

LAVU 

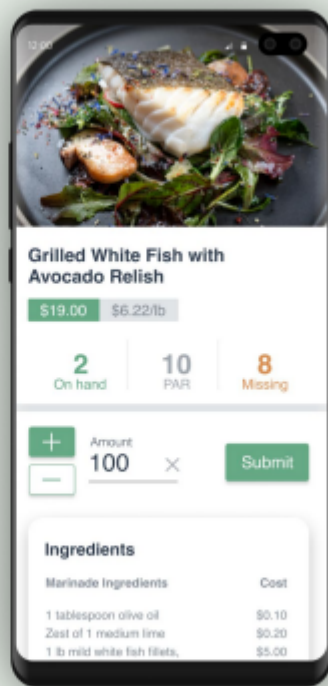


MarketMan

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# Agenda

- 1 Introduction
- 2 How It Works
- 3 Onboarding & CS
- 4 Pricing
- 5 Partnership Promotions



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## Introducing MarketMan

MarketMan helps restaurants keep costs under control and efficiently manage inventory by automating back-of-house operations.

- ✔ Save 10+ hours per week
- ✔ Up to 70% reduction in time spent on manual tasks
- ✔ Average of 5% savings in food costs

**TRUSTED BY 15,000+ RESTAURANTS IN OVER 50 COUNTRIES**

**LEFT COAST**  
food + juice



**SOUTHERN  
TECH**  
Where Education Empowers.



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# MarketMan Customers

With MarketMan's customer base ranging from single unit independents to 100+ unit franchises, you get an enterprise level product at a small business friendly price.

Multi-location transfers, enterprise dashboards, and commissary kitchen features make MarketMan an excellent choice for larger organizations.



**Quick-Service**



**Table Service**



**Counter Service**



**Takeout**



**Multi-Location  
Commissary**



**Café**



**Bakery**



**Bar**



**Brewery**



**Food Truck**



**Hotel**

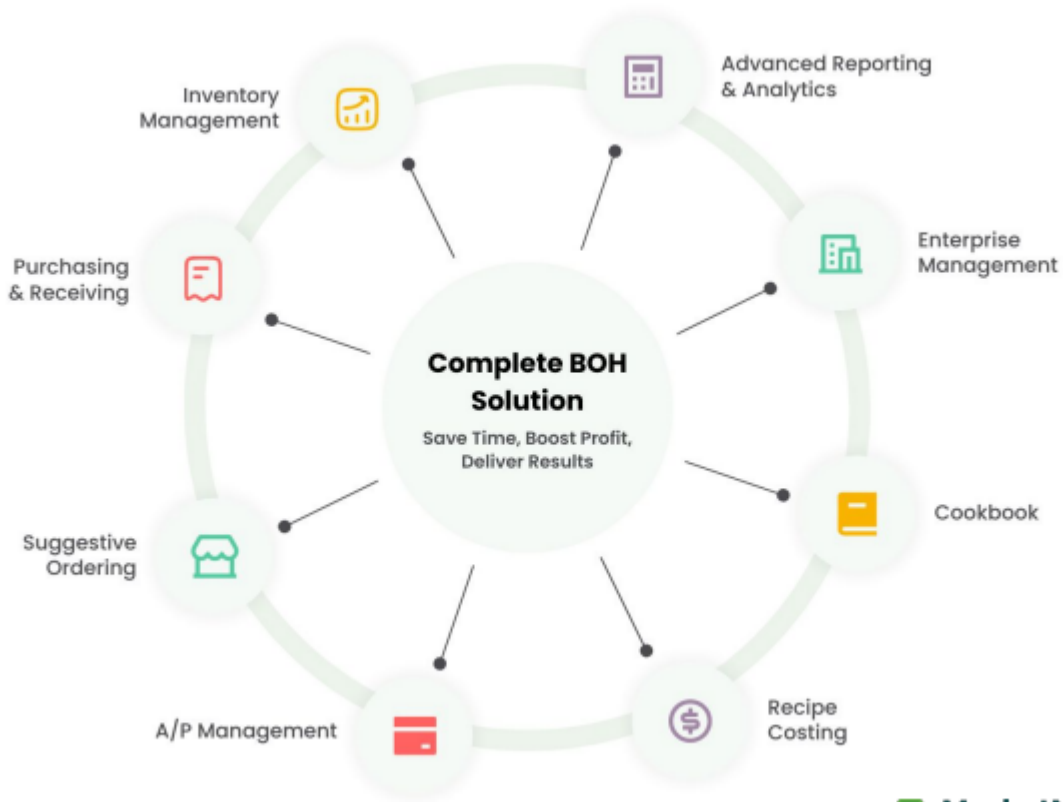


**Nightclub**



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# How It Works

## POS Integration

MarketMan connects with customers' point-of-sale systems, syncing all menu items, POS codes, & prices.

## Distributor Account

MarketMan connects the customer's distributor account.

## Reporting Tools

All data flows into the MarketMan account where it's broken down to generate reporting.

## Accounting Sync

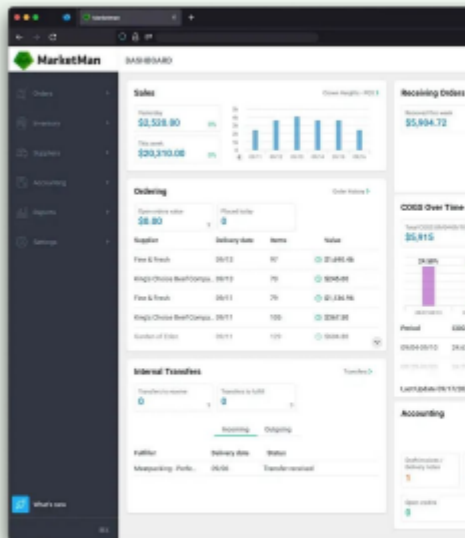
Customers can export their invoice data from MarketMan into their preferred accounting system.



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# Restaurant Management Software

Optimize operations with proven software that streamlines your back-of-house and reduces COGS

- ✓ 100 hours saved on bookkeeping per month
- ✓ \$40B sales transactions managed annually
- ✓ 5% reduction in food costs within first year

## Matt Johnny, VP of Operations



Since using MarketMan, we've seen a significant drop in COGs. For us as a restaurant group, it's effective to be able to look at the numbers on a weekly basis. There's less room for error because I can visually see that error now.



THE OTHER BIRD



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ORDERS LIST

Current month | All suppliers | All buyers

The data range on this page is based on requested delivery date of the order.

ORDER NUMBER	EVENT ID	SENT DATE	DELIVERY DATE
2130408		03/18/2024	03/21/2024
2130524		03/18/2024	03/21/2024
2145202		03/15/2024	03/18/2024
2147272		03/11/2024	03/18/2024
2147932		03/11/2024	03/18/2024
2147934		03/11/2024	03/18/2024
2148862		03/18/2024	03/18/2024
2147935		03/11/2024	03/18/2024
2147936		03/11/2024	03/18/2024
2147937		03/11/2024	03/18/2024

## Purchasing & Receiving Management

No more emails, texts, or calls. Eliminate manual invoice processing and drastically save time with one platform to communicate with all your vendors.

- ✓ Reduce order errors by up to 90%
- ✓ Cut time spent placing and reconciling orders in half
- ✓ Easily compare prices across your suppliers



### Fiona Wang, *Logistics Supervisor*



Only one employee is needed to place orders, when it used to take 3-4. The process is streamlined, and it gets magically done.



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# Recipe Costing

Access powerful reports with real time updates on ingredient-level costs of every menu item you serve to create budget-friendly and profitable recipes

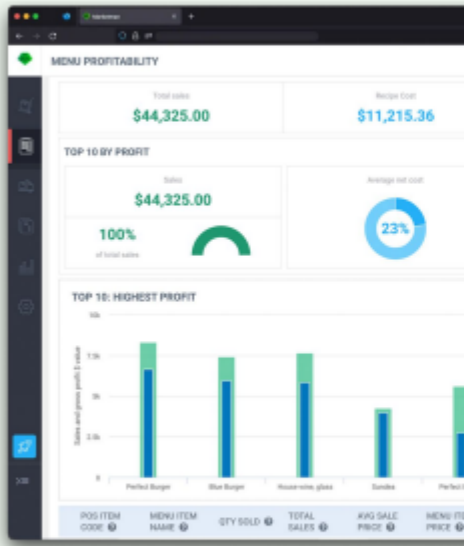
- ✔ Get real-time menu item profitability updates
- ✔ Improve accuracy with ingredient-level breakdown
- ✔ Create consistent dishes with a digital cookbook

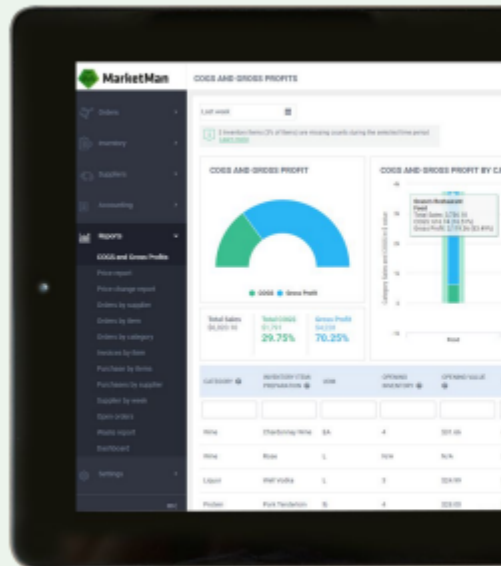


## Paul Sarlas, *Managing Director*



MarketMan is incredible at helping me control rising ingredient costs. If I need to adjust costs for a recipe delivering decreasing profitability, it's two clicks of a button. The reporting helps us quickly identify what menu items are selling and where we need to evolve our menus.





# Accounts Payable Management

MarketMan's mobile invoice scanning solution streamlines your accounting and payable processes, saving you time and improving cash flow

- ✔ Upload invoices in seconds with mobile scanning
- ✔ Stay on top of costs with price variance alerts
- ✔ Access your invoices anytime, anywhere



**Taylor Gordon, Project & Process Manager**



The scanning invoice feature is huge – not having to spend a ton of time inputting invoices has been a huge help.



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# Onboarding & CS

## KICKOFF

The Onboarding team will connect your POS for you

## FIRST TRAINING

Setup and get to know your MarketMan account

## SECOND TRAINING

Learn the technical how-to's, daily tasks, and best practices

## THIRD TRAINING

Dive into advanced reporting with your Trainer & get introduced to MarketMan accounting

## FINAL TRAINING

Build recipes for each dish with your Trainer and learn to pin-point cost and profitability

## Review

Advanced Recipes & Reports



## New MarketMan Users

Are assigned a Training Specialist, Onboarding Specialist, and a Customer Success Manager, who is their dedicated contact throughout the lifetime of their account.



## Every Customer

Goes through a 5-step training program that enables them to quickly see value in the platform.



## Referring Agents

Do not have to worry about handling any troubleshooting or onboarding questions.



## Post Onboarding

Users have access to MarketMan's Live Chat, Phone Support, and integrated Help Desk.



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# MarketMan Packages

Through June 30th, Lavu Customers who sign with MarketMan will receive a 5% discount on any MarketMan Plan and a \$500 reduction on set-up and implementation.

On average, customer's save around 5% of COGs during the first year of service.

## Operator

**\$239/** Monthly

Control inventory, ordering, & receiving

### What's included?

- ✓ Placing & Receiving Purchase Orders
- ✓ Inventory Counting And Transfers
- ✓ Accounts Payable Management
- ✓ POS & Accounting Software Integrations
- ✓ 30 Invoice Scans Per Month

Get Started

## Professional

**\$299/** Monthly

More tools and insights to lower COGs

### All features in Operator, plus

- ✓ Supplier Order Automation & Approvals
- ✓ Inventory Waste Tracking
- ✓ Recipe Costing & Digital Cookbook
- ✓ Advanced Profitability Reporting
- ✓ 50 Invoice Scans Per Month

Get Started

## ULTIMATE

**\$429/** Monthly

For large multi-unit organizations

### All features in Professional, plus

- ✓ Suggestive Ordering
- ✓ 2 Included Vendor Integrations
- ✓ 150 Invoice Scans Per Month

Get Started

All MarketMan Plans include a \$1,500 Implementation Fee



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## MarketMan ROI

### Before MarketMan

**Gross Sales:** \$1M Annually

**Food Cost:** 38%

**Food Spend:** \$380K

**Admin Hours:** 5 Hours/Week

### After MarketMan

**Gross Sales:** \$1M Annually

**Food Cost:** 36%

**Food Spend:** \$360K

**Admin Hours:** 1 Hour/Week

This customer saves **\$20K annually** just by reducing their food cost by 2%. These savings translate to a monthly savings of \$1,367 & a reduction of over 200 labor hours.

## Deeper Dive

	MarketMan	MarginEdge
User Ability to Manage Duplicate Items	✓	✗
Generate Orders Based on Par Levels, Suggestive Ordering, Order by Recipe	✓	✗
Recipe Profitability Alerts & Low Stock Alerts	✓	✗
Waste Tracking with Waste Log Reporting	✓	✗
Customer Success Manager	✓	✗
Training Specialist & Four-Step Training Program	✓	✗
Onboarding Specialist	✓	✓
Monthly Subscription Cost	<b>\$239 - \$399</b>	<b>\$330</b>



## Get In Touch!

### CONTACT



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*Strategic Partnerships Manager*



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Lavu Sign-Up Page



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