



KEY FEATURES & FUNCTIONALITY

The Ayla IoT platform for foodservice organizations includes the following features:

- **Remote Appliance Management:** the ability to remotely update appliances and continuously monitor a fleet of devices (such as refrigerators or ovens) by moving data to the cloud for analysis
- **Applications:** mobile applications for store managers and technicians, dashboards and insights for regional managers and corporate business analysts.
- **Security, Scalability, & Reliability:** protection against cyberattacks, ability to ensure high uptime, and flexibility to scale from hundreds to millions of devices
- **No Vendor Lock-in:** support for a wide range of networks, standards and protocols including Wi-Fi, BLE, Zigbee, Cellular, Modbus (RS-232/RS485), and Industrial ethernet that enable a holistic solution that works both indoors and outdoors

How Ayla IoT is Transforming Foodservice and Retail

The global foodservice business is estimated at \$280 Billion, according to the latest state of the industry report. This includes the manufacturing, distribution, logistics and retail operations that is part of casual dining, quick serve restaurants, industrial kitchens and cafeterias in universities, hospitals, gas stations and other multi-site facilities. This massive, mature industry is characterized by modest growth rates, low margins, capital-intensive operations and complex logistics, lending itself well to new technologies to drive higher efficiency, productivity and business growth.

Foodservice Industry is Primed for Technology Disruption

Among the operational challenges faced by the industry is margin erosion, caused by increased compliance requirements, competitive pressures, slow innovation and cost of operations. The last item stems from high labor costs and turnover rates but also the increasing overhead of managing and maintaining assets such as equipment and inventory, given the largely manual and labor-heavy existing processes. Foodservice companies own high value kitchen assets such as burners, fryers, blenders, and ovens from several manufacturers whose service and maintenance can be expensive due to unpredictable failure rates. It is estimated that the annual cost of asset management can be as high as 3.7% of revenues and create a significant financial burden.

Foodservice enterprises, such as quick service restaurants, can leverage IoT technology to improve their product quality, while getting more efficient by:

- Improving asset uptime without increased costs of preventative maintenance
- Launching new menu items faster without rolling trucks
- Leveraging higher data visibility related to food safety processes
- Managing costs through accurate warranty data and device total cost of ownership models
- Reducing food waste

Technology Adoption is Key to Business Transformation

Over the years, companies have used different technologies to address the cost problem but there are gaps such as lack of real-time visibility, reliability, ability to work across hardware vendors, and flexibility to work across environments (in-campus, outdoors, buildings).

Ayla offers a compelling solution that enables companies with scale operations and large existing deployed assets to easily track location, monitor condition & performance and ensure safety & compliance. Ayla's offering is built on the vision of the '**Connected Kitchen**' that provides unprecedented

operational visibility into asset performance.

The end-to-end solution is a fully managed service that comprises hardware, cloud software, and implementation services and offers the advantage of being cost-effective, network and manufacturer-agnostic, and experience-driven.

Primary Use Cases

- **Food Quality Improvement:** Monitor and alert on unsafe or quality impacting practices.
- **Condition Monitoring:** Foodservice organizations with expensive kitchen equipment can monitor the equipment performance and prevent downtime through proactive alerting
- **Compliance & Risk Management:** Realize higher standards of corporate and regulatory compliance and mitigate operational risks to the business



Benefits & Value Proposition

Ayla's solution for the commercial foodservice market offers several business benefits for a cross-section of decision makers in business operations, innovation, supply chain, logistics and compliance.

- **Cost Efficiency:** Ayla's turnkey platform costs up to 3X less to initially set up, and 60-80% lower operating costs compared to building a solution from the ground up
- **Reducing Truck Rolls:** Ayla's connected kitchen solution can save up to \$25K per year per store in service & maintenance truck rolls, ensuring higher uptime and minimizing lost revenue
- **Growth:** automated recipe management allows faster innovation and higher sales
- **Compliance & Risk Management:** Ayla's real-time monitoring solution enables better adherence to food safety and quality compliance measures and avoidance of regulatory fines and penalties
- **Digital Transformation:** enables foodservice manufacturers to accelerate their digital transformation initiatives and realize unfair competitive advantages

Contact Ayla Networks to Accelerate Your Transformation

For more than a decade, we have helped leading brands in the consumer and commercial markets accelerate their IoT-led transformation efforts. For more information on Ayla's enterprise solutions for Foodservice companies and to get a product demonstration, please visit www.aylanetworks.com or contact us at info@aylanetworks.com.