZERO	✔
Contract	1 - 3 years	Monthly	✔
Annual PCI/Other	\$80 - \$120	ZERO	✔
Marketing, Review & Analytics	Up to \$400/mo	Included	✔
Loyalty (Optional)	Up to \$300/mo	+\$65/mo	✔
Online Ordering (Optional)	Up to \$5,000 setup + \$200/mo	\$200 setup + \$45/mo	✔
SpotOn Reserve (Optional)	Up to \$5,000 setup + \$899/mo	\$200 setup + \$100/mo	✔
Website (Optional)	Up to \$199/mo	+\$65/mo	✔
Payroll (Optional)	Up to \$100 employee/mo	\$39 + \$6 employee/mo	✔

*Rates shown apply for SpotOn with Payments accounts. You have the right to switch processors at any time.

Next Steps

Your SpotOn representative will be happy to arrange a live demo of SpotOn Restaurant in action and answer any questions you might have. From there, simply complete your application and our team of Restaurant POS experts will get started.

1. Talk to your SpotOn representative today
2. Get your live demo and complete your application
3. SpotOn custom POS software build: full menu build, dining and table layout, staff profiles and permissions
4. Menu audit
5. Schedule installation and go live!

