



iQuality

Positioning

iQuality is the only automated food safety monitoring solution offered by a major restaurant technology provider.

Competition

www.eControlSystems.com - IntelliCheck HACCP Inspection System

<http://www.haccpro.com> - HACCPPro (company is VST)

Differentiators

- Size, history, reputation and restaurant industry experience of the company behind the product
- Expertise in supporting a variety of hardware and software solutions in the restaurant - and a global service infrastructure
- Integration with a variety of other operations applications into a single technology strategy for the restaurant

Target Markets

Multi-unit restaurant chains with long-hold time menu items - could be QSR, TSR, cafeteria/institutional feeder. Prospects must have existing competency in food safety program definition/management.

Key Messages

- iQuality software uses a PDA and temperature probe to automate monitoring, managing and reporting on critical control points in food preparation.
- iQuality offers a proactive, enterprise-wide approach to managing the business-critical issue of food safety in restaurants.
- Because iQuality is provided by a large, experienced restaurant technology vendor, it is backed by an extensive support infrastructure and complemented by a wide range of other operations solutions.
- iQuality promotes safe food handling, protecting the restaurant's customers and its business.
- iQuality is representative of PAR's expanded focus on hardware/software solutions beyond the restaurant counter.

Feature	Benefit	Who cares?
HARDWARE- in-store		
Integrated temperature probe: direct data input from probe to PDA	Accurately tracks recorded data- no transcription error or room for fudging Creates audit trail for restaurant security Eliminates paper recording and subsequent data entry; makes information available sooner and at a lower labor cost	COO, CQO, CLO CLO COO, CQO
Unique iButton identifier	Ensures employees are completing checklists/visiting sites	COO, CQO
Rugged PDA	Drop-proof, spill-proof, temperature resistant- for harsh environment and longer lifespan	COO, CIO
Waterproof probe	Easy to clean Durable for restaurant environment	COO
Probe with accurate, fast response times	Quick and easy for employee use	COO
Probe requires no batteries	Will not lose data or time due to lost power	COO
Audible PDA alarms	Ensures checks are performed on time	COO
SOFTWARE- in-store		
Timestamp/operator name capture	Who/when/where for audit trail; ability to show health inspectors proof that operator is working consistently to ensure food safety	COO, CLO
Automation of process	Decreased cost, increased efficiency, decreased training requirements	COO
Paperless tracking	No inaccuracies, no fudging- readily available date and no cost of data entry	COO, CQO
Embedded checklist steps	Significantly reduced training cost and consistent performance	COO, CQO
Corrective action prompts	Ensures correct action taken, reduces need for training, reduces amount of discarded items, reduces liability	COO, CQO, CLO
SOFTWARE- enterprise		
Centrally managed setup and modifications (pushed to all sites)	Less costly than manually implementing changes in checklists, menus, policies, and critical limits across all restaurant sites Available across the enterprise at the moment of implementation (actually live in stores rather than sitting in a pile on the managers desk)	COO COO, CQO

	Easily managed by any designated employee with the appropriate checklist information- technical knowledge is not required for program definition and/or checklist construction	COO, CIO, CQO
Corporate --> store information distribution	Automated availability of corporate defined items to any or all sites reduces cost/labor of manual implementation	COO
Automatic consolidation of data	Readily available for reporting/analysis	COO, CQO
Ability to generate HACCP reports	Reduces cost of compliance with HACCP regulations	
HOSTING- enterprise		
PAR-hosted enterprise server	Reduces application support demands on IT staff and speeds application rollout because hosting is handled by PAR	CIO
	Reduces upfront costs because no investment in data center hardware	CIO, CFO
Near real-time data availability	Key personnel have visibility to compliance and details	COO, CQO, CLO
Information distribution feedback form	Indicated which stores did not receive corporate updates so that corrective action can be taken	COO
Redundant data centers w/auto fail-over for disaster recovery	Consistent data availability	CIO
Backup power generation on-site	Consistent data availability	CIO
Multiple access to >2 ISP providers and data networks	Ensures constant network access, updates, and data availability	CIO
Choice of uptime SLA to 99.9% uptime	Ensures personnel are seeing most current data all of the time	CIO
Up to 24x7x365 support based on SLA	Does not require in-house IT staff or internal technological knowledge	CIO
Intrusion protection with firewalls, anti-virus, etc	Protected data and consistently available information	CIO