

**RISTORANTE
DEL FUTURO**

Il mercato di produttori per la ristorazione

Sei un ristoratore? Registrati gratuitamente
ed ordina online direttamente dai migliori
produttori italiani. Facile, senza
intermediazioni e al miglior prezzo.

[Accedi](#)[Registrati](#)The logo for D'eliveristo, featuring a stylized 'D' with a gradient from orange to yellow, followed by the word 'eliveristo' in a black sans-serif font.

www.deliveristo.com

Vantaggi

1. SEMPLICITA`

Unico interlocutore e unico punto di fatturazione per acquistare online tutti i prodotti di cui si ha bisogno

2. NESSUN RICARICO

Servizio completamente gratuito per il ristoratore

3. RICERCHE PERSONALIZZATE

Laureati in scienze gastronomiche a Pollenzo a disposizione gratuita 24/7 per la definizione di nuovi menu e per la ricerca di nuovi prodotti



Tutte le categorie merceologiche



Bevande



Carne & uova



**Cereali, frutta e
verdura**



**Condimenti e
spezie**



Conserve



**Dolci e
pasticceria**



**Latte, formaggi e
latticini**



Olio



Pasta e riso



Pesce



**Prodotti da forno
e panetteria**



Salumi





La più ampia
scelta di frutta
e verdura **a Milano.**



www.deliveristo.com

+200 Produttori e +5000 Prodotti



+100 ristoranti già serviti su Milano



D^oeliveristo

www.deliveristo.com



e a t s r e a d y

IL SISTEMA DI PAGAMENTO DIGITALE NEL MONDO FOOD

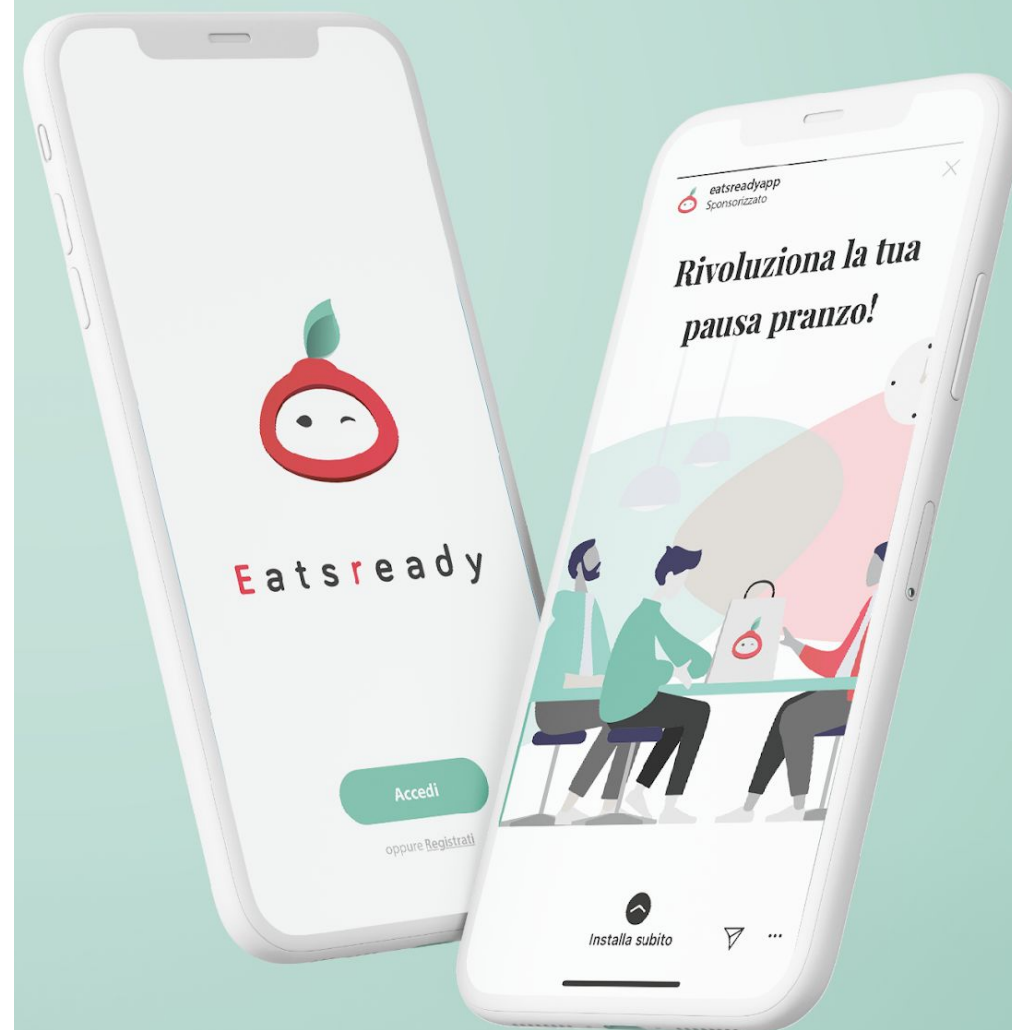
RISTORANTI DEL FUTURO - NOVEMBRE 2019

Cosa facciamo

Un **innovativo sistema di pagamento digitale** che unisce utenti, aziende ed attività nel settore della ristorazione.

L'esercente può accettare in maniera semplice e rapida **ogni forma di pagamento** – buoni pasto, carta di credito/debito, o punti fedeltà!

Tutto alle **migliori condizioni sul mercato** e senza nessun dispositivo dedicato, nessun costo accessorio e nessun costo fisso!



La nostra missione è risolvere i problemi del mercato dei buoni pasto



Semplicità

Grazie ai sistemi digitali, accettare i buoni pasto non è mai stato così facile

Risparmio

Commissioni più basse sul mercato – SEMPRE – perché pensiamo sia giusto così

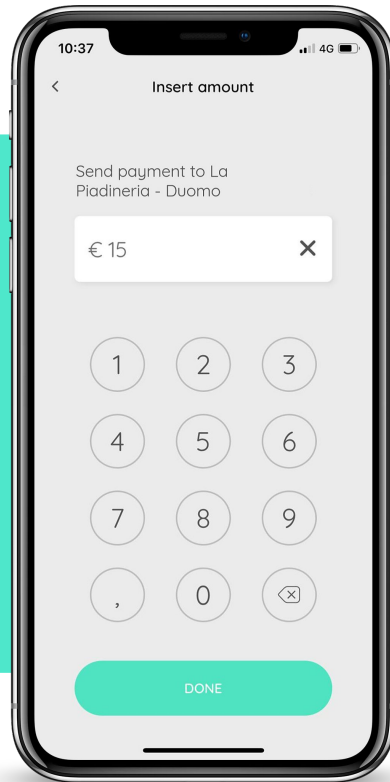
Esperienza

L'unico buono pasto esclusivamente su app, comodo, veloce e intelligente!

I due servizi per digitalizzare pagamenti e mobile ordering

PayNow

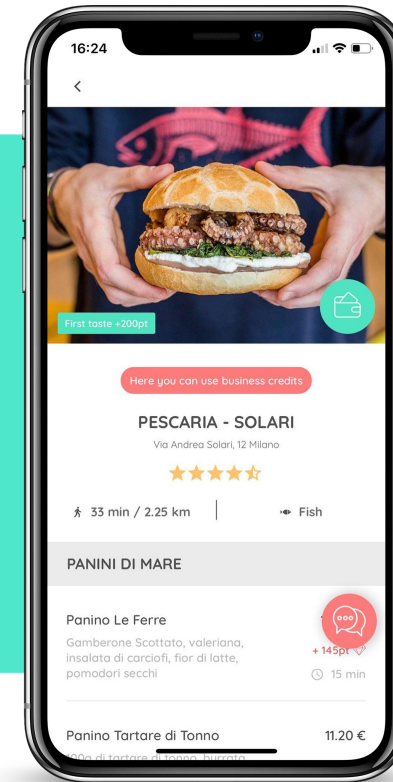
1



Con cui accettare **pagamenti in cassa**, eliminando ogni tipo di attesa e con uno storico direttamente in App

PreOrder

2

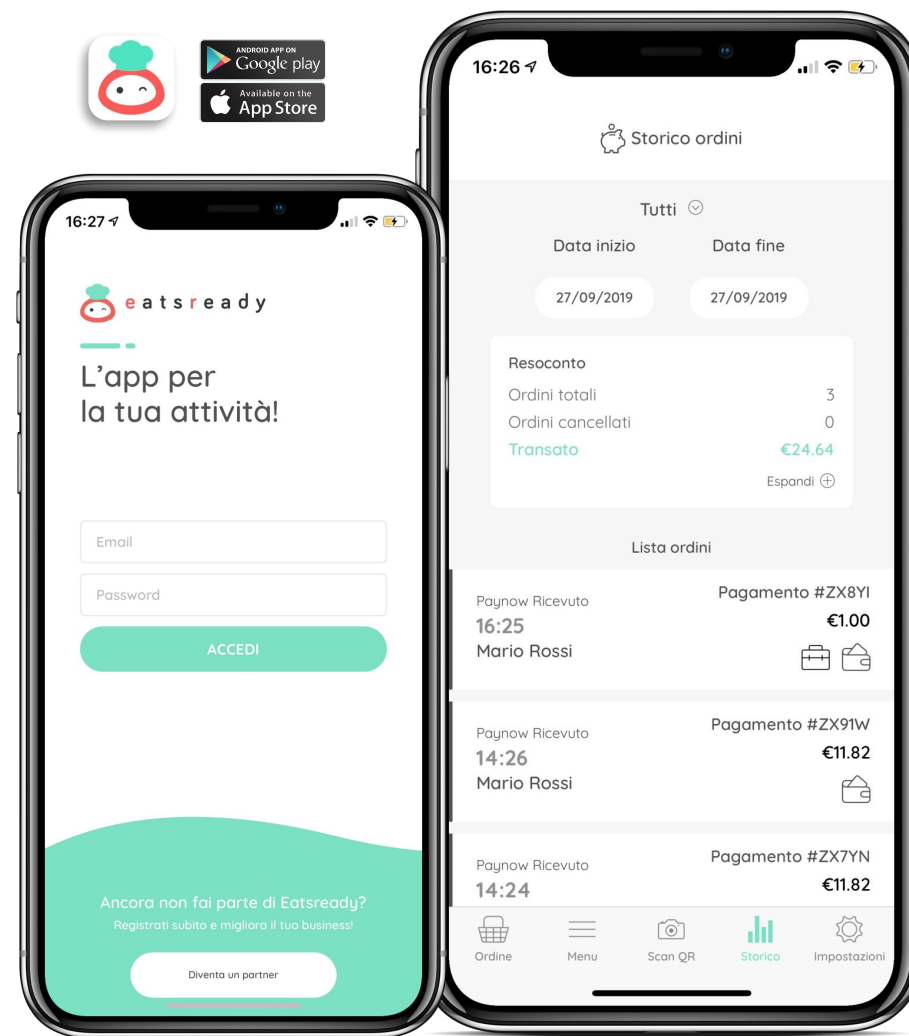


Con cui ricevere pre-ordini per l'**asporto** già pagati dal cliente con chiare indicazioni circa l'orario di ritiro

Accetta ordini e pagamenti in maniera pratica e veloce

Scarica l'App di EatsReady e ricevi i pagamenti in arrivo **su qualsiasi dispositivo** – PC, Tablet o Smartphone.

Oppure **integra** EatsReady direttamente **sul tuo sistema di cassa** o su Nexi SmartPoS



I vantaggi per i nostri Partner



1

Commissione più conveniente sul mercato – sia per **buoni pasto** che transazioni via carta di credito

2

Gestione amministrativa semplice e chiara, con **servizio clienti** dedicato sempre disponibile

3

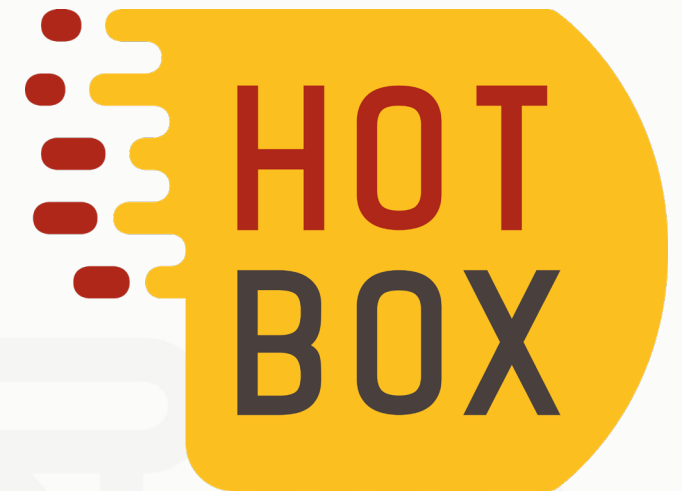
Focus commerciale degli agenti di EatsReady sulle **aziende limitrofe** ai ristoranti convenzionati

4

Programma fedeltà per i propri clienti con cashback fino al 10%

TASTE THE FOOD, NOT THE JOURNEY

Revolutionize hot food delivery with patented dehumidification technology



ANTHONY PRADA

CEO & Co-Founder







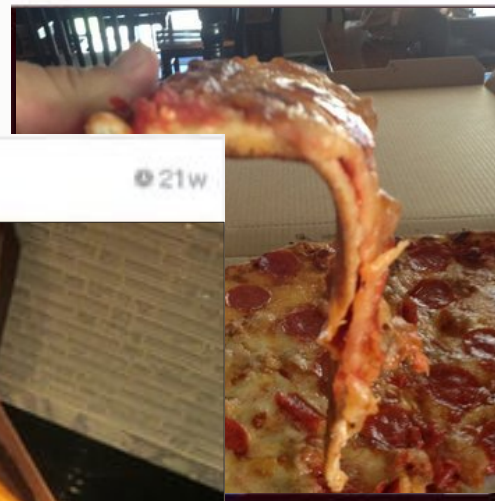


@anbermackeigan 31w



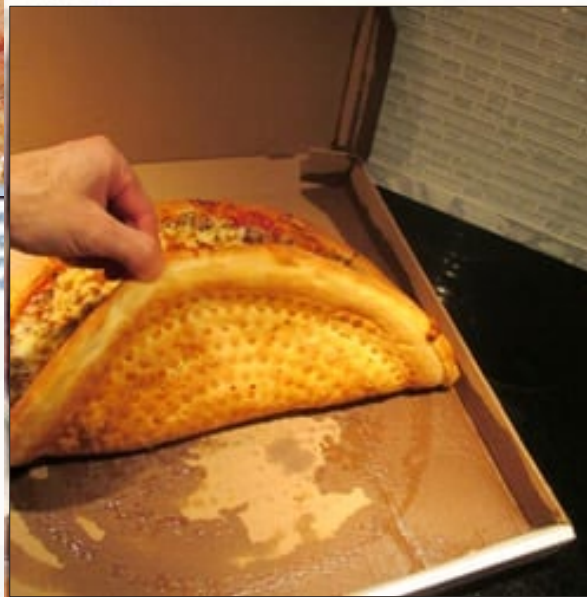
natashadawn, kateben, boutlier, katiec, rdincormick, saven, lamgedwards, mon

danceluvplay 10w



hadbahabrii, veeeeda, ol, be I should have made nos, #stpizza #badpizza

marcusrussellprice 21w



52 likes
marcusrussellprice I guess this is what I get for not buying local. Thanks _____ #pizzapics



~50% of his
revenue comes from
delivery

Claudio
*Chef at the best
pizzeria in
Modena, ITALY*





~50% of his
revenue comes from
delivery

And this is
increasing

Claudio
*Chef at the best
pizzeria in
Modena, ITALY*





~50% of his
revenue comes from
delivery

And this is
increasing

Claudio
*Chef at the best
pizzeria in
Modena, ITALY*



≈ 15%

of revenue is
spent on delivery



~50% of his
revenue comes from
delivery

And this is
increasing

Claudio
*Chef at the best
pizzeria in
Modena, ITALY*

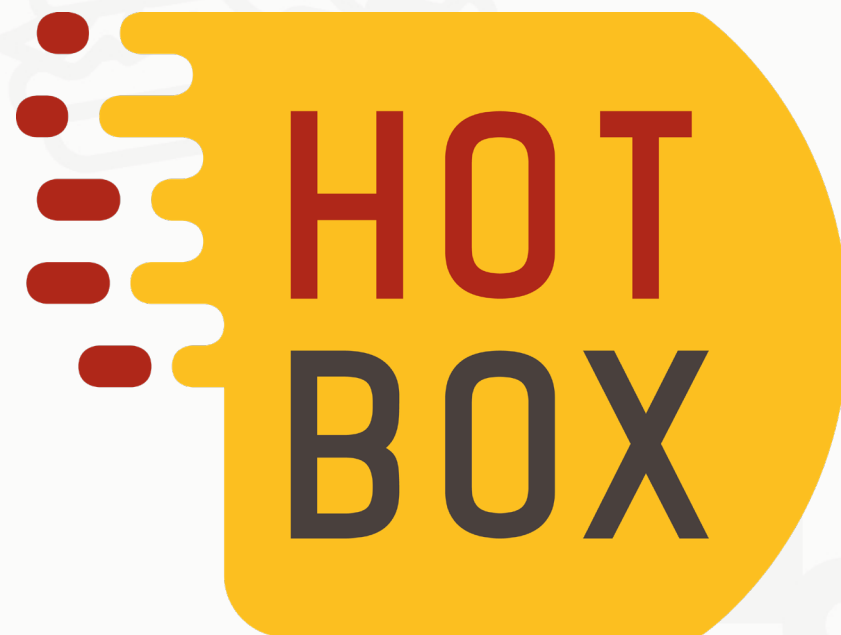


≈ 15%

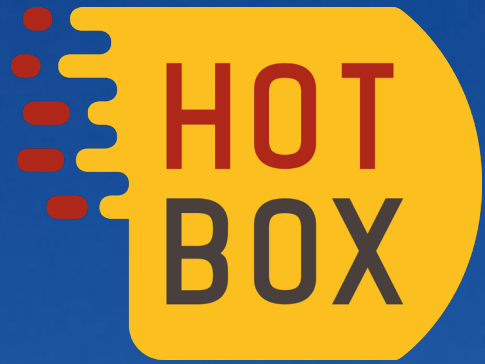
of revenue is
spent on delivery

≈ 50%

of complaints are
for "cold food"



Anthony Prada, CEO

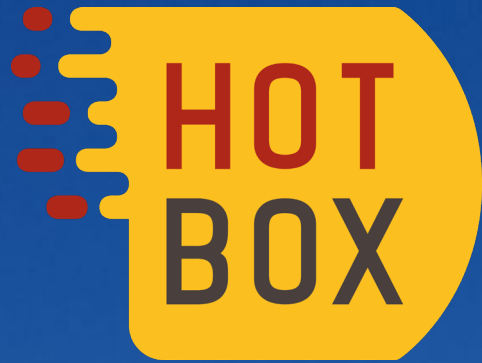


✓ Best-in-class materials



TASTE THE FOOD,
NOT THE JOURNEY

HOT
BOX



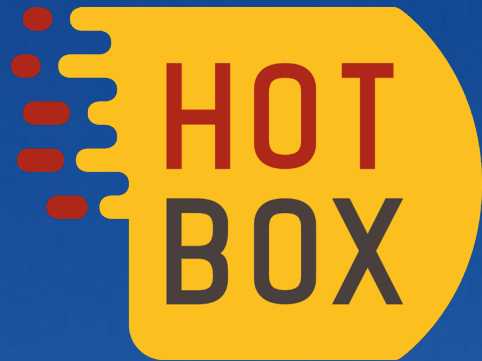
✓ Best-in-class materials

✓ Constant heat at 85 °C



TASTE THE FOOD,
NOT THE JOURNEY





✓ Best-in-class materials

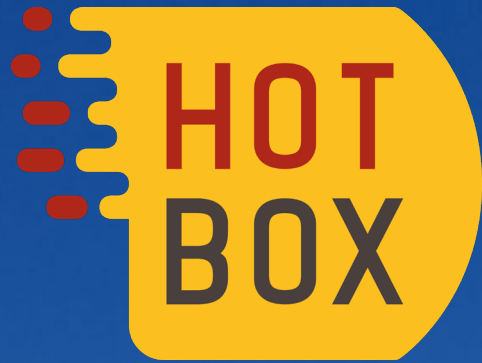
✓ Constant heat at 85 °C

✓ Steam-free delivery



TASTE THE FOOD,
NOT THE JOURNEY





✓ Best-in-class materials

✓ Constant heat at 85 °C

✓ Steam-free delivery

✓ Multiple deliveries per trip



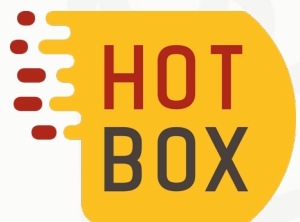


The E-Hotbox Welcomes an Electric Future

Compatible with Scooters and Cars



**NEXT
MONTH**



The Hot Chain Will Redefine the Delivery Process

In-Store E-Hotboxes keep food hot perfectly textured while awaiting delivery



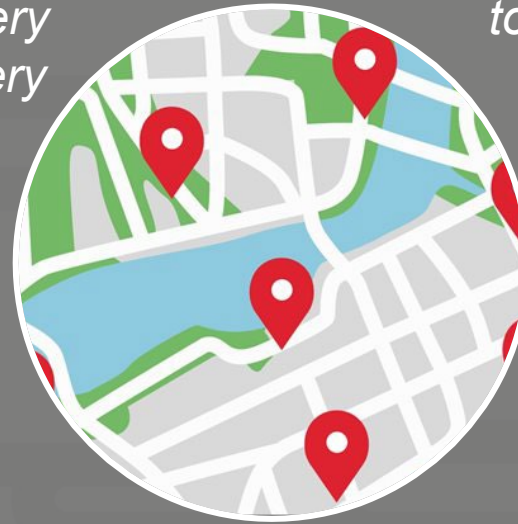
Hot
*at every
pickup*

Hotbox-restaurant
Keep food warm



Hot
*at every
delivery*

Hotbox-transport
*The Original +
IoT & electric*

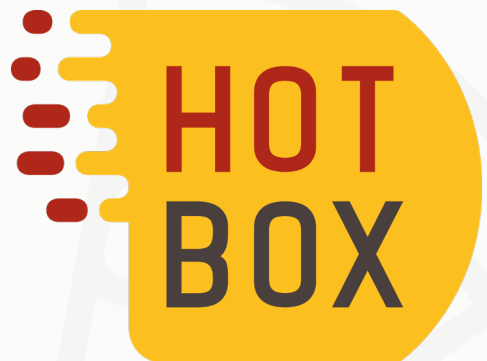


Hot
*to every
client*

Hotbox-data
*Optimized
performance*



**Happy
Customers**



HOT



PERFECT TEXTURE

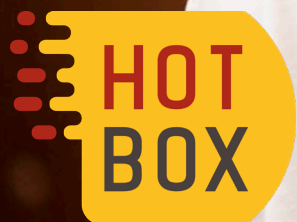


**MULTI-ORDER
DELIVERY**





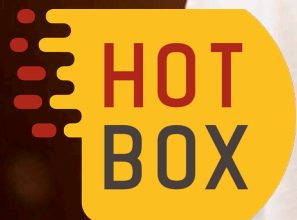
Happier customers





Happier customers

**Reviews about his
actual pizza**



A man, likely a chef, is shown from the chest up. He is wearing a white chef's hat with a small black logo on the front, a white V-neck t-shirt with a graphic of the Italian flag and a rooster, and a thin chain necklace. He is smiling slightly and looking towards the camera. In the bottom right corner, he is holding a large, round pizza topped with pepperoni. The background is a warm, out-of-focus kitchen setting with a wooden wall and a glowing light source.

Happier customers

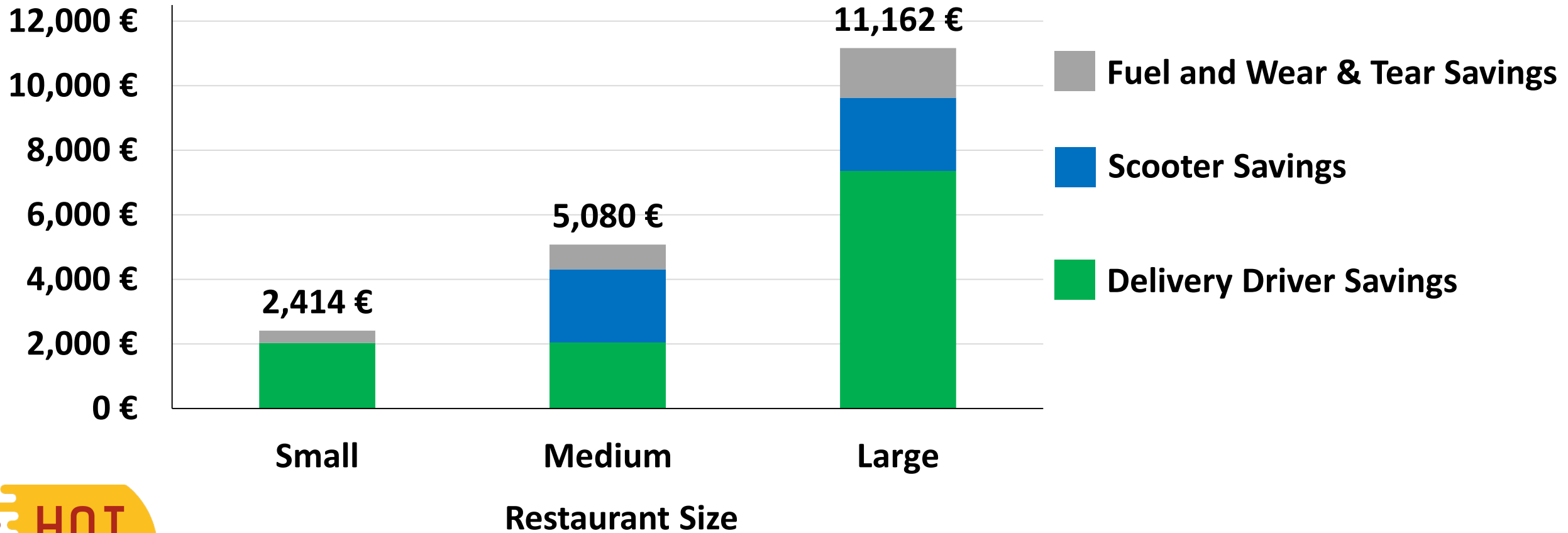
**Reviews about his
actual pizza**

**Cost reduction
≈ 3000€/year**



Hotbox Saves Restaurants Money

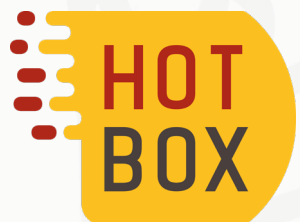
Hotbox improves delivery efficiency



Pizza is a Small Slice of Food Delivery

Hotbox is the best solution for all hot foods

Pizza is only 30%
of the delivery
market





Unico Premium Delivery in Italia: Hotbox + Mission Box



Scooter

+



Corriere



Hotbox



Hotbox Recap

The new standard for food delivery

Patented
Dehumidification
Technology

Strong Industry
Partners

Experienced
Team



***TASTE THE FOOD,
NOT THE JOURNEY***

Anthony Prada

CEO & Co-Founder



scloby



La soluzione

La piattaforma cloud per la gestione completa di commercio e ristorazione.



Scontrini fiscali e fatture



Gestione clienti e magazzino



Gestione ristorazione



Assistenza 7/7
Sempre disponibili via telefono ed email



Analytics e big data realtime



Analytics

I dati solo la ricchezza dei nostri Clienti



Statistiche real-time



Performance prodotti e operatori



Profilazione cliente



Matching con meteo e tracking Clienti

Servizi integrati ed estensioni

Social



Ecommerce



Strooka™

JUST EAT

Coming soon



Bots and utilities

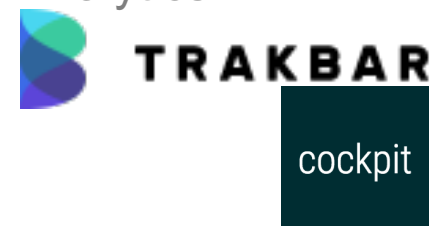
Deliveristo



enoweb



Analytics



Pagamenti

satispay



nexi

ERP and CRM



STEALTH



AS/400



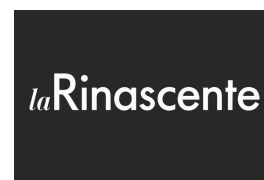
Hotel



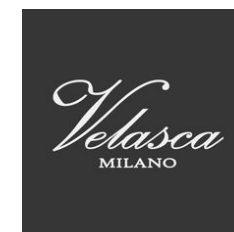
Utilities/Services



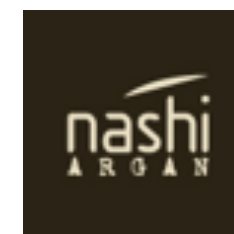
Chi ci ha scelto



exciting linen



BORBONESE





Grazie

scloby.com



Francesco Medda

CEO

francesco@scloby.com





Based in Milan, Soul-K creates semi finished ingredients, prepared in a super lean professionally designed kitchen, thanks to an end-to-end combination of Software and Hardware elements, allowing each client to procure, operate, scale and control its entire food processing, from shelf to dish.

Our business was born when we realized that nearly all food business could:

- Be optimized to create efficiencies
- Be more flexible in what they offer
- Create more predictable margins
- As a result, scale quickly

The food industry has changed more in the last 5 years than in the previous 50

94%

Consumers are cooking less while ordering delivery and eating out more.

According to Nielsen, the total amount of money spent on food made “away from home” (vs. at home) has risen 94% since 2003.

72%

Consumers are increasingly seeking an ‘experience’ when eating out at restaurants.

A 2016 report from Technomic, Trends Shaping Foodservice Through 2020, finds that 72% of consumers expect DIY options at restaurants. Build-your-own salad bars, pizzas, sandwiches and bowls satisfy that preference.

76%

Consumers are increasingly more educated about their food options and demand fresh, tasty, and healthy options at a fair price.

A study found that 76% of adults reported reading the Nutrition Facts when purchasing foods (Bleich and Wolfson 2015),

75%

A series of ‘evolving drivers’ have become increasingly important to consumers’ purchasing decisions including Health & Wellness, Safety, Social impact, Experience and Transparency

2016 Food and Health Survey found that 41 percent of consumers listed sustainability as a factor influencing purchasing decision. 75% believe it’s important that food products be produced in a sustainable way.

Challenges: End-consumers today are voting with their wallets and smart phones



Ordering Behavior

(Deliveroo, Glovo, Uber Eats)



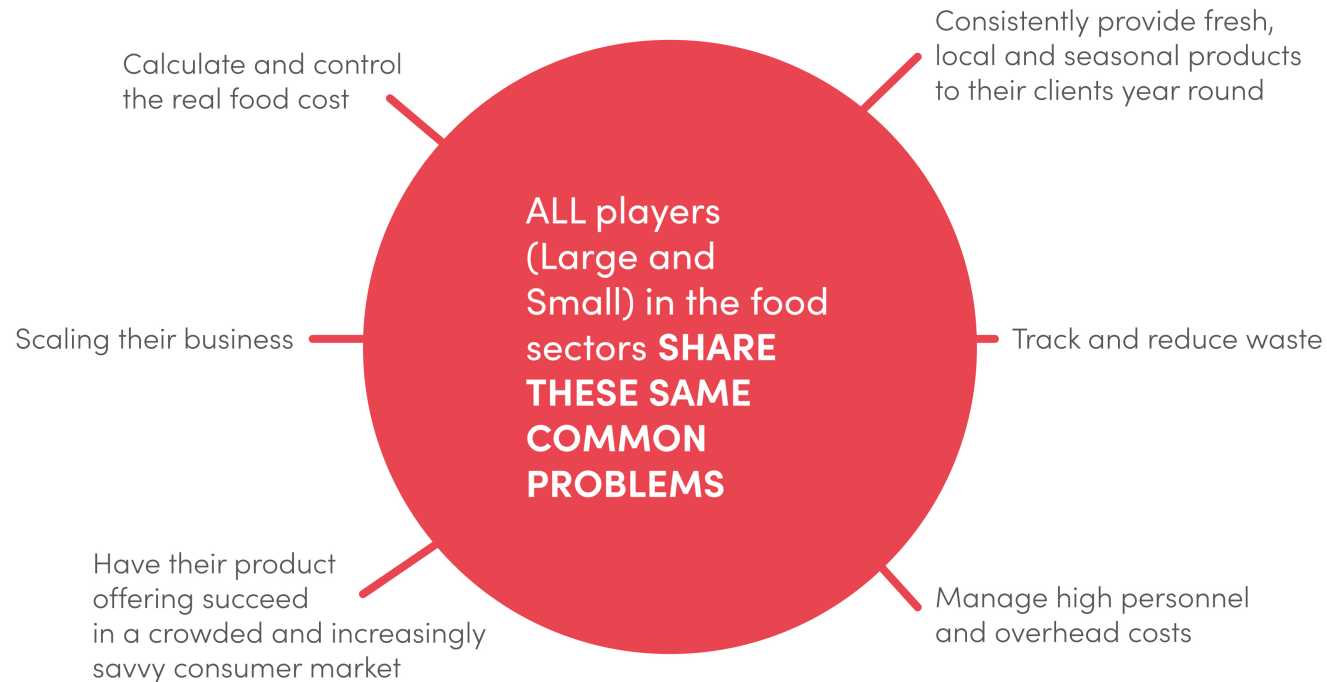
★★★★★ Reviews

(Trip Advisor, Yelp, Google, Facebook)



Choices for sustainable

(organic and healthy options)



Our Solution

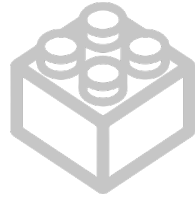
We enable our customers to succeed by selling a **full stack solution**



Soul-K Goals:

- customizable services that speed up food businesses' internal core processes
- bring extreme adaptability to food businesses' demands
- create new levels of efficiency and
- allow highly accurate margin predictability and control.

ReadyToChef E2



Our basic **building blocks** are represented by semi finished ingredients, prepared in a super professionally designed lean kitchen, that thanks to a **end-to-end** combination of **Software** and **Hardware** elements, allows each client to procure, operate, scale and control its entire food processing, from shelf to dish.



Vegetables



Fish



Meat



Pasta & Grains



Sauces



Much more

Squash
Cubed SK



Squash
marinated with beets



Octopus
In Sous Vide SK



Grilled
octopus



Red Rice
Boiled SK



Cream of rice
with thyme



Signature

Thanks to:
Chef Makram Khomachi



MANAGING YOUR FOOD BUSINESS HAS NEVER BEEN SO EASY

Find the package that is right for you



We offer a broad set **of packages, services and support** options, from **Small restaurants and bars** to white glove **end-to-end** services and customised **enterprise solutions** for very large Ho.Re.Ca. and **Mass Market retailers**.

Product 3

FitUP

Our R&D department

Create a new recipe or food product

Utilize our market analysis tools to choose the right product for your market

Get insights from our team of professionals. Work on your product directly here in our lab until its perfect

The R&D work is free if you choose to produce your food goods at volume with us

Intellectual property is entirely owned by the Client once the FitUP exercise is over

6B-Archive your recipe and keep it for future use.

6A-Give us the go-ahead to produce your product and the R&D costs are free .

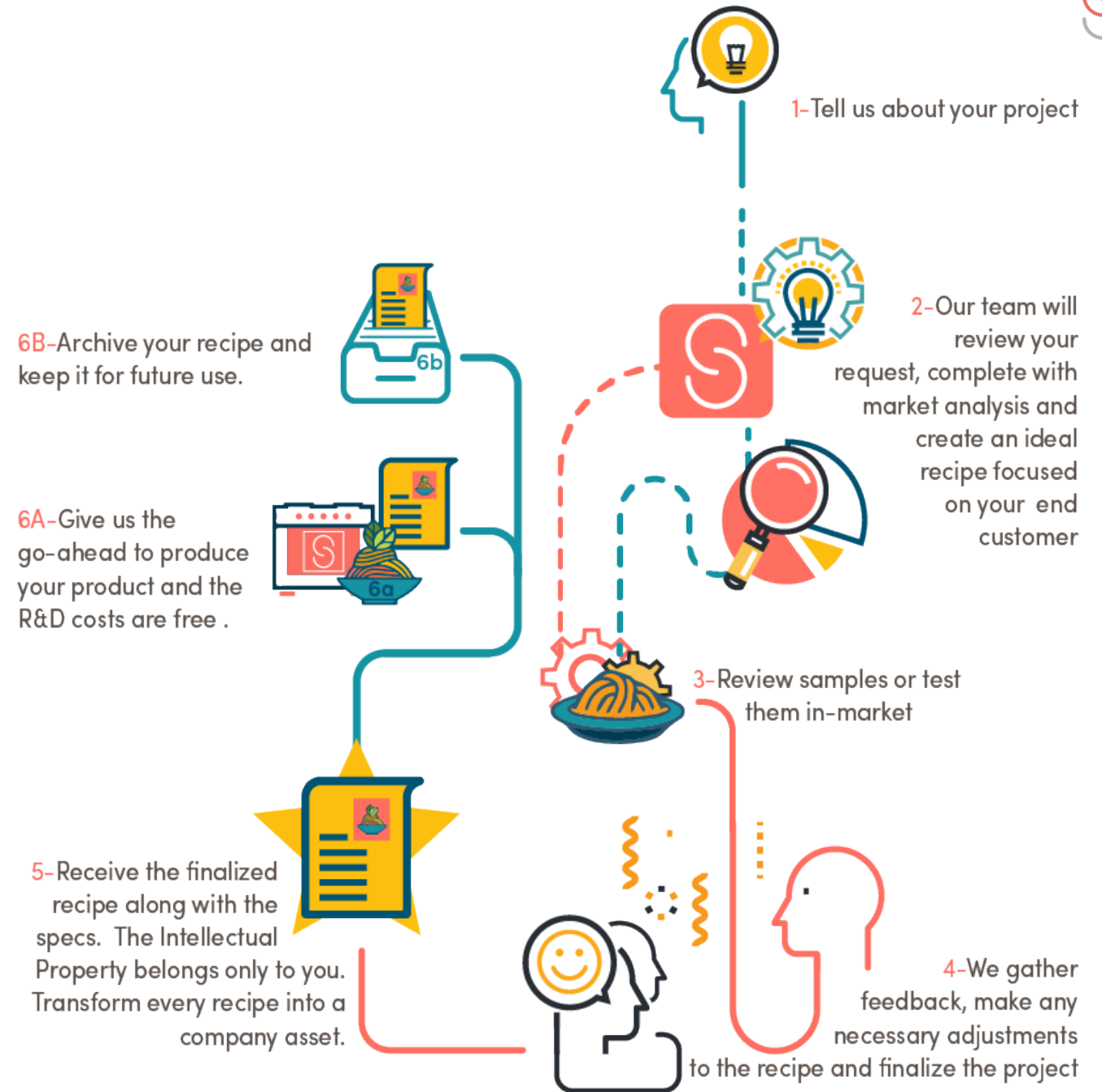
5-Receive the finalized recipe along with the specs. The Intellectual Property belongs only to you. Transform every recipe into a company asset.

1-Tell us about your project

2-Our team will review your request, complete with market analysis and create an ideal recipe focused on your end customer

3-Review samples or test them in-market

4-We gather feedback, make any necessary adjustments to the recipe and finalize the project







Soul.K



D'eliveristo

RISTORANTE DEL FUTURO



D'eliveristo

RISTORANTE DEL FUTURO



Soul.K

D'eliveristo

RISTORANTE DEL FUTURO



Soul.K

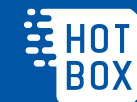


Soul.K



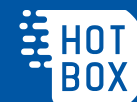
D'eliveristo

RISTORANTE DEL FUTURO



D'eliveristo

RISTORANTE DEL FUTURO



Soul.K



RISTORANTE DEL FUTURO



Soul.K



D'eliveristo



Soul.K



D'eliveristo

RISTORANTE DEL FUTURO