# Ecolab® RushReady™

## AI Insights and Expert Coaching to Win the Rush

## Case Study Results[1]

Customer sustained positive outcomes over time:

- ✔ **2%+** Increase in **Sales Per Labor Hour**
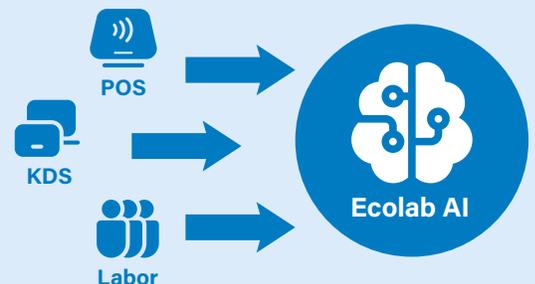- ✔ **10%+** Improvement in **Speed of Service**

**10%+ Profit Increase**[2]

## Strategic Innovation between Ecolab & Microsoft

- Leveraging AI for smarter, faster decisions
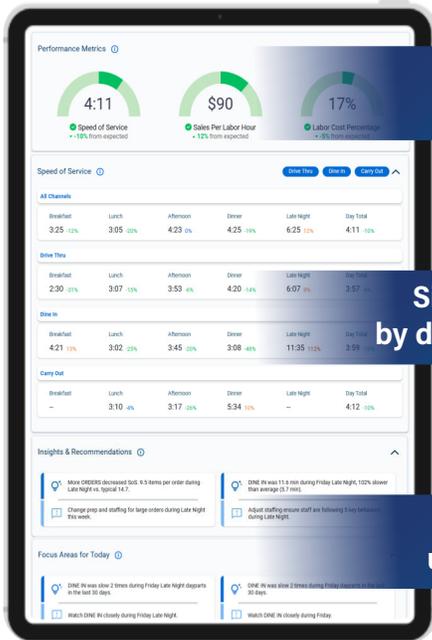- Combining cutting edge technology with Ecolab in-person coaching expertise

**ECOLAB®**

**Microsoft**

## One Integrated System

- Simplifying disparate data
- Optimizing labor and speed of service
- Customized for each unit's performance

POS
KDS
Labor
→ Ecolab AI

# Ecolab® RushReady™

## Daily Reporting



**Performance Metrics** ⓘ

| 4:11 | $90 | 17% |
|---|---|---|
| ✓ Speed of Service | ✓ Sales Per Labor Hour | ✓ Labor Cost Percentage |
| ▼ -10% from expected | ▲ 12% from expected | ▼ -5% from expected |

**Analyzes key unit metrics**

**All Channels**

| | Breakfast | Lunch | Afternoon | Dinner | Late Night | Day Total |
|---|---|---|---|---|---|---|
| | 3:25 -12% | 3:05 -20% | 4:23 0% | 4:25 -19% | 6:25 12% | 4:11 -10% |

**Drive Thru**

| | Breakfast | Lunch | Afternoon | Dinner | Late Night | Day Total |
|---|---|---|---|---|---|---|
| | 2:30 -31% | 3:07 -15% | 3:53 -6% | 4:20 -14% | 6:07 8% | 3:57 -9% |

**Simplifies tracking by daypart & channel**

**Delivers specific, unit level insights**

! **PREMIUM ITEMS** orders during **Tuesday lunch** was 9, 50% less than expected. Promote **PREMIUM ITEMS** during **lunch**.

! Adjust labor forecast for **Lunch** on **Wednesday** based on recent demand trends to boost overall **SPLH**.

! Increase **Drive Thru** focus during **Sunday Late Night** by assigned experienced staff to improve **SoS**.

## Tailored Performance Coaching

- ✓ **Partners with managers**
- ✓ **Builds data driven strategies**
- ✓ **Drives program implementation**

**Kira Anderson**
Performance Coach

13 Years Auditing & Coaching Brands

*"The other SaaS companies are missing this."*

Franchise Group Owner

*"Our Ecolab Performance Coach has become an invaluable extension of our team"*

VP of Operations

Scan the code for more information about how RushReady can help your managers and teams.

**ecolab.com/rushready**

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