

## Getting Started Guide

2025



## Welcome to ezCater!

Solutions to help you grow and manage your catering business from customer acquisition through professional, reliable delivery.



### **Table of Contents**



**Growth Solutions** 

ezl

ezManage web & iOS app

**Reliability & Best Practices** 



Managing Orders

**Account Management** 

**Payments & Reporting** 



**Resources & Support** 





## **Growth Solutions**

### Marketplace

Our online platform designed specifically for business catering that connects you with high-value corporate customers for meetings, events, and employee meals.

### ezOrdering

A branded ordering experience on your website for your customers to place catering orders using a white-label version of our software.

## ezCater Marketplace



Powerful marketing channel helping you tap into a large and growing market



Large incremental orders (Avg. \$420) from customers that order frequently



70% of orders delivered before 12 PM local time

		8 1
Asian BBQ Breat	dast Italian Mediterranean Mexican Pizza Sar	ndwiches More Cuisines •
Individual Packaging Dietary Options	Delivery Fee Budget More Filters C <sup>a</sup> Clear Filters	
Search	Freshi	*****5.0
9. Caterer, cuisine, etc.	Eat. Energize.   5mi   \$\$\$3	(58 reviews)
	\$100 Min \$20 Delivery Fee 100% On Time	_
SITE	Last order: 19 minutes ago	Select
ezCater is the #1 site for		
ordering food for	Famous Dave's BBQ	Ó *****5.0
198.314.243 people	Over 712 Awards!   27ml   \$\$\$5	(120 reviews)
served, including half of	SISO Min SSO Delivery Pee 100% On Time	_
the Fortune 500.	VARDS Last order: about 1 hour ago	Select
****		
TRUSTPILOT RATING	Tabella Di Amore	() *****5.0
TrustPilot.com is an	\$200 Min \$10 Delivery Fee 100% On Time	25 x ( GAIGMPI
independent review	A CONTRACT OF A	
real customers are	VARDS *Excellent food!* 11/5/20	Select

Scan or <u>click here</u> to learn more!



## ezOrdering

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9	7	1
-		

Seamless catering ordering for customers directly through your website for a reduced commission



Create promotions to offer customers discounts when ordering through your site



Access to customer information for marketing and promotional purposes



Fully supported by our 5-star award winning customer service team



Scan or <u>click here</u> to learn more!



## ezManage





## What is ezManage?

ezManage is homebase for all things ezCater. Manage your orders, user accounts and settings all in one place



Daily operations	opcon	ning orders						
₩ ezCater orders ✓	Action	needed						
Completed Rejected Canceled Delivery > Business insights ⊖ Operational metrics ☆ Reliability Rockstar ☆ Performance ☆ Reviews	# OVH-C • Needs C Thursday at 11:40 / State Uni ezDispate \$281.40	24V #0 confirmation . , June 5 at versity . ch AA econfirm	Modified day, June 13 10:00 AM iiver 9:45-10:00 AM me Enterprises 62 Auburn Rd cula, GA 30019 22:40 Review modifica	# 1 N Fri De En 18 Da \$3	TC3-9WY ww Iday, June 13 11:00 AM Ilver 10:45-11:00 AM terprise Company 62 Auburn Rd cutla, GA 30019 91:10	# Fr at Do St 18 Do \$3	UGZ-JTR lew iday.June 13 12:00 PM sliver 11:45 AM-12:00 PI ate University 362 Auburn Rd acula, GA 30019 391:80	м
Engage customers Marketing tools Promotions Manage account		See orders from All Scheduled	Search by orde	r number B	Sources Marketplace	ezC	Drdering Dir	rect Entry
E Financials	2VW-G4P	Thu, Dec. 12, 2019, 11:45 Deliver 11:30-11:45 AM	Reconfirm	Therapak No re	28915 Tri Buford, GA,	Rusty Rus	Marketpla Delive	ry \$
ô Settings >	V7J-YZZ	Fri, Dec. 13, 2019, 8:45 AM Deliver 8:30-8:45 AM	Needs C	Bowie Res No re	espon 897 Scotti Dacula, GA,	Rusty Rus	Marketpla Deliver	ry \$
Training resources	U0K-2GQ	Fri, Dec. 13, 2019, 11:45 Al Deliver 11:30-11:45 AM	• Needs C	Johns Cre No re	spon 5032 Ama Suwanee, G/	Rusty Rus	Marketpla Deliver	ry \$
erich.paquette@ezcater.com	9V1-YTZ	Fri, Dec. 20, 2019, 10 AM	Reconfirm	Big Canoe No re	espon 4446 Kert	Rusty Rus	Marketpla Delive	ry \$

### Login to ezManage

- <u>ezmanage.ezcater.com</u>
- <u>iOs app</u>

## Navigating ezManage



### ezCater Orders

- View, manage and accept new orders
- Review completed orders
- Keep tabs on cancellations and rejections
- Create order reports (completed/rejected tab)

### Delivery

- Check delivery status on current orders
- Assign/change drivers on orders
- Create new delivery drivers
- Set preference for previously used ezDispatch partners
- Create reports for driver performance and tip allocation

## Navigating ezManage



### **Business Insights**

- View your store's performance against our <u>Operational Metrics</u>
- Check your current eligibility for <u>Reliability</u> <u>Rockstar</u>
- See what ezCater customers are saying about their orders from you

### **Engage Customers**

- Opt-in to marketing programs to increase your business' visibility
- Create promotions for customers that order directly through your website using ezOrdering

## Navigating ezManage



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## Navigating the iOS app

The **To Do** section allows you to view all your actionable tasks and accept orders with the click of a button.

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the **Orders** tab allows you to view your entire catering operation. Use the drop down menu to sort through your orders.

The **Store** settings tab allows you to view and edit all your stores settings and parameters, update marketing programs, and view your reviews.

The **Account** tab allows you to view your account settings, update your notifications and view your payments.



Open your iphone **Control Panel** and click on **ezManage** to edit your notification and banner preferences. We recommend turning on **sounds**, and setting your banner style to **persistent** to ensure you never miss an order.



11:56 🗗	Acc	a punt	uI ≎ ■)
colin kleemar colin.kleemar	ı @ezcater.cor		
Account S     Account	ettings		>
🔎 Password			>
\$ Payments			>
Help Cent	er		>
C App Feed	oack		>
⑦ Tutorial			>
Privacy Po	blicy		>
🖹 Terms			>
🕞 Sign Out			
	iPhone Ve	rsion 5.0-1	
1	2	3	4
To Do	<b>Y1</b> Orders	Store	Account

	2:13 🕫		ul 🗢 🔲	
<		Notifications		
	Allow Notifica	ations		
	ALWAYS DELIVE	R IMMEDIATELY		
	Time Se	nsitive Notification	s 🌔	
1	Time Sensitive n immediately and	otifications are always o remain on the Lock Scr	delivered een for an hour.	
	ALERTS			
a di la companya di la	9:41 Lock Screen	Notification Center	Banners	
	<b>V</b>	<b>Ø</b>	<b>Ø</b>	
5	Banner Style		Persistent >	
	Sounds			
	Badges			
	LOCK SCREEN A	PPEARANCE		
	Show Previev	vs When Unlocke	ed (Default) >	
	Notification G	Frouping		

## Reliability & Best Practices

W



### Why Reliability?

### How ezCater defines reliability:

We define a **reliable order** as one that is delivered **on time**, **in full**, and **exactly as expected** by our customer.

### What it means to our customers:

Our customers plan their events with the expectation that the food will arrive and be ready to eat at the time they requested. When things go wrong it can cause frustration and even cost people jobs, clients, their reputation, and money.

Please review our <u>operational metrics</u> to understand how to be a high performing catering partner on the ezCater marketplace and attract repeat customers.





## Operational Metrics

### **Operational Metrics**

	Goal	Calculation
Rejection Rate*	<u>&lt;</u> 0.5%	Rejected Orders / total orders
Cancellation Rate*	0%	Cancelled orders / total orders
On-Time Delivery* (self-delivery)	<u>&gt;</u> 95%	% of orders delivered within the delivery window
Order Accuracy	<u>&gt;</u> 99%	% of orders <u>without</u> customer reported issues
Ready for ezDispatch*	<u>&gt;</u> 95%	% of orders ready at scheduled pickup time
Delivery Tracking	<u>&gt;</u> 99%	% of orders where a driver is assigned and status updates are recorded
On-Time Acceptance	100%	% of orders accepted within the first 15 minutes (during operating hours)
Star Rating	<u>&gt;</u> 4.8 stars	Average order rating from customer reviews

\* = Falling below operational standards could lead to your store being paused

## **Operational Metrics Tab**

### In ezManage



See where you're doing well and anywhere you need to improve to help you get more orders

**BONUS!** Access our <u>Partner Learning Lab</u> in this section

Boost your expertise and drive results—access the Partner Learning Lab now!

## **Operational Accountability**

Metrics that matter for satisfaction and success

ezCater's Operational Accountability program ensures our partners meet performance standards - delivering a consistently exceptional experience for our customers on every order.

We maintain operational accountability through specific standards for cancellations, rejections, on-time performance and food readiness. Locations that fall below these standards will be **paused** on our Marketplace **First Pause:** Completion of a training course associated with your pause is required to resume activity on the marketplace.

**Second Pause:** Schedule a meeting with the Catering Partner Ops Team for support before resuming activity.

### **Third Pause:** A third pause is cause for removal from the ezCater marketplace.

 Note: Partners on third pause due to on-time performance may transition to ezDispatch to remain active on the platform.

## **Metrics for Accountability**

### **Rejection & Cancellation Thresholds**

Store status	≤6 orders in 90 days	≥7 orders in 90 days
<b>At risk</b> : You will receive an email and a warning banner will appear in ezManage.	2 rejections Or 1 cancellation	5.01% - 29.99% rejection rate 3.01% - 9.99% cancellation rate
<b>Store paused:</b> Your store will be paused indefinitely until you complete the action associated with the number of times you have been paused.	3 rejections Or 2 cancellations	≥30% rejection rate ≥10% cancellation rate

- Rejections and Cancellations are the two biggest pain points our customers can face
- **Rejection** = an order turned away instead of being accepted
- **Cancellation** = an order first accepted and then cancelled prior to the delivery/pickup time
- Customer cancellations **do not** affect this metric

## **Metrics for Accountability**

Ready For	ezDispatch Th	resholds	
Store Status	≤6 orders in 90 days	≥7 orders in 90 days	
At risk: You will receive an email and a warning banner will appear in ezManage.	1 order prepared late (food not ready)	85-95% food ready	
Store paused: Your store will be paused indefinitely until you complete the action associated with the number of times you have been paused.	≥2 orders prepared late (food not ready)	≤84.99% food ready	

- Applies to you if you deliver yourself (and takeout orders)
- ezDispatch orders **do not** affect this metric
- Orders are considered on-time if delivered within the *delivery window*

- Applies to orders where ezDispatch handles delivery
  - Have food ready at specified pickup time
- Utilize <u>Food Ready for Pickup</u> tool to ensure accuracy

#### **On-Time Thresholds For Self Delivery**

Takeout orders will also be included in this metric

Store Status	≤6 orders in 90 days	≥7 orders in 90 days
<b>At risk</b> : You will receive an email and a warning banner will appear in ezManage.	1 order not on time	85-95% on-time
Store paused: Your store will be paused indefinitely until you complete the action associated with the number of times you have been paused.	≥2 orders not on time	≤84.99% on-time

## **Reliability Rockstar**

### The Reliability Rockstar program celebrates and highlights the most reliable and high-performing caterers



Congratulations, you are a Reliability Rockstar!

ezCater marketplace customers will see this badge next to your restaurant through the end of the month. How the Reliability Rockstar program works

#### Progress toward your next evaluation

To make sure we're highlighting our most reliable catering partners, we will review the last three months of your performance on a monthly basis.



**ALERT!** Read <u>here</u> about changes coming to the Reliability Rockstar program



### What you'll get:

- Increased visibility in search results
- *Reliability Rockstar* badge (as shown above)
- Appear in search filter for Reliability Rockstars

## Accepting Orders





## **Order notifications**

### Text & Email

### iOS Push Notifications



Orders will be sent to ezManage as soon as the customer places their catering order. Please accept the order within 15-minutes to receive a boost in the search rankings, and avoid our automated phone calls.

### Accept the Order (web-browser)



## Accept the Order (iOS app)







#### Click here to download



Check out <u>this article</u> for a walkthrough on accepting orders in the app

### **Order Details View**

**Take Action** 

- 1. Accept the Order
- 2. Print or download the Order
- Assign a Driver or Request ezDispatch
- 4. Send a message to the customer for questions or modifications



### **Order Re-confirmation**

ezCater orders are typically placed in advance, sometimes weeks or even months ahead of time. That's why we double check to make sure that everything is good to go for the next day.

### **Re-confirmation notes:**

- Re-confirmation tasks will appear 24 hours before delivery time.
- Click "Reconfirm" on the task card (shown right) or when viewing the order details page
- If orders are **not** reconfirmed, our automated phone calls will reach out starting 4 hours before delivery

#### **Action Needed**

### #0M3-Y1V

Needs Confirmation

**Tuesday, June 10** at 12:00 PM Deliver 11:45 AM-12:00 PM

**J&J Enterprises** 

1862 Auburn Rd Dacula, GA 30019

\$391.10

### Reconfirm

## Delivery Solutions





## **Available Solutions**

Your options for managing delivery on your ezCater orders



### **Delivery Management**

Manage deliveries with your own drivers by providing them tools to view order/delivery information and send updates to customers



### ezDispatch

Use our trusted delivery partners to handle delivery for you. Three options available to help you optimize your operations



### **Delivery Integration**

Integrate your existing delivery management system to ezCater with our Public Delivery API

### **Customers want delivery tracking**



Would like to have delivery tracking updates for all of their catering orders



Feel more confident when placing an order knowing they'll get delivery tracking updates



Feel less stress when delivery tracking updates are available  ORDERERS HIGHLY PRIORITIZE RELIABILITY & TRANSPARENCY FOR DELIVERY



Prioritize on-time arrival or arrival within 15 minutes before the event time





## Delivery Management

## **Delivery Management**

### Tools for your drivers

#### **Tools for you**

- Mobile app (iOS & Android) or web browser access to manage deliveries
- Track when order has left store and when delivery has been completed
- Order and delivery details including one-touch navigation and on-site contact information
- Ability to call customer from a masked phone number
- Option to provide photo of delivery setup (app only)

- Self-service training and onboarding portal to easily train your drivers
- Ability to manage your in-house drivers and assign them to deliver your ezCater orders
- Track driver performance with timestamps, driver feedback and photos.
- Create reports for tip allocation



## **Assign a Driver**

#### In delivery section of order details

Deliver to		Assign in-house driver	Request ezDispatch
Hospital		Setup required ①	
1862 Auburn Rd, Dacula,	GA, 30019 (< 1 mi)	Yes	
Upon Delivery Ask For	Phone		
Erich Paguette	571-243-7924		

Please assign a driver
 Put your customers at ease by providing them with delivery updates.
 Give your drivers access to order details, GPS navigation and the ability to call customers from a masked number.
 Assign in-house driver
 Request ezDispatch
 Print order with delivery QR code

### Deliveries Tab

#### **#V3T-ZX3** Rusty Russells B.B.Q. 1862 Auburn Rd

#### Location

**Car Dealership** 1862 Auburn Rd Dacula, GA 30019 *0.13 miles* 

# Time 2:30 PM EDT Total Tip \$\$312.50 \$\$62.50 Time Total Tip 2:30 PM EDT \$\$312.50 \$\$62.50 Assign in-house driver Request ezDispatch

Upon accepting the order

## **Assign a Driver**

Q Search drivers	Assign driver for Order #V31-ZX3	×
<ul> <li>Alejandra Church select an existing driver</li> <li>Brendan Martin Kia Soul</li> <li>Charlie Outlaw</li> </ul>	Enter your driver's information below. The driver will receive a link update the delivery status, allowing customers to receive update throughout the delivery.	c to s
cyber truck, Driver Login Pending Colin kleeman honda	First Name Last Name	
Marshall Thompson Subaru Outback (Silver)		
neal singleton gt40, Driver Login Pending	Driver Phone Number Make/Model/Color	
Pat White		3
Ryan Nicholas Bentley, Driver Login Pending	Store	
Sean Kleeman		1
Shannon Haun Subaru/Crosstrek	Rusty Russells B.B.Q. 1862 Auburn Rd	~
Tyler Hathaway Volvo 240, Driver Login Pending		
+ Add new driver Create new driver	Save and Assign Driver Cancel	

## Assign a Driver - Printout

Cate Ord Hos Del Del Del Del Del Del Del Del Del Coelive Del Del Del Coelive Del Del Del Del Del Del Del Del Del De	Arr #X5P-G4I spital spital siday, May 2 iver at 11:00 wer vindew 1045-11:00 iver y totas 11:00 iver y totas 11:00 ital Auburn Rd Auburn	U O AM EDT AM Erich Paquette PHONE # 571:243-7924	ASK FOR SETUP REQUIRED Yes	EZOATER SI 1-855-885 MAIL Support@ MC24-181 MC24	upporr 376 s2 Auburn Rd 3 2009 π T you start the delivery Send the customer real- updates about this deliver Send the customer real- updates about this deliver the customer and the set of the set o
QTY	ITEM		NOTES		PRICE
	Tableware <ul> <li>Please include</li> <li>Plates, Utensi</li> </ul>	e: Cups, Napkins, İs			\$0.00
ITE	MS				
QTY	ITEM		NOTES		PRICE
25	Country Cooking Description: It of 2 meats, 2: dessert, salac unsweetened cups, ice, plat Meat: Country Meat 2: Meat 2: Sides: Green Mac & Cheess Bread: Cornm Dessert: Hom Add: 25 × Poto	Buffet @ \$12.50 ncludes your choices sides, bread & J, sweet tea, and tea. Served with tes, and utensils. y Fried Chicken oaf Bean Casserole, e eal Muffins emade Brownies ato Salad @ \$1.50			\$350.00
3	Gallon Sweet Tea	a @ \$6.00			\$18.00
					Sub Total \$368.00 Order #X5P-G4U   Page

Driver scans QR code to self-assign

ez cater	:
Please add	your name
We only ever use you communicate with yo just makes the proces everyone and you onl	r name in case we need to u, or the customer. This is a little easier for y need to do it once.
First Name	
Last Name	
Doe	
Assign my	rself to the order
We may send you information such as delivery information.	aal and transactional text message Terms apply.
Questions? <u>-</u>	+ <u>1 (800) 488-2085</u>
Privacy Policy Calif	ornia Notice of Collection

Confidential material © 2024 Cater 36
# **Assign a Driver**



#### Thursday 1:42 PM

You've been assigned to deliver Rusty Russells B.B.Q. order 4KZ794 on 04/20/24 at 12:00 PM. https:// dm.staging-ezcater.com/s/ 75c3iwydws

ez cater 📃	
Order #4WQ-7RH	
ріскир <b>Rusty Russells B.B.Q.</b> 1862 Auburn Rd Ste 117, Dacula, GA 30019	
DROP-OFF 1 min / 0.13 miles Thursday May 9, 1:45 PM 1862 Auburn Rd, Dacula, GA 30019	
ORDER DETAILS	
x20 Country Cooking Buffet	
Hide Items	
I'm on my way	
Questions? <u>+1 (800) 488-2085</u> <u>Privacy Policy</u> <u>California Notice of Collection</u> 	

#### Driver follows the link to manage the order

### **Driver Workflow**



Driver can view the delivery address and order details and select "I'm on my way" when they begin delivery

ez cater	≡
Order #4	WQ-7RH
DROP-OFF Thursday May 9, 1:45 PM 7 1862 Auburn Rd, Dacul	1 min / 0.13 miles a. <u>GA 30019</u>
ORDER DETAILS	
x20 Country Cooking Bu	iffet
Hide	Items
Any questions or issues?	
Call Customer	Call ezCater
Delivery	y is done
Questions? <u>+1 (</u> Privacy Policy Californ	800) 488-2085 nia Notice of Collection

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Then driver will have access to one-touch navigation, the ability to call customer from a masked phone number and contact us for assistance



# ezManage - Delivery App



Download the app on apple app store or google play store



	Scheduled	He
	Scheduled	ne
Getting Star	rted?	
Press here to watch	the quick guide video	×
oday ( luna 11, 20	121)	
OPDER #	DELIVER BY	EST TRANSIT
GP4-ECX	1:45рм	9min
Lucy's Catering		>
417 wasnington Si	t, Boston, MA 02110	
888 Main St, Bost	on, MA 02110	
une 12, 2021		
ORDER #	DELIVER BY	EST. TRANSIT
U5A-VW7	1:45рм	9min
Lucy's Catering	t Boston MA 02110	;
in moningion of		
<ul> <li>Johnson Stark</li> </ul>		

Real-time delivery updates are sent to the customer - once driver starts the delivery and when they complete the delivery

< Back	Order De	etails	Help
Order #8、	JH-WGH 05/05/24	021	
DELIVER BY	est. transit <b>10</b> min	DISTANCE 2.7miles	
PICK UP LOCATION	tering		~
Johnson	on Stark		
888 Million	ain St, Boston, N	IA 02110	
contact.			
Customer:			
Customer: Call Co	N/A ustomer		
Customer: Call Co Instructions N/A	N/A ustomer		
Customer: Call Call Call Call Call Call Call Call	N/A ustomer		×
Customer: Call Co Instructions N/A ORDER DETAILS 10 Items	N/A ustomer		~
Customer: Call Call Call Call Call Call Call Call	NA ustomer		~
Customer: Call Call Instructions N/A ORDER DETAILS 10 Items	N/A ustomer	livery	~

Driver has access to order details, one touch navigation, delivery contact name and phone number and delivery instructions



Drivers can provide setup photos once the order has been delivered successfully

# **Delivery Driver Notifications**

Thursday 1:42 PM

You've been assigned to deliver Rusty Russells B.B.Q. order 4KZ794 on 04/20/24 at 12:00 PM. <u>https://</u> <u>dm.staging-ezcater.com/s/</u> <u>75c3iwydws</u>

• Driver is assigned to an order

Saturday 8:00 AM

Good morning! Please follow the link to view your scheduled deliveries for today. <u>https://dm.staging-ezcater.com/</u> <u>s/l3pacjph8z</u>

Saturday 12:05 PM

Confirm ezCater order 4KZ794 is on the way to 40 Water St. Use the app <u>https://dm.staging-ezcater.com/s/</u> <u>o739najhma</u>

Have you completed the ezCater order 4KZ794 at 40 Water St? Confirm in the app <u>https://dm.staging-</u> ezcater.com/s/93mg2u7obo • 8:00 AM day-of scheduled deliveries

- Reminder to start delivery 10 min prior to customer event time
- Reminder to update delivery 5 min after customer event time

# **Tracking Deliveries**

	Deliveries Tab in ezManage		Delivery Photo & Feedback	×
Order No. #TYJ-342 Store Test Store Location CB JENI Homes Suite 300W 5501 Headquarters Dr Plano, TX 75024 Customer Contact Jennifer Sample (555) 555-5555	Customer requested delivery time 11:00 AM CST Delivery window 10:45 AM CST - 11:00 AM CST Setup required Yes Driver Erich Paquette (555) 555-5555 Total Tip \$1043.55 \$0.00	Status         Delivery completed         Image: Status         I	How did this de Where was the Notes about the Dismiss	elivery go? i food delivered? iis delivery.

Hide completed delivery information

# **Manage Drivers**

### **Drivers** Tab

Add new drivers 1. to your fleet

#### Edit existing 2. drivers

First name	•	
Erich		
Last name		
Paquette		
Driver phone number To change the driver phone number, please delete th	he existing driver profile and add a new driver with the updated information.	
Vehicle make/model		
2011 Honda Pilot Grey		
Store If the driver is removed from a store, they will be un change.	assigned from any future deliveries and will not receive notifications about them or ab	iout th
Rusty Russells B.B.Q. 1862 Auburn Rd 🗴	×	
Notes		

Save Driver Cancel

ezcater	Drivers						
Daily operations							
Ъ ezCater orders →							
Ga Delivery ∨	Drivers					Ac	ld new driver
Deliveries	13 drivers						
Drivers	Name	Vehicle Type	Store	SMS Notifications	Notes		
ezDispatch	Alejandra Church	Nissan Rogue	All stores	Yes		Edi	Delete
Reporting	(303) //8-1231						
Business insights	Brendan Martin (508) 942-2170	Kia Soul	All stores	Yes		Edi	Delete
Operational metrics	Charlie Outlaw	ovbor truck	All stores	Ponding (1)		Edi	Delete
☆* Reliability Rockstar	(774) 242-7377	cyber truck	All stores	Fending ()			Delete
☆ Performance	colin kleeman (978) 201-1633	honda	All stores	Yes	<u></u>	Edi	Delete
ල් Reviews	Erich Paquette	2011 Honda Pilot Grev	All stores	Yes		Edi	Delete
Engage customers	(203) 499-7187	zorrhöndarhötörcy	Anatorea	103		Lui	Delete
Marketing tools	Marshall Thompson (712) 326-9767	Subaru Outback (Silver)	All stores	Yes		Edi	Delete
Promotions	neal singleton		A 11 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1			<b>5</b> .0	Delete
Manage account	(502) 905-8956	gt40	All stores	Pending U		Edi	Delete
🚍 Financials	Ryan Nicholas	Bentley	All stores	Pending ①		Edi	Delete
E Menus	(300) 234 0023						
段 Settings >	Sean Kleeman (978) 201-1555		All stores	Yes		Edi	Delete
Support resources	Shannon Haun	Subaru/Crosstrek	All stores	Yes		Edi	Delete
☐ Training resources	(818) 923-3472						
Erich Paquette	Test Driver (617) 515-1351		All stores	Yes		Edi	t Delete
	Tom Smith						

### **Reporting Tab**

**Driver Reporting** 

- 1. Choose report parameters
- 2. View report
- 3. Export data to spreadsheet

ezcater	Reporting						
⊳∄ Delivery ✓ – Deliveries	Time: Last week	✓ All stores	· ·				
Drivers ezDispatch	Reporting	1					
Reporting Business insights 급 Operational metrics ☆ Reliability Rockstar	100% 18 In Th	t of 18 eliveries Assigned to a Dri the last 1 week, every delivery iis makes you a top-performing	<b>ver</b> order was assigned a driver. partner with deliveries.			Assign a driver in secon When delivering orce driver from the Orde following instruction print-out.	nds. Iers, easily assign a ers page or 1s on the order
☆ Performance 1 <sup>4</sup> Reviews	Deliveries 18 deliveries	2				3	↓ Export Data
Engage customers Marketing tools	Date 🗘	Order #	Driver 🗘	Event Time	Delivery Completed	Distance	Tip
Promotions	6/17/2025	#5UW-6X2	ezDispatch	12:00 PM EDT		0.18 miles	\$73.60
Manage account	6/17/2025	#5Y0-4X8	ezDispatch	11:00 AM EDT		0.18 miles	\$73.60
E Financials	6/17/2025	#XK7-K6U	Erich Paquette	10:00 AM EDT	10:03 AM EDT	0.18 miles	\$79.60
E Menus	6/16/2025	#PPK-9FX	Erich Paquette	12:00 PM EDT		0.18 miles	\$73.60
ô Settings >	6/16/2025	#65T-72E	ezDispatch	11:00 AM EDT		0.18 miles	\$73.60
Support resources	6/16/2025	#2ZP-009	Erich Paquette	10:00 AM EDT	10:00 AM EDT	0.18 miles	\$79.60
☐ Training resources	6/13/2025	#UGZ-JTR	Erich Paquette	12:00 PM EDT		0.18 miles	\$73.60
രഉ 24// support	6/13/2025	#TC3-9WY	ezDispatch	11:00 AM EDT		0.18 miles	\$73.60

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# ezDispatch



# ezDispatch Delivery

### What is ezDispatch?

- Nationwide network of reliable delivery partners able to handle delivery for you
- Deliver orders up to 20 miles away (most metros)
- Automatically provides delivery tracking to customers
- Our partners include:
  - Elmas Enterprises, Dlivrd, Deliver That, Zifty, Falcon Express, and more

### How does it work?

- Delivery partner is assigned to an order
- We tell you who the partner is and what time they'll be on-site for pickup
- Hand over the order to the driver in full and on-time
- We handle delivery and all customer communications
- Gratuities are passed directly to delivery partner
- Check out our <u>ezDispatch Best Practices!</u>

### ezDispatch: Delivery you can trust



### Reliable, on-time deliveries

⇔

Through feedback, we've tightened up our model to prevent early deliveries, excessive buffer times, and late deliveries.

### 🔁 Routing choice & accountability

Weekly adjustments to partner volume are made based on metro-specific performance to ensure orders are picked up and delivered with the highest reliability.

### Delivery partners you can trust

- ezDispatch works with the best partners to provide exceptional customer service from pickup to drop off.
- Our delivery partners provide time-stamped delivery updates for both you and the customers.

### Support & communication

All driver-related fulfillment issues are communicated back to our delivery partners and trends are tracked to continuously improve their ezDispatch performance.

### We've got you covered



Once the delivery is handed off to the driver, ezCater manages the entire delivery process, including issue resolution.

# ezDispatch Options

Leveraging our third-party partners for delivery



<b>On-Demand</b>	3
------------------	---

Request a driver when you can't deliver yourself on any orders under 20 miles away. Available up to 90 minutes before delivery



### Automatic

Have a driver automatically assigned to every ezCater order so you can focus on what you do best making amazing food O

### Configurable

Have a driver assigned automatically for any orders under a certain lead time to remove the stress of last minute orders

# ezDispatch On-Demand

### How it works:

- Request a driver up to 90 minutes before the delivery time for any orders up to 20 miles away
  - Delivery partner will be assigned and order will be updated with pickup time
  - Prepare and package the order by the specified pickup time
    - Mark the order "Ready for Pickup"
    - Confirm the 6-digit order number with the driver and hand it off for delivery

### **Pricing & Payment**

- Customer pays you your established delivery fee
- We charge you the ezDispatch fee
  - Order subtotal up to \$300: **\$30** flat fee
  - Order subtotal > \$300: **10%** of subtotal
- You are responsible for any difference between customer's delivery fee and ezDispatch fee
- Customer tips pass-through to delivery partner
- No signup or monthly fee to request

# Automatic ezDispatch

### How it works:

- Customer places an order and we automatically match a delivery partner
- When you receive the order you'll see which partner is assigned and the scheduled pickup time
- Prepare and package the order by the specified pickup time
- Mark the order "Ready for Pickup"
- Confirm the 6-digit order number with the driver and hand it off for delivery



# **Automatic ezDispatch Pricing**

### **Definitions:**

**Delivery Fee** Fee paid by the customer, to the restaurant

### ezDispatch Fee

10% of the food subtotal, with a minimum of \$30.

### **Delivery Commission**

Delivery fees are subject to commission based on the order source (ie. Marketplace is 15%).

### **Effective Cost**

ezDispatch fee always = customer delivery fee. Therefore effective cost = **commission rate** x **delivery fee**.

### **Example Marketplace order**

When using ezDispatch for all your orders, we match the customer-facing delivery fee to the cost of ezDispatch

Food Subtotal	\$200.00
<b>Delivery Fee</b> (Paid by your customer)	+\$30.00
<b>ezDispatch Fee</b> (Paid by you to ezCater)	-\$30.00
<b>Delivery Commission</b> (15% for Marketplace)	-\$4.50
Effective cost paid for ezDispatch	-\$4.50

The ezDispatch cost is always 10% of food subtotal (minimum \$30) \*\* All customer tips are passed directly to the delivery partner \*\*

# Configurable ezDispatch



You can now configure automatic ezDispatch for any orders under a specific lead time.



Example configuration: Any orders placed less than 8 hours in advance will use ezDispatch for delivery.



Reach out to Partner Success to set up your configurable setting: <u>partnersuccess@ezcater.com</u>



# Food Ready for Pickup Tool

### What is it?

Mark ezDispatch orders "ready for pickup" and advise how many packaged items the driver can expect

### Why Use it?

- Increase transparency & reduce disputes
- Faster hand-offs, fewer delays
- Better financial & operational control



# **Tracking ezDispatch Deliveries**

### View real-time GPS tracking of

### your driver on ezDispatch orders:

- On order details page or in *Deliveries* tab.
- Starting **15 minutes before** pickup time, through fulfillment to the

customer

### Click the link to access live tracking

View







# Delivery Integration

# **Delivery Public API**

### What is it?

- Use our Public API to connect your Delivery Management System (DMS) with ezCater
- Bi-directional syncing: receive order data and share delivery tracking/status updates with ezCater
- Give ezCater customers real-time updates regarding their delivery orders
- Keep ezCater support in the loop so they can best assist you and customers



# How to Integrate



Create a technical user



Generate your API token



Connect to Public API



**Configure event subscriptions** 



Sync delivery events and tracking





Read *this article* for a full walkthrough

# Account Management







# **Financials**

# Selling Fees & Payment

### **Example Order**



### Commission:

- 15% Marketplace | 7% ezOrdering **Payment Transaction Fee**:
  - 2.99%



Payments sent weekly on Tuesdays via ACH direct deposit

Billing cycle: Monday-Sunday

# **Viewing Payments**

### **Financials Tab**

- View previously processed payments
- Each location receives a separate payment
- Click into each payment for a full breakdown and a list of orders from the billing cycle

### Open payment details



### **Payment Breakdown**

Food Total	\$5,567.00
Delivery Fees	+ \$300.00
Commission ①	- \$853.68
ezOrdering Orders	- \$23.10
Direct Entry Orders	\$0.00
Relish Orders	\$0.00
arketplace Orders	- \$830.58
Sales Tax (1)	+ \$304.62
Tips	+ \$326.18
Payment Transaction Fee ()	- \$169.73
Adjustments ()	\$0.00
ezDispatch Charges & Misc. Fees 🕕	\$0.00
Marketing Spend	- \$456.63
Preferred Partner Program	- \$193.75
ezRewards Program	- \$262.88
Promotions ①	\$0.00
Total for all orders ()	+ \$5,017.76
Paid to you separately by ezCater 🕠	- \$5,017.76
Paid by ezCater	\$5,017.76

# **Creating Order Reports**

	See orders from Last 90 Days	Search	by order number	Sources	ce ezOrder	ring 🔽 Direct	Entry	Generate Report
Create Order Reports via Completed/Rejected tabs	Order # Dat 4X5-WPR Tue (10	e, <b>Jun. 10, 11 AM</b> 2:40 AM pickup)	Customer State University	Setup required Yes	Store Rusty Russells B	Source Marketplace	Issues Rating No review	Order Value \$281.40
Seato Baymont Order	Paid by ez	Cater nis Payment			\$5,017.76			
Report when viewing a payment in Financials tab	Order # 3C8-Y1A	Date •	Location Athens Area Urology	Address 815 Ryan Islands	; 06	Order Sou Marketpi	rce Paid b	y ezCater do \$385.73 sam
	5TV-49Q	11/19/19	roper pump company	Athens, GA, 306 20911 Reichert St Commerce, GA,	treet 30599	Marketp	lace	\$159.11

Click <u>here</u> to download a sample report

Watch this video to see how to view payments in your ezManage!





# Account Updates

# Menu Updates

### **Menus Tab**

- Submit menu updates and pricing changes using the available form
- View your live menu
- Submit photo updates for your menu items

### Menu Support

- Email our menus team: <u>menus@ezcater.com</u>
- Check out our <u>Menu Onboarding</u>
   <u>Guide</u>



Please be sure to include your store information, request details (including serving sizes & prices), and a link or PDF of your menu

# **Settings Updates**

### **Store Settings**

Lead Time	Edit
The minimum advance notice you require for new orders.	<b>↑</b>
Accepts same day orders?	
No	Click to edit your
Advance notice for orders	setting
24 hours	
A 35% of orders have lead times of 24 hours or less	
We recommend avoiding requiring multiple days' notice to orders you get.	maximize how many

### Request updates via account update form

### **Request store updates**

### Account

- Reset password
- Update contact info
- Set notification preference

### **Users & Permissions**

- Create/deactivate users
- Set permissions/privileges
- Set notification preference

### **Additional Support**

• Email our Partner Success team:

partnersuccess@ezcater.com

# Settings Updates (iOS)

Click **Store** tab to open Settings



Select an icon to edit **menu**, view **reviews**, update **Preferred Partner/ezRewards**, and more

Scroll down on Settings menu to update **store hours**, temporary/holiday **closures** and **lead time** 

11:55 🕫		.ıl 🗢 🔲				
Stores	Store Settings					
Andrea's House of Cupcakes boston <sup>17 Brighton Ave</sup> ***** <sup>5.0</sup>						
2						
**	(B)	畿				
Menu	Preferred Partner	ezRewards				
	A	t\$ <sup>+</sup>				
Reviews	Drivers	Rockstar				
Store Profile						
Store Detai	ls	Edit				
Store Nickname Andrea's House of Cupcakes boston						
Store Number		1				
Pickup Instructions						
Please park in the loading dock and ring the doorbell						
	1					
To Do		Account				
1000	500	Account				

	1:06 🕫	.   奈 ■	
	Stores Store Settings		
	Temporary Closures 3 Select a period of time in which your store won't rec orders from ezCater.	Add eive new	
	Start Dec 25 5:00 AM End Dec 25 6:00 AM	1h >	
	Start Dec 25 5:30 PM End Dec 26 8:30 PM	1d 3h 🗦	
	Holiday Closures Recurring holidays when your business is closed.	Edit	
	New Year's Day (Jan 1st)		
	Martin Luther King Jr Day (Third Mond of Jan)	lay	
	Cinco De Mayo (May 5th)		
Mother's Day (Second Sunday of May)			
Memorial Day (Last Monday of May)			
Independence Day (July 4th) Labor Day (First Monday of Sept)			

1:06 🕫	···· ? ■			
Stores	Store Settings			
Standard Hours Hours where customers will be able to place new delivery and takeout orders.				
Delivery Hour	s			
Monday	Closed >			
Tuesday	Closed >			
Wednesday	Closed >			
Thursday	Closed >			
Friday	Closed >			
Saturday	Closed >			
Sunday	5:00 AM to 5:30 AM $>$			
Takeout Hours	5			
Monday	Closed >			
Tuesday	Closed >			
Wednesday	Closed >			
Thursday	Closed >			
Friday	Closed >			
Saturday	Closed >			
To Do Ord	1 Contraction Cont			

### **Recommended Settings**



### **Users & Notifications:**

- Provide ezManage access to anyone responsible for managing orders.
- Ensure that notifications are turned on for text/email for each user

### Lead Time:

- 12-24 hours
- Choose day before cutoff time instead of # of hours from delivery to avoid late night orders for next day.

### Store Hours:

 Opening delivery time no later than 11 AM

### Capacity Limit:

- Set a limit for how many orders you can handle in a day
- Recommended: 3 orders per day

### Temporary/Holiday Closures:

- Set a closure when you're not available to avoid rejections/cancellations
- Set yourself open/closed for annual holidays



### **Delivery Fee:**

- ezCater average delivery fee is 10% of subtotal
- Match ezDispatch fee to cover your costs when requesting help with delivery

### Order Minimum:

• \$50-\$75 (no minimum for takeout)



### **Delivery Radius:**

- Recommended: 10-15 miles
- Specific to store and metro



# Marketing Tools



### **Preferred Partner Program**

- Must have > 4.0 star rating to qualify
- Bid 2-20% of order subtotal to boost your ranking in the marketplace
- Higher ranking = more visibility = more orders
- Use the estimator tool to see where your location lands in the search for specific delivery addresses
- Goal should be visibility on first page of search results (first 36 results)

#### Increase search ranking to be found (and chosen) by more customers Set your Preferred Partner level PPP gets you the most views possible when people search for None $\sim$ caterers With a 4-star rating or higher, you can bid up to 20% of your food total. You only pay for orders you receive. Estimate the impact of different bids Add delivery address To test the possible impact of PPP spending, enter local delivery addresses in the estimator. Results below are estimates. Actual results may vary based on the customer and exact search inputs. Address Current Ranking Estimated Change 1 243 Rowe Corners, Dacula, GA 30019 236 0 Dacula, GA 30019 259 0 Ť. 161 Pipeline Rd, Dacula, GA 30019 276 0 盲 1862 Auburn Rd, Dacula, GA 30019 236 0 238 1 3103 Hog Mountain Rd, Dacula, GA 30019 0

### **Estimator Tool**

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# ezRewards

Loyalty points that customers earn when placing orders and submitting reviews. These points can be redeemed for \$ towards future orders or can be cashed out for Amazon<sup>®</sup> gift cards.

- All catering partners are eligible to enroll in the program
- Additional spend per order of 2-5% (based on subtotal) will provide a 2-5x multiplier on ezRewards for the customer, making it a great incentive to order from you!
- Get a banner on your search results showing the bonus ezRewards you're offering
- Show up when customers use the ezRewards filter in the Marketplace



Schlotzsky's

0.4mi • \$\$\$\$ • Minimum \$75 ★4.9 (132 reviews) Last order: about 19 hours ago



### How Customers Redeem



Amazon Gift Cards



# Support & Resources





### **Self-Service Order Requests**

Connect with customers to ask questions or request modifications

1	2	5
Request a change		Create Message What kind of request?
Request a change	What kind of request?	Added charge for customer request ~
	Select an option	Add an existing item from my menu  Add an off-menu item
20-25	New delivery time	Hat do you want to add?
You can specify the change or ask for more	Added charge for customer request	How much does it cost?
information. The customer gets a message they can respond to directly.	Substitution for unavailable item	10.00 How many items?
Create Request	More information	1
		Reason for addition? e.g. customer asked for extra bread
·		Message for the customer

### How to submit:

- 1. Create a Request by clicking the button on the Order Details page
- 2. Select a topic from the drop down menu to message the customer
- 3. Fill out the form and preview your message before sending

Hello. There's an added item for your request. Please let us know if this is okay. Thank

you.

# 24/7 Support

Our Customer Service team is available every minute of the day via phone, chat and email




## **Additional Resources**

## Resources

Signup for a free Training Webinar Download our Catering Insights Report Catering Partner Help Center Training Video Library Partner Learning Lab (ezManage access required) Sign in to ezManage Download ezManage iOS app

## Contact

Order Support: (800) 488-1803 or <u>support@ezcater.com</u> Account/Payments: <u>partnersuccess@ezcater.com</u> Menus: <u>menus@ezcater.com</u> Photos: <u>photos@ezcater.com</u> ezDispatch: <u>delivery@ezcater.com</u> API support: <u>api\_support@ezcater.com</u>

## Thank you!

J. CURTIS

S. BARNES

If you have any questions please reach out to partnersuccess@ezcater.com