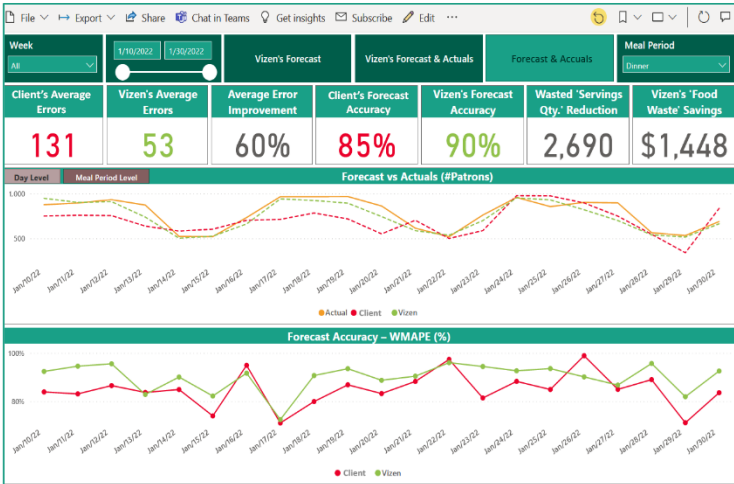


Global Food Service Client Pilot Success Story

Vizen Analytics, demonstrated projected annual cost savings of \$5.4M per year across 300 potential college café locations

Solution Results: Vizen successfully generated real-time improvement by directly comparing a single café's existing demand forecast for food item consumption by daily meal period, to the client forecast and actuals, for a three (3) week period, visualized via a secure online SaaS.

- 6% MTD improved forecast accuracy
- 60% MTD decreased food item errors
- \$1448 MTD cost savings in food waste



Business Challenge: Our pilot client, a global food service and hospitality provider was experiencing excessive pre-consumer food waste as a result of significant daily meal period errors. Whereby, the food items produced went unsold and then disposed of prior to consumption leading to lost revenue that impacts their entire supply chain from distribution to inventory storage capacity. The main issues they experienced include the need to better anticipate patron food choice purchases made on a daily basis, and the factors and drivers that influence these choices by enabling a more efficient way to prepare the right meals by period ultimately, optimizing the daily food item planning.

1. High levels of pre-consumer food waste during the dinner meal shift
2. Inability to consistently predict and plan the patron food item choices

"Food waste reduction and prevention represent the holy grail in our industry. It's essential to consistently leverage state of the art technology in order to maximize our cost efficiency" -Food Service executive

Solution Focus: Evaluated core company and industry drivers impacting their business. Analyzed their existing historical time series data (ERP), external causal data including local events, seasonality, weather, and geo-consumer social food preferences by demographics to link the core factors connected to daily food item purchase patterns (e.g., pizza or burgers)

1. Rapidly completed data transformation and custom feature engineering
2. Processed client data into our automated software platform
3. Optimized AI model, trained, validated & blind tested prior to live production

"Vizen focuses intently to deeply understand both the customer perspectives and the root cause of current patterns that affect their forecasting accuracy" -Vizen Analytics supply chain engineer

Projected Cost Savings: \$5.4M per year (300 café's)

- \$500K in optimized ingredient purchases,
- \$4.2M in lowered pre-consumer food waste
- \$700K in reduced inventory holding costs

