



AI-POWERED SMART PICKUP STATION



OFF-PREMISE INFRASTRUCTURE FOR SCALING RESTAURANT BRANDS



STANDARDIZE PICKUP. PROTECT MARGIN. CONTROL THE LAST 10 FEET.

- ✓ **Margin-Aligned Pricing Structure**
We only charge for direct customer pickups. 3PD driver pickups (UberEats, DoorDash, Grubhub) remain complimentary — eliminating counter friction without adding a new commission layer or hidden fees.
- ✓ **Standardized Verification Infrastructure**
Automates 1,200–1,650 annual FOH verification hours — reallocating labor toward throughput, hospitality, and upselling.
- ✓ **Standardized Verification Protocol**
Automated, mandatory pickup verification for drivers and customers — reducing shrinkage exposure, protecting order integrity, and ensuring franchise-level consistency across units.
- ✓ **Franchise-Ready Deployment:**
Standardize pickup infrastructure across new and existing units — no buildout required.

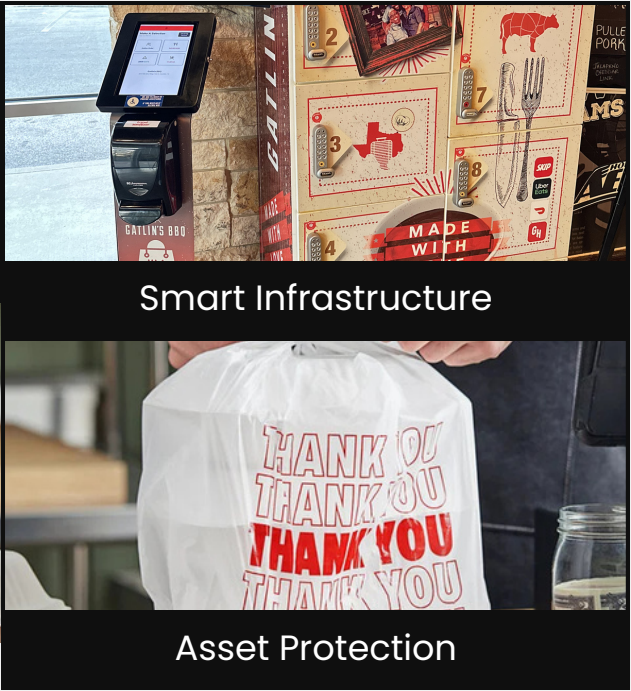
PARTNER WITH US: [THEYUMMYBOX.COM/JOINUS](https://theyummybox.com/joinus)

WINNERS OF

**BLACK
ENTREPRENEURS
DAY**

selected by Shark Tank's Daymond John, Chase Bank, and Cisco Webex

THE HIDDEN PROFIT ENGINE



VALUED IMPACT METRICS

Gross First-Party Channel Volume
Calculated as 28,520 orders × \$20.00 baseline AOV **\$570,400**

True Operational Cash Saved
Wiped out mobile rack theft + 1.5x kitchen remake costs **\$34,224**

Total Logged Platform Throughput
Verified orders processed across flagship location #1 **32,870**

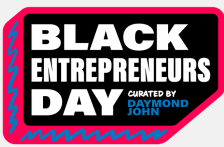
RETAINED MENU MARGINS

AT 15% THIRD-PARTY FEE
Based on 28,520 direct pickups **\$85,560**

AT 20% THIRD-PARTY FEE
Based on 28,520 direct pickups **\$114,080**

AT 30% THIRD-PARTY FEE
Based on 28,520 direct pickups **\$171,120**

VALIDATED BY INDUSTRY LEADERS



THE TRUE COST OF A REMAKE

"When an order is stolen from an open shelf, it costs you double the ingredients, ties up line cooks, slows kitchen velocity, and leaves a real guest waiting. Industry data shows remaking a meal costs an operator 1.5x the original cost of food. The Yummy Box hardware saves you \$34,224.00 in true remake costs by securing your handoff."

STANDARDIZE PICKUP.
PROTECT MARGIN

theyummybox.com/contactus





OFF-PREMISE IS NOW A PRIMARY REVENUE CHANNEL. MOST BRANDS STILL MANAGE THE HANDOFF MANUALLY.

Transparent pricing.
No hidden fees.
No commission layer.



WHERE OFF-PREMISE OPERATIONS BREAK



3PD Margin Pressure

- 15% to 30% Commission
- Manual driver verification
- No ownership of pickup data
- No control over pickup flow



MANUAL HANDOFF FLOW

- Staff interruption
- Driver phone-in-face verification
- Sign-out sheets / manual logs
- Slower guest experience
- No scalable control point

WHY SCALING BRANDS DEPLOY

- Margin Protection at Scale
- Standardized Pickup Across Units
- Automated Verification & Pickup Standardization
- Direct Channel Optimization
- Theft / Shrinkage Prevention
- Built-In Franchise Differentiator
- Brand-Controlled Guest Experience
- Plug-and-Play AI-Powered Pickup Infrastructure
- Staff Reallocation from Verification to Hospitality

Why Work With Us – The EXECUTIVE SNAPSHOT

- 42,000+ Verified Automated Pickups
- **6-Year Commercial Validation**
- Active Houston Flagship (Gatlin's BBQ)
- 97% Automation Accuracy
- 0% Additional 3PD Commission
- Multi-Unit Rollout Ready
- Technician-Light Deployment
- POS Ecosystem Utility

Deployment Investment & Pricing

- Hardware (custom branded unit): Under \$5,000 (industry average comparable systems: \$15,000+)
- Restaurant Equipment Eligible for Accelerated Depreciation (consult CPA)
- \$4.99–\$13.99 per day (based on volume tier)
- 100% complimentary 3PD driver pickup processing included
- No commission layer
- No hidden platform fees

OPERATIONAL IMPACT (CONSERVATIVE MODELING BASED ON HIGH-VOLUME, 70%+ TAKEOUT ENVIRONMENTS)

Estimated Operational Efficiency Value \$15,000–\$30,000 annually (based on order volume and labor rate)

Modeled from 1,200–1,650 annual verification hours reallocated to throughput, hospitality, and upselling.



**42,000+
AUTOMATED
PICKUPS**

The Hard Proof in Time and
Money for Restaurants and 3PD
Networks.



FLAGSHIP PERFORMANCE



THE 3PD RECORD

- **Uber Eats:** 3,072 Automated Pickups
- **DoorDash:** 1,277 Automated Pickups
- **Grubhub:** 1 Automated Pickup

The Impact: Slashed driver lobby wait times from average of 7 minutes to under 30 seconds. Returning **471 hours** of active road-time to delivery fleets.



**WE MAKE THE TEAM YOU ALREADY
PAY WAY MORE PRODUCTIVE.**



OPERATOR ROI

32,870 total orders processed at Gatlin's BBQ, including 28,520 direct guest pickups seamlessly handled with zero friction.



LABOR RECAPTURED

Replaced old-school 30–60 second manual handoffs like checking phones, matching receipts, and digging for bags with a controlled, predictable production step.



RETAINED CASH FLOW

- Saved \$14,370 in unproductive labor by recapturing 45-second manual hand-offs across all 32,870 1P & 3PD orders.



CHANNEL SHIFTING MARGIN PROTECTION

Protects your 20% to 30% menu margins by giving direct pickup guests a VIP physical experience so they don't drift to third-party apps.



ORDER PROTECTION SHRINK PREVENTION

Eliminates order theft and costly food remakes by securing orders until the exact guest arrives.

"Patented infrastructure built to protect your margins and eliminate front-of-house unproductive labor."

UNCONTROLLED PICKUP WORKFLOW **VS.** CONTROLLED PICKUP INFRASTRUCTURE



PICKUP INFRASTRUCTURE COMPARISON

The difference is not just where the food sits. It is how the restaurant protects orders, captures data, reduces friction, and controls the final handoff.

OPEN PICKUP SHELF

- Food sits exposed in an unsecured area
- No verified record of who picked up the order
- Higher risk of theft, mix-pickups, and remakes
- Staff must manually monitor orders and answer pickup questions
- Drivers and guests interrupt front-counter workflow
- No reliable pickup data, timestamps, or exception tracking
- Lost orders can damage margin, speed, and guest trust

THE YUMMY BOX

- Orders are placed inside a secured pickup station
- Pickup is controlled through verification and access codes
- Reduces open-shelf theft, confusion, and order loss
- Staff can focus on hospitality, production, and service
- Guests and drivers follow a cleaner pickup workflow
- Operators gain pickup timestamps, order visibility, and quality-control data
- Protects margin by reducing avoidable remakes, labor friction, and handoff failures

The Yummy Box does not just replace a shelf. It turns pickup into a controlled, measurable, margin-protecting workflow.

Built for Freshness

The Science Behind The Yummy Box

Most traditional lockers act as moisture traps. When steam from hot food hits cold metal surfaces, it condenses and ruins your food's texture. We call this the 'Sauna Effect'—the #1 cause of soggy wings and limp fries.

The Solution:

- **Plymouth Foam:** Industry-standard thermal barrier; zero humidity entrapment.
- **Passive Stabilization:** Maintains food texture without active heat.
- **High-Density Polywood Shell:** A thermal-stable interior that minimizes heat transfer to preserve prep-line texture until the moment of pickup.



Proactive Freshness Control

Automated 20-minute alerts monitor dwell time to prevent food quality degradation before it happens.

Data-Driven Visibility

Real-time dashboard tracks performance to eliminate bottlenecks and optimize your staff's labor.

**PLYMOUTH FOAM + FAST THROUGHPUT + THERMAL STABILITY =
CONSISTENT & TRACKABLE QUALITY**

A MORE CONTROLLED PICKUP WORKFLOW

The
Yummy
Box

Enterprise Software Capabilities Beyond Order Verification

Real-Time Pickup Command Center

Live visibility into every order, box status, pickup stage, freshness timer, and device condition across the restaurant.

Operational Intelligence Dashboard

Tracks automation rates, pickup activity, order removals, dwell time, peak usage windows, and where the handoff process breaks down or speeds up.

Multi-Location Control Layer

Gives leadership location-level visibility, performance comparison, system health, and pickup data across one store or an entire restaurant group.



Low-Cost Deployment

Engineered for unmatched unit economics and an asset-light deployment model.



Fast Deployment Timeline

Optimized for rapid manufacturing, custom wrapping, and market deployment without heavy buildout requirements.



Simple Store- Level Maintenance

Built with isolated smart locks and standalone hardware layers so partners can handle basic maintenance locally without technician dependency.

STANDARDIZE PICKUP. PROTECT MARGIN. CONTROL THE LAST 10 FEET.

SELECT HARDWARE

designed to match your brand



SILVER
Electronic Smart Lock

\$



BLACK
Electronic Smart Lock

\$



BLACK & SILVER
Electronic Keypad Lock

\$



BLACK
Digital Premium Locking Floor Stand
Kiosk

\$



WHITE
Digital Premium Locking Floor Stand
Kiosk

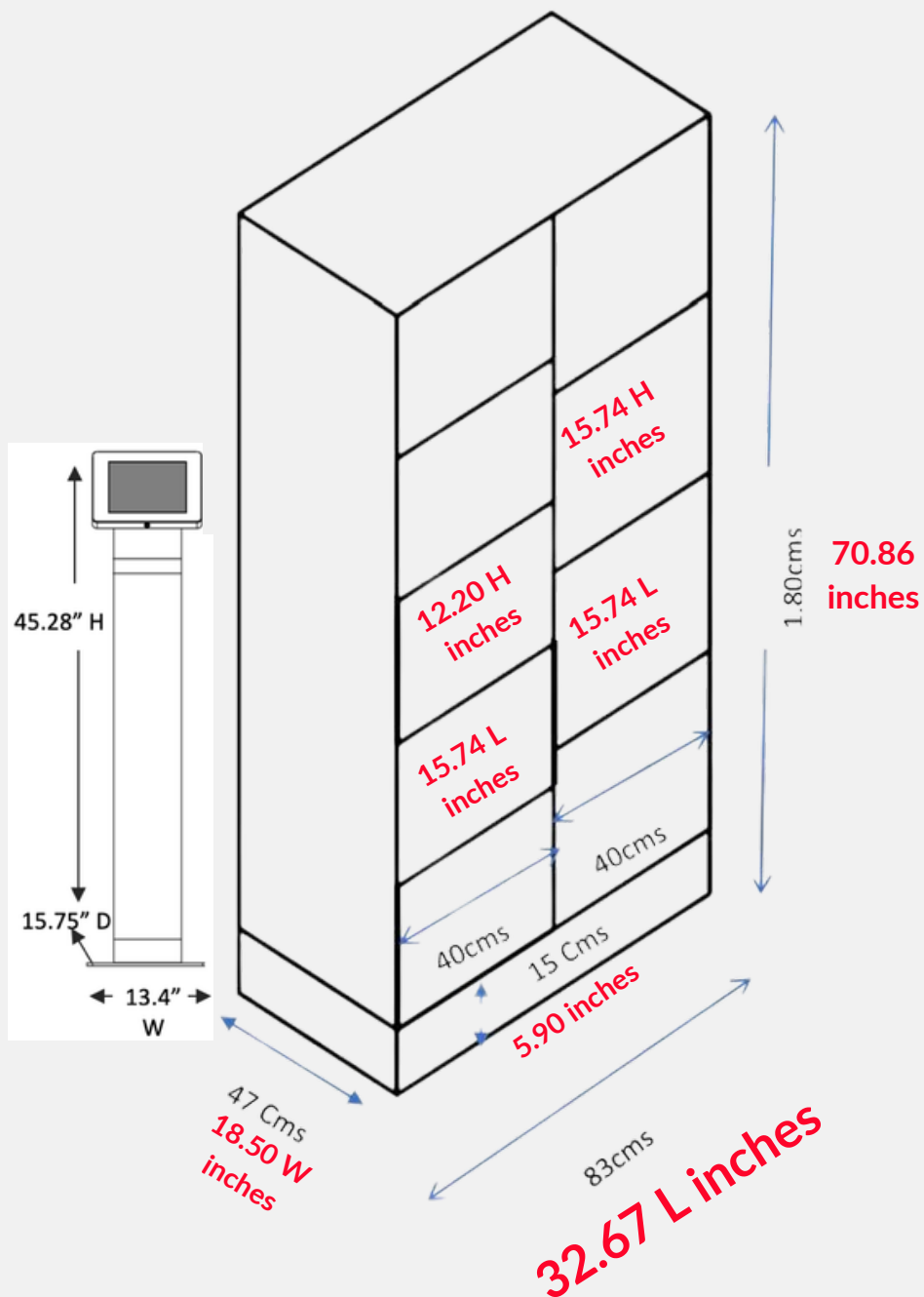
\$



SILVER
Lenovo Tab M10 or greater

\$

DIMENSIONS



Materials:

57% Salt
43% Petroleum
and Polywood

Weight: 90 LBS



100%
Recyclable &
Upgradable

V3