Brank eMenu

Tablets & Mobiles Restaurant Ordering Menu



ABOUT

- Brank eMenu is a menu which *presents your entire offer in digital form* on a tablet or mobile. The Brank eMenu was created to *improve the relationship between caterers and clients, to reduce unnecessary costs of catering facilities and to increase their income as well as the satisfaction of guests*. Get to know your guests and personalize your offer in accordance with their preferences. With Brank eMenu, *your guests can enjoy ordering*.
- Your guests will be perfectly familiar with your offer through a *variety of options* provided by the digital Brank eMenu. Highlight the specifics of meal preparation and the uniqueness of its origins. Add recommendations and encourage your guests to try something new from your offer. Read guest comments and learn how to improve business. Easily manage content and change the offer at any time with no additional costs.
- After the guests review the offer *they will to place an order themselves* by choosing preferred items. After the order is placed, it is sent to the kitchen and the bar. The order is visible on the computer in Backoffice. Integration with the POS system is possible but not necessary.

GOALS

- **Increase revenues** Increase the average value of the account by selling additional items, special offers, etc. through promotion with attractive images and up-to-date information, as well as speeding up the guests rotation
- Accelerate and improve the service Automated processes and ordering without calling the waiters, allow staff more efficient care and service, which will reduce the waiting time of guests and increase the rotation.
- *Reduce the possibility of an order error* as the order ends directly in the POS *, the kitchen and the bar, the possibility of error in writing the order and entering the POS is reduced.
- *Adjustment and reorganization* Restaurants have the freedom to create menu contents at any time. The style of the menu, items and the entire menu can be changed at any time without additional costs as opposed to paper menus.
- *Lightweight adaptation* Restaurants can change the menu items and appearance according to new trends in the market and among guests at no extra cost and at any time.
- **Promote in style** Promote special offers in the restaurant and add new items to the menu, which allows guests to view the best and the latest from your offer. By reviewing the photos, reading the food description, using the filters and the Nutro calculator, they make a quick and real selection of dishes without losing time as a waitress or a guest. You certainly have a satisfied guest
- *Experience of the guests* Offer to the guests a menu with vivid pictures, food descriptions, drinks, filters, etc. Give them a unique and fresh interactive experience, as well as speeding up the service, challenge them with **WOW EFFECT**.

ADVANTAGES

Below are some elements that affect drastic acceleration of work by completely disposing of some elements from the classical ordering chain, as well as other benefits that are gained by introducing these systems:

- It speeds up the restaurant's work. For example, if is the tablet on the table, the guest orders as soon as he sits, that is, a **completely out-of-waiting waiter**
- The guest does not wait for the waiter **neither for ordering nor for payment*** both completely **thrown out of the order chain**

- The waiter does not record the order the recording of the order is completely thrown out
- Guests and waiters **do not waste time** answering questions about food, because everything is explained and it's much better than a waiter can do so, a totally is unnecessary part that the guest asks questions because there are no unclear things
- Do not waste time until the waiter comes to the table and returns to the bar a completely eliminated part of the waiter's walking to take the order and back to the bar
- Waiter no need additionally writes order in the POS, the order is automatically entered in POS from mobile or tablet- so totally thrown off part of orders entry in the POS and wasting time on this part.
- The possibility of a mistake in two places is avoided: when writing and when entering orders in POS.
- WOW effect guests are surprised and delighted with the new technology, with a huge number of easily accessible information, as well as with the speed of service
- Positive feedback from all guests
- Increases business traffic 8-30%
- Increase profits
- Increase in the number of ordered products.
- Increase Initial Orders
- Much more "impulsive" extra purchases of beverages and desserts
- "Sale is incredible" (user statements)
- Improved service: data on nutritional values, calorie calculator, allergenic / vegan etc. filters ...
- Upgrades restaurant experiences
- Filtering of food and wine also speeds up the decision of the guest, and his satisfaction
- The menu does not become obsolete, it is not necessary to print a completly new Menu for new dishes
- Guest interviews and inquiries about wishes
- Comments on meals
- Possibility to search wine by year, by brand, by region, by variety, by manufacturer ...
- Invitations for the upcoming events the number of guests increases
- Table reservations for the upcoming events the number of guests increases
- Form Generator reservations for events, feedbacks etc...
- UPSELLING additional earnings by selling more expensive meals instead of cheaper and selling products that have a lot in stock
- CROSS SELLING -additional earnings, a restaurant with some dish offers additional side dish

ADDITIONAL RESTAURANT EARNING

- The initial advertisements, before the menu opens, ie the menu starts with them
- Advertisements in the Screen Saver mode turn the recommendations of wines, drinks ...
- **Recommended drinks with a particular dish -** along with this dish it goes"x"wine, Coca Cola and the like...
- Place certain drinks at the top of this category and charge this service

BRANK eMENU - BASIC VARIANTS

When we talk about the basic variations that exist, we think the types of devices on which the menus are implemented and the types of menus by the modes they are used.

MENU MODES - there are more Menu Modes as well as combinations of these Menu Modes:

- View Only Mode the guest can freely scroll through the entire menu without the ability to place orders themselves. When a guest wants to place an order, he will, with the help of the button "Call Waiter" on the screen, invite the waiter for order.
- View and Order Mode in this mode, the guest can scroll through the entire menu and place orders directly to bar or kitchen without waiting for the waiter. Staff will deliver order to the table. Guest can call the waiter to make an order if it wants, no matter what the order can be done independently.
- Waiter Mode In this mode, the waiter take orders from guests and use tablets or mobiles for placing orders directly to POS. This mode is perfect for restaurants who would like to keep traditional paper menus on their tables or have *View Only Mode*. This mode providing staff higher efficiency

DEVICES - as devices are used mobiles or tablets.

- **Mobiles**: the guest can use their *own mobile* or *restaurants mobile* that the restaurant puts on the table or waiter brings to the guest.
- **Tablets**: the guest gets the tablet from the restoraunt with ready menus. There are several versions Tablet Menu depending on the look of device:

1) **LEATHER (similar to classic menus)** - the waiter brings a tablets with menu to guests on the same way as a classic menu. The good side of this variant is a nice look and easy operation. The bad side (compared to some other variants) is that guests should wait for the waiter's arrival and waste time. These leather cases can be in various colors, with vertical and horizontal layout

In the pictures below, see some examples of **Brank eMenu**s in Leather Case:



Leather Brank eMenu - cover closed

Leather Brank eMenu - cover open



Leather Brank eMenu - cover open

Leather Brank eMenu - the guest uses the Menu

2) **BRANK PLEXI** - eMenu in a special holder of plexiglass in all colors, vertical and horizontal layout, with a graphic (logo, restaurant name, etc ...) as desired by the restaurant. See some examples of Brank Plexi eMenu below:





Brank Vertical II - transparent and black plexiglass

3) **BRANK MARBLE** - **luxury models** developed by our designers.Combination of stainless steel and kerrock in the colors of your choice.Instead of stainless steel can be used aluminum or <u>any other metal in the desired color. All models are w</u>ith a graphic (logo, restaurant name, etc ...) as desired by the restaurant.



HOME PAGE DESIGN

The Restaurant can choose the Home Page Design according to their own wishes. In addition to text, images, slideshows, videos and animations can be included in every Menu. All these elements are interactive.

Brank offers about 20 ready templates for the Home page (see some templates below). Restaurant can choose any template and ask for additional customization or can request the design according to its wishes.

All Restaurant requirements for the design of the Home Page are welcome























			stau	erit'As rant
	RED		WHITE	
S	PARKLING		MENU	
	Interac	tive slide	show	
THATMAN THATMAN WINE No 1	WINE No 2	WINE No 3	WINE No 4	WINE No 5
	Search Keywords	Q FOOD) FILTER	
ABOUT US			R	NSTRUCTIONS
		Brank		



CATEGORY PAGE LAYOUT

Tablet or Mobile Digital Menu can be vertical and / or horizontal. The number of columns in the menu can be one, two, three or more. The images below are examples of two vertical and two horizontal appearance of the screen, with two and three columns.



HORIZONTAL - Two columns



VERTICAL - Three columns



HORIZONTAL - Three columns

The restaurant chooses the number of columns how wants: the same number columns, eg. two **or** three columns for entire Menu or a combination of columns: DESSERTS can be eg two columns, CAKES can be eg three columns.

To change the vertical layout in horizontally is simple: the **tablet** needs to rotate for 90 degrees.

NOTE: When using Vertical Layout, we see more dishes on the screen, but the images in the Horizontal layout are much larger.

The Menu is divided into CATEGORIES of products. On the Category page, each product is presented with a picture, a name, a price and a button to order, as shown below:



This is the basic setting. It is also possible to add other elements, such as ingredients, calories, allergens, preparation time, portion size, etc., as the Restaurant wants.

PRODUCT PAGE LAYOUT

When the guest wants to see detailed information about the product (food, drinks), it needs to click on the image or name of the product. Detailed data for each product are:

- *A big product image at the top of the page*
- Name of the product
- Excerpt optional summaries of content that can be used for shortly define the product
- Product description
- Preparation time
- PAIR WITH WINES interactive list of wines that are the best with that dish
- *Gallery product images*
- Price
- Button for order
- Ingredients
- Portion size
- Nutritional data
- Alergens
- *Recommendation of similar products*
- Comment

Screen shots are below (data are on three screens):



Nume	
Email *	
Website	
POST COMMENT	3
PREVIOUS	NEXT
TEA	СНОКО ВОМВ
	order
Your cart is empty.	



If there are a variety options, additions and toppings for a specific product, this is organized very easily with the module "Add Toppings".

Third Screen

WINE PAGE LAYOUT

Wine lovers are the best restaurant guests. Wines are expensive, they spend a lot of money.

Before ordering, these guests want to know as much information about the wine. This is why special attention is paid to the presentation of each wine.

For Brank eMenu there are several templates for designing wine pages, here is one template (for additional templates please contact us).

Regardless of the type of templates, every wine is presented with characteristics required by world standards:

Grape variety	Vinification
Category	Aging
Vineyard area	Maturation in bottles
Vineyard	Alcohol by volume
• Age of vineyard	Total acidity
Altitude of vineyard	Residual sugar
Position of vineyard	Bottle size
Soil composition	Serving temperature
Harvested	Food and Wine

In addition to these data, there are all data as well as for other products: image, short summary, detailed description, price, order button, slide show, portion size, nutritional data, allergens etc ..



Wines presented in this way attracts new wine lovers to the restaurant, enthusiastic existing guests increase regularly spending.

FUNCTIONS AND ELEMENTS

Brank eMenu has a very large number of functions, elements and modules, more than any other platform anywhere in the world. All this impresses guests, eases and increases their ordering, speeds up work, increases the turnover and restaurant revenue.

1) **ORDERING** - this part will not be specifically described, it is very simple. The guest chooses a dish, press "ORDER" and the product is added to his Cart. Once the customer has finished ordering, he views his cart (Checkout), if everything is OK he may write additional request and send the order:

Checkout				
Product	Price	Quantity	Actions	
BEEF STEAK	\$25,00	2	Remove	
BLUEBERRY CAKE	\$5,00	2	Remove	
Nazad Additional information Order notes:				
Total: \$60,00 COMPLETE PURCHASE				

The order is automatically sent to the kitchen and / or the bar. The guest can track the status of all his orders:

TABLE 22				
#4096	<u>Hide</u>	20. May 2019. 21:16	Pending	\$60,00
BEEF STEAK - 2 x \$25,00				
BLUEBERRY CAKE - 2 x \$5,00				
REFRESHS	STATUS 🔶			Total: \$0,00

HEADER (TOP OF MENU SCREEN) - on the Header, at the top of the screen, there is a "hot button" that the guest calls for specific functions and services:



2) SURVEYS, FEEDBACKS, VOTINGS, RESERVATIONS - the FORM GENERATOR is installed in Brank eMenu. The restaurant has the ability to generate a form of any kind and set this form to the top of the screen. The Form Title appears in the red field. When the Restaurant wants to publish a Form, it's enough to do a "check" in the Admin section of Brank eMenu.

For this example, we have generated a Reservation Form in Brank eMenu Form Generator. When a guest clicks on TABLE BOOKING1 at the top of the screen, the form appears:

SH	SOUP
TABLE BOOKING	
	, June 25, 2019. a special event will take place in nt to attend this event, book places.
Name and Surname *	
Email: *	
Mobile: *	
Mobile: * Enter the number of perso	ons *
	ons *
	ons *

3) **FILTERS** - a **unique function** that other similar platforms do not have. Allows the guests to *choose the type of diet* (vegetarians, pescatarians, vegans, diabetics), to choose *food without an allergens* and to choose foods with *specific calories:*



Importance of this module, related to allergens, you can see in the appendix at the end of the document.

4) **WINE FILTERS** - we have already explained the importance of good wine presentation (in WINE PAGE LAYOUT). This module is also **unique Brank eMenu tool** that guests quickly and easily choose the optimal wine. Guests can choose the country of origin, quality, sugar content, color, price range and food with which they want to drink wine and as a result get the desired wine.



5) **CALL WAITER** - if guests want to call the waiter, they pressed on "WAITER". Waiter gets a message to the screen of the mobile (or smart watch), guests see the information that the waiter is get call.

← Back Filters	eg. Walnut cake	Q	✓ CALLED	Forward → ▼ Wine filters
n Cart				\$ Table: 22

The kitchen can also call the waiter. This is a very important function: when the meal is ready, the kitchen calls the waiter; the dish will not stand long time, the guest will not wait long time and will not get a cold dish.

6) **SEARCH** - if a guest wants to find a dish quickly, there is this function.

7) **CART** - this function is used when a guest wants to view the contents of his order. Guest will see "Checkout" (pls see "ORDERING").

8) **NUTRITIONAL CALCULATOR - one more unique module** from **Brank eMenu** that other similar platforms do not have. This **function is very important** nowadays when guests control what they eat.

When a guest chooses some dish for order, a "scoreboard" appears at the top of the screen showing the nutritional data for the selected dish:



If a guest adds new meals, new values are added. If this "scoreboard" disturbs the guest, the guest can remove this section by pressing "x". The calculator icon appears in the part where the name of the restaurant is written:



By pressing this icon, the guest gets the "scoreboard back.

Categories dishes in Brank eMenu can have different designs. The picture below is one basic design. Here, we see 17 that besides the Categories of Dishes (Main Dishes, Soups, Cakes ...) there are other elements of Menu.

JOE'S RESTAURANT QUICK ORDERS				
MAIN DISH	SOUP			
SALAD	CAKES			
DESSERT	BEVERAGES			
WINE	HOT DRINKS			
	GALLERY ~			

9) LOCAL CUISINE - guests often ask waiters about dishes of local cuisine, ie which are specific dishes from that area. Guests can find these dishes in this section of the menu. This impress guests .

10) **RECIPES** - If a guest wants to find out how some dish is prepared, in this section he can see the recipes. Some guests consider this restaurant service as kindness, which further increases the loyalty and satisfaction of guests.

11) CHEF RECOMMENDS - many guests ask the waiter: "What would you recommend today?"

That is why this is a very interesting function. It is not necessary for a guest to ask a waiter and waste time. Specialties of the restaurant, specialty of the day, the recommendation of the chief of the cuisine - these dishes are listed in this part of Menu. The guest receives the requested information on the best quality possible way.

Apart from these, there are other interesting functions, ie parts of Menu:

- 12) SPECIAL OFFER
- 13) MUST BE ORDERED
- 14) SEASONAL MENU
- 15) UPCOMING EVENTS
- 16) FOTO & VIDEO GALLERY
- 17) VIP GUESTS ORDERS special module for VIP guests
- 18) GAMES FOR KIDS

Very important Menu items, which are *additional restaurant earnings* are **Cross Selling**, **Upselling** and **Advertising**. UPSELLING and CROSS-SELLING a are both great ways to boost incremental revenue on ordering.

19) **CROSSELING** - is a sales strategy where the seller encourages the customer to spend more *by recommending related products* that complement what is being bought already.

The idea is to make the customer spend more by making him buy more things than he actually thought he would.

20) UPSELLING - is the practice of *giving guests the option to order an item that is slightly better and more expensive* than the one they are considering. In this way, the restaurant generates higher revenues and sales products which have more in stock.

The images below are three different examples for CROSS SELLING and one example for UPSELLING:



You can see these examples if you are scanning QR codes below with your tablet or mobile:





CAKES



DESSERT



RED WINE 3

GRILLED TROUT

These messages appear on the screen 3-4 seconds after the page is opened. Messages can appear on any page.

21) ADVERTISING & OFFERING - if guests do not use Brank eMenu for a specified time, a slide show with advertisements and restaurant offers will start on the screen. When guests leave the table, the screen shuts off, if someone approaches the screen, the slide show starts automatically.

this way: advertising charges its business partners, thanks to offerings animates The restaurant additionally earns guests for higher consumption.

You can see this example if you are scanning QR code below with your tablet or mobile:



These slide show will appear on the screen 9-10 seconds after the page is opened. It will appear on every page after a specified time.

22) ...etc, etc...

ADMIN MODE

ADMIN is part for the entry, editing and monitoring of all platform elements. Let's look at some functions:

- Restaurant name and submenu settings
- Seting the initial pop-up advertisements or campaigns
- Generating **QR** codes for tables
- Adding, editing, deleting, review and search products that appear in the menu
- Adding product categories
- Adding, editing, and deleting a *waiters*; Generating QR Codes for Logging Waiters
- Adjusting the *category navigation*
- Module for simply making surveys and forms of any required type (FormGenerator)
- Module for *adding recipes for dishes*
- Module for adding, editing, and deleting foods with a date expiration the validity of foods."N" days (set by the user) before the expiration of the term, information is sent on the specified email.
- Change passwords
- Traffic statistics for each waiter over any period of time: the number of orders he has serviced, how many different products, for each product the quantity, total price and total total for all orders, ie what turnover he was made 20

- The *average response rate of the waiter* when the guest calls
- *Product traffic statistics at any time interval*, either for a single product or for all products, ie total traffic. For each product there are tables how many pieces was sold and the total revenue from that product; for summary state: total number of products sold, number of pieces sold and turnover, summary state total turnover
- *Traffic statistics at tables* over any time period whether for one table or for all the tables; total number of orders for each table, total number of ordered products, total turnover.

WE PROVIDE FOR YOU (YOU CHOSE):

- Installation any of the modules and customize it as desired you choose the modules and layout you want
- **Delivery tablets or mobiles** of two different quality categories a well-known mid-range brand or top brand, the size of the screen according to customer's wishes, our recommendation: 10.1 "
- Tablet covers or holders with restaurant logo
- Theft protection
- High quality food photos and videos
- Initial Data Entry "Turnkey"
- Changes existing and adding new data
- Technical Support
- Graphic design and production layout
- User Analytics
-give us a request, we will respond positively



The rise of food allergies and how to keep your guests safe and happy

Sponsored content from our partner Fourth on Feb. 15, 2019



Roughly **15 million Americans** (including 5.9 million children) are managing **food allergies**—while sensitivities and intolerances to specific ingredients are on the rise.

These allergies can range from a mild sensitivity (which would ruin the memory of a nice meal out) to reactions with much more serious consequences. In fact, **each year**, **200,000 people** in the U.S. **require emergency medical attention** from contact with a food allergen.

Accurate allergen information is critical to guarantee your guests' safety, while making sure that information is easily accessible will help deliver a <u>positive customer experience</u>.

Ensure accuracy

What happens when you tweak a menu item, or swap one ingredient for another? **With manual processes** for tracking ingredients, the **potential for error abounds**. Servers who may be well-versed in one iteration of a dish may find themselves in a tight spot if a change has been made but nutritional or allergen data hasn't been updated.

<u>Technology can help</u>. With a recipe and menu engineering solution, *each ingredient is tagged with accurate nutrition and allergen information*. As dishes are created or adjusted, their *nutritional value and allergens are then updated automatically*, right down to the ingredient level. This will remove an administrative burden, and allow your chefs to focus their energy on creating innovative and delicious dishes.

Empower your staff

There is often a disconnect from a server's friendly, "and I just have to ask, any allergies or food sensitivities?" at the beginning of the meal to what actually ends up on a guest's plate.

It can also be tough on your **staff if they aren't equipped with the right information in real-time**. During a busy service, a seemingly innocuous question: "do you know if this has sesame in it?" can elicit a **quick—and not exactly reassuring—response**: "I don't think so" or, "it shouldn't." In some cases, servers will resort to sharing whole stacks of ingredient lists or binders of recipes, which puts the burden on your guest, may be difficult to interpret, and could include outdated information.

With a recipe and menu engineering tool that keeps all the information centralized, your servers can deliver the right answers right away. Accurate information is accessible (and always on hand) via smartphones and tablets. Without having to hunt, your staff will be able to give your guests accurate, up-to-date information—and peace of mind.

Equip guests with the information they need

Those with severe allergies *are often tasked with picking the location when dining out with friends or family*. Combing through menus online, searching for something that will be safe to eat can take the joy and anticipation right out of a meal.

<u>This is an opportunity for your restauran</u>t. Many recipe and menu engineering tools can upload your updated menus to your website and apps instantly. But the right tool can take this one step further: allowing a customizable view for guests. <u>With a filtered view, your potential customers can select specific</u> <u>ingredients to avoid, resulting in a custom menu that excludes any dishes that could cause a reaction for them</u>. For those who wish to make swaps or substitutions, they can also see in real-time how the nutritional and allergen values will shift.

Whether they are filtering your menu for vegan-friendly options, or excluding dishes that could cause an allergic reaction, your **potential customers will have all the information they need**, <u>**plus more confidence in**</u> <u>**your restaurant before they even set foot inside**.</u>

Conclusion

Some states are beginning the trend towards publishing menu allergen information and preventing cross-contamination in kitchens. As guest safety is at stake, legislation shouldn't have to be the first step for making a change. Your restaurant **can gain competitive advantage by publishing this information**, empowering your servers to deliver accurate information, <u>and giving your guests the confidence to return again and again.</u>

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