

# SousChef





# 5.319mln

tons of food waste every year

# 12

kg of food every year for each person

# 45%

of this waste is due to inefficiencies

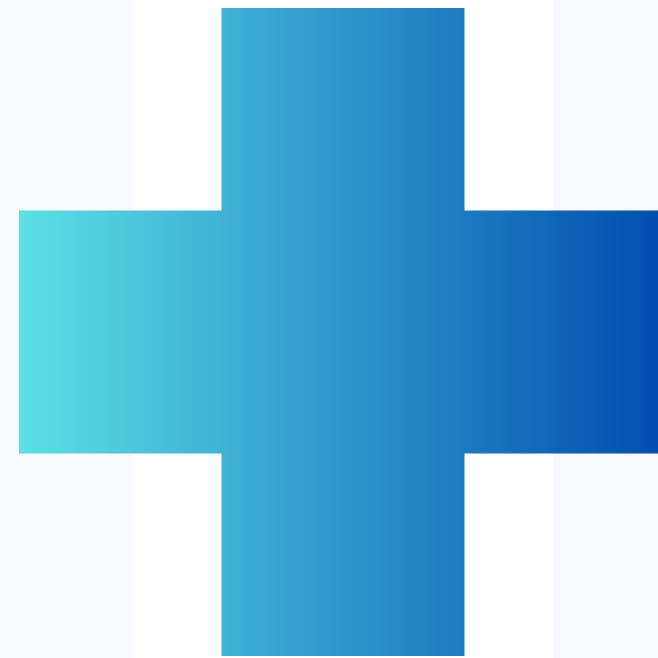
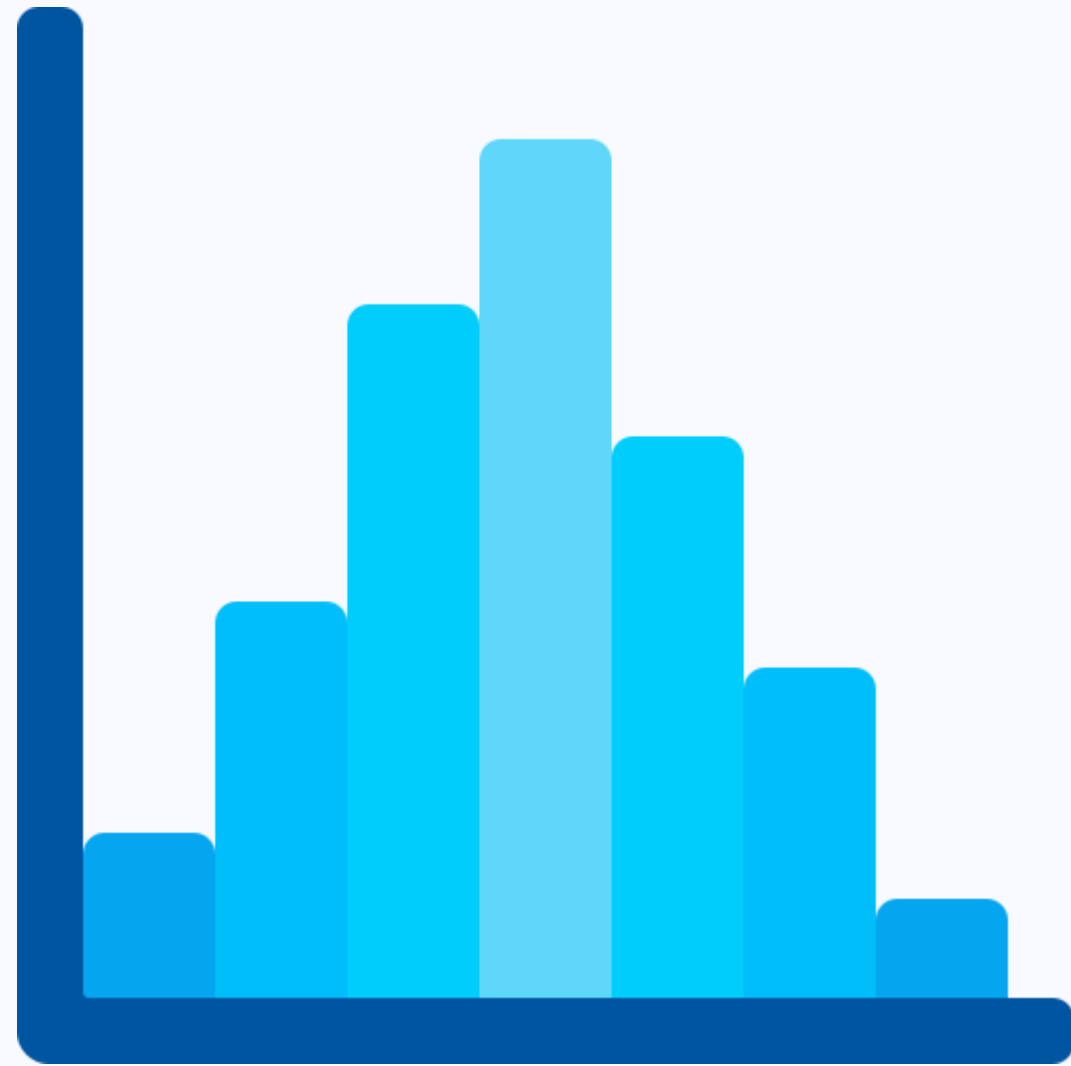
**Monitor** your processes

**Find** inefficiencies

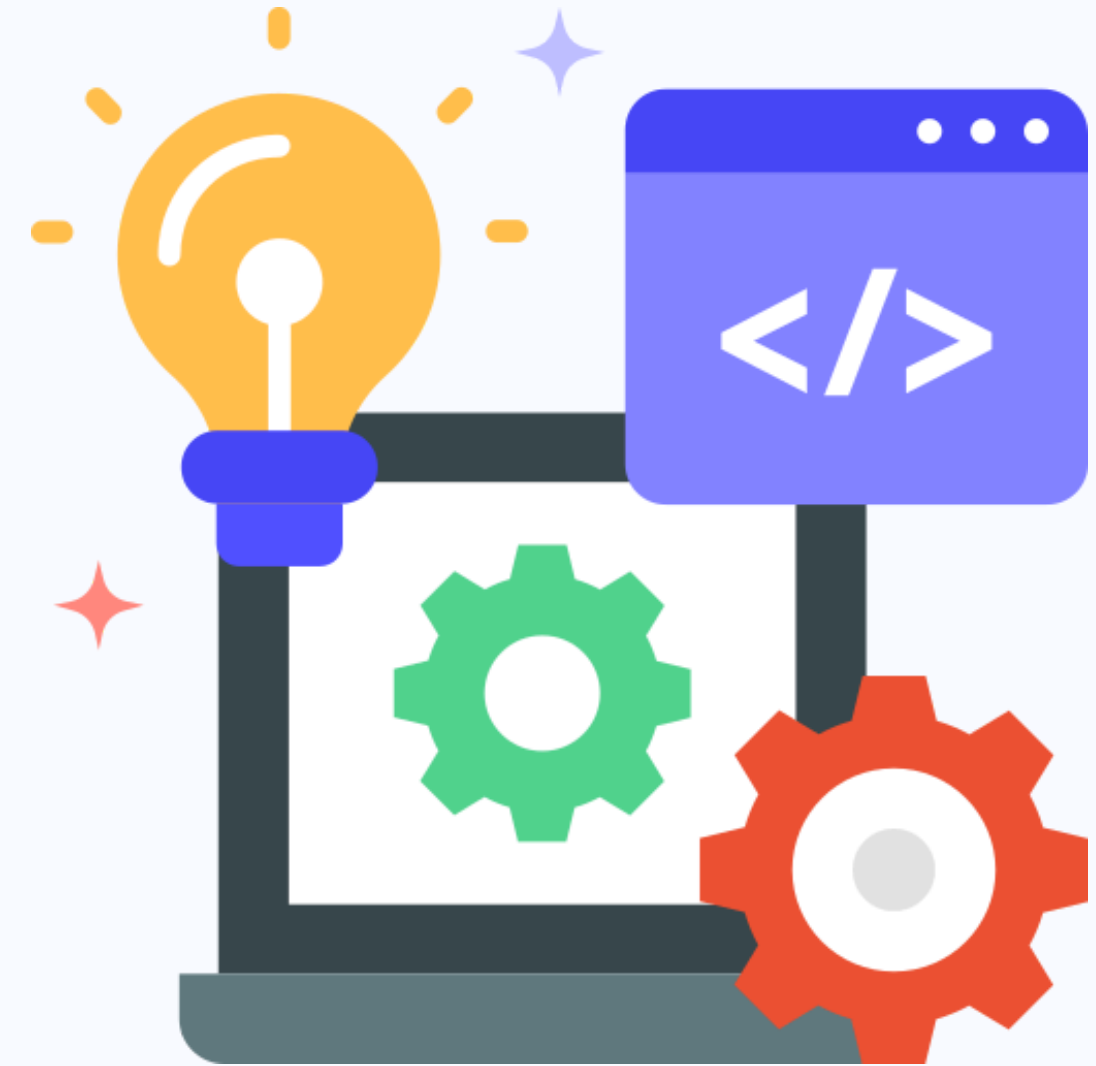
**Fix** them!



# Optimizer



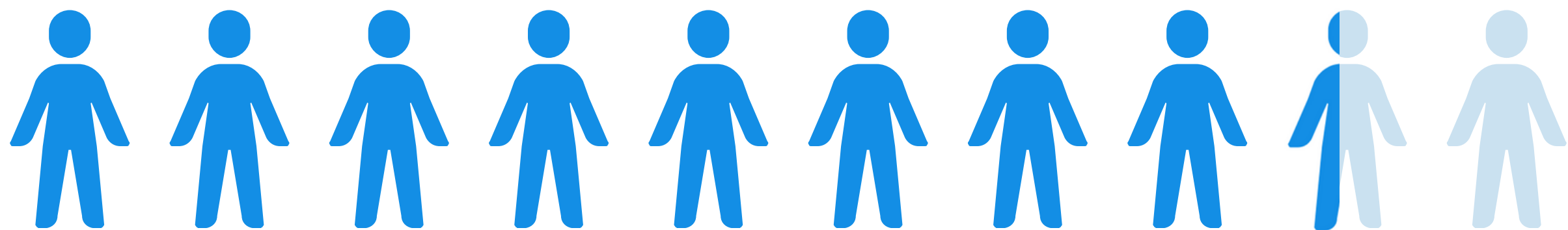
# Management software





[Check out our prototype!](#)



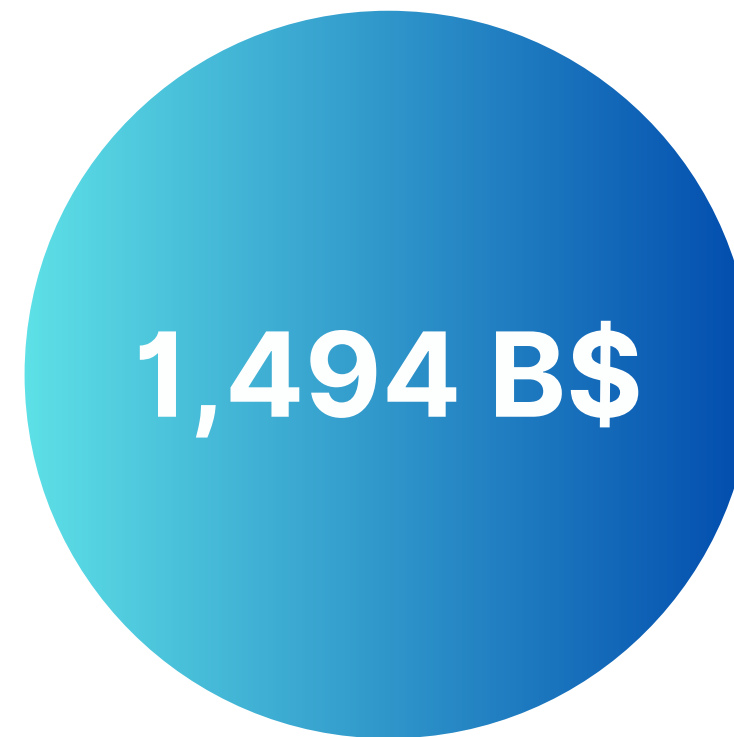


83%





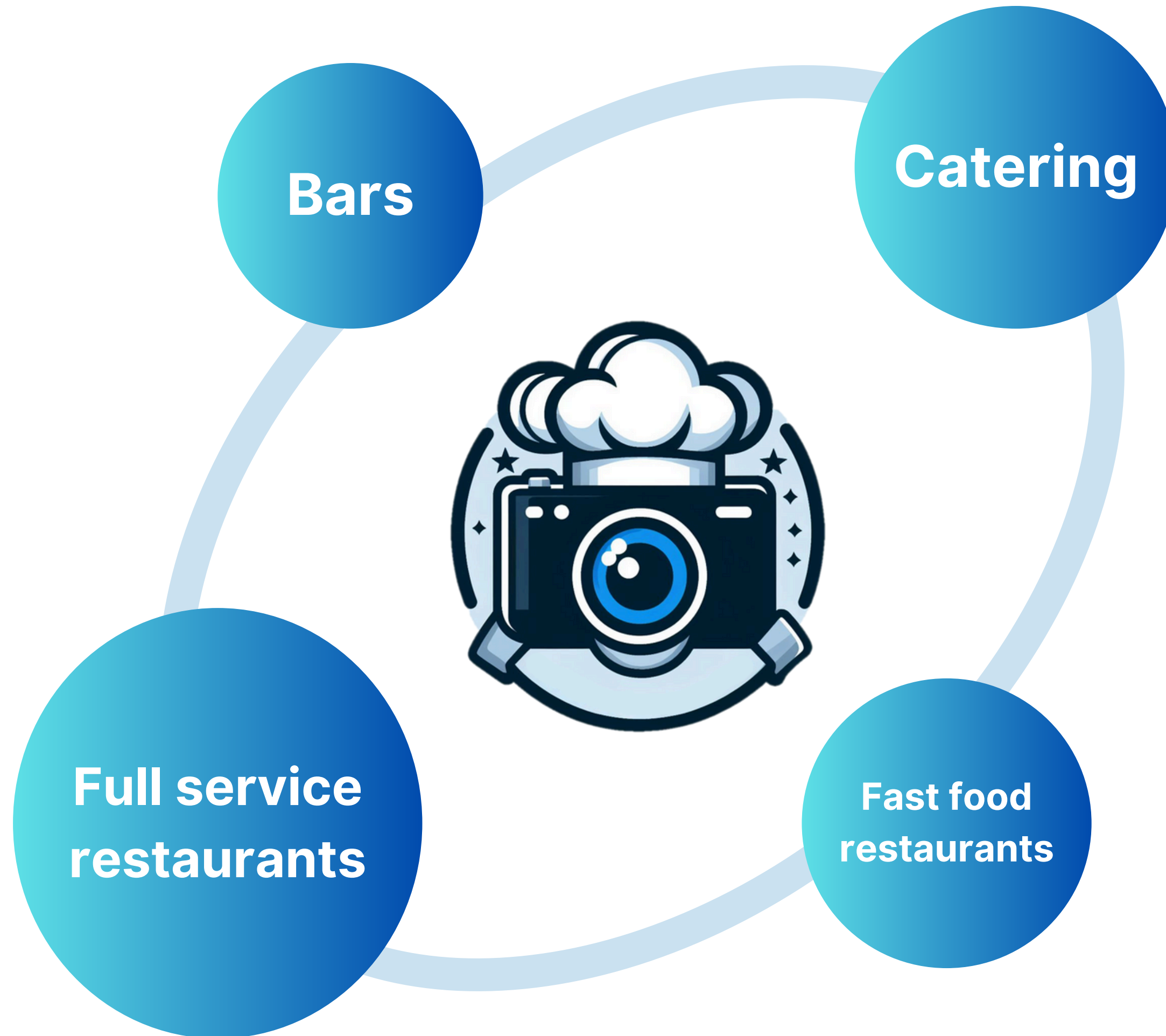
TAM



SAM



SOM





# Thank you!



Visit our website

**TAM**

Restaurant management  
software

**4,98 B\$**

**SAM**

Full-service restaurant  
management software

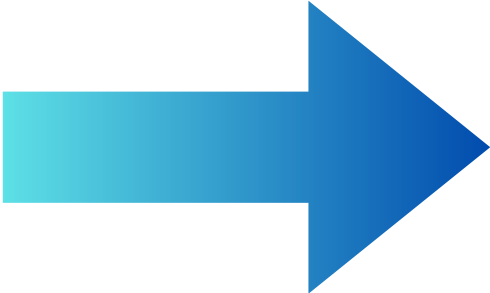
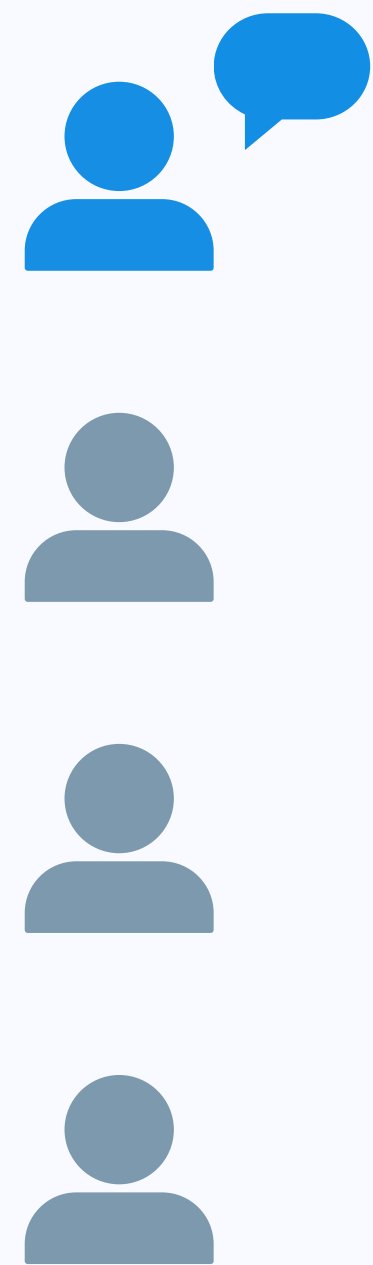
**1,494 B\$**

**SOM**

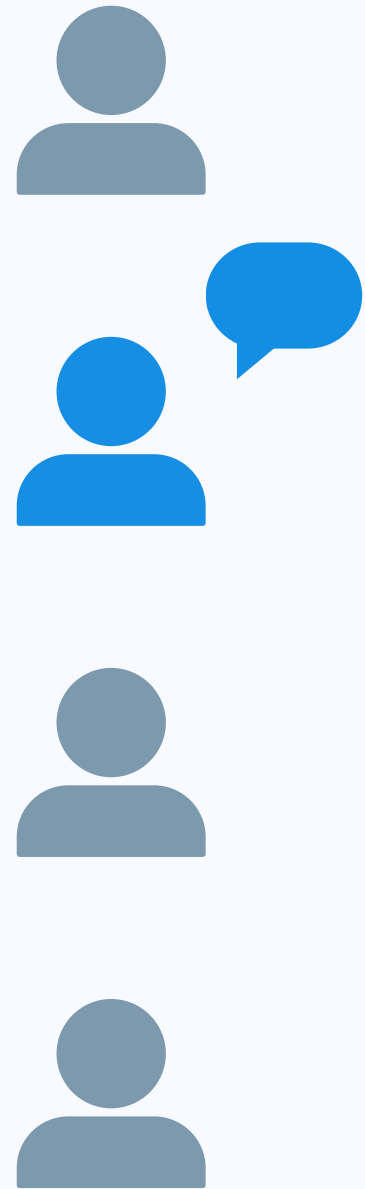
$$\frac{59 \text{ B\$}}{975.4 \text{ B\$}} = 6,04\%$$

$$6,04\% \times 4.4 \text{ M\$} = \mathbf{266.010,86 \$}$$

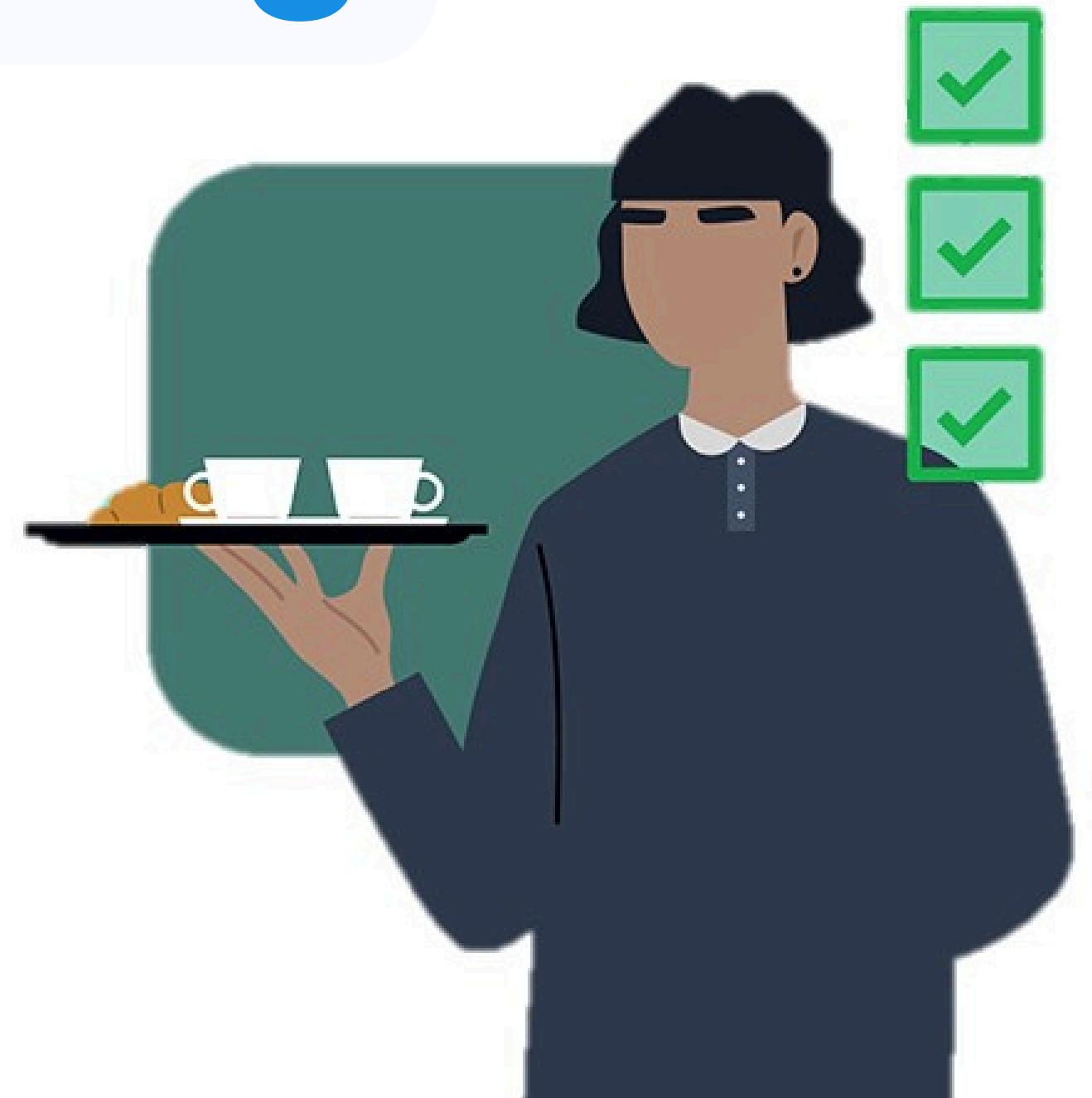
# Evidences



# Evidences



## Staff Training



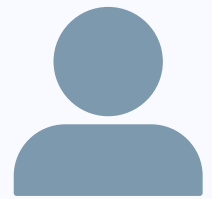
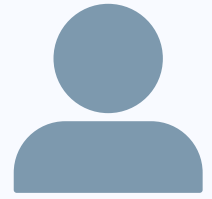
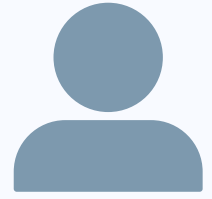
# Evidences



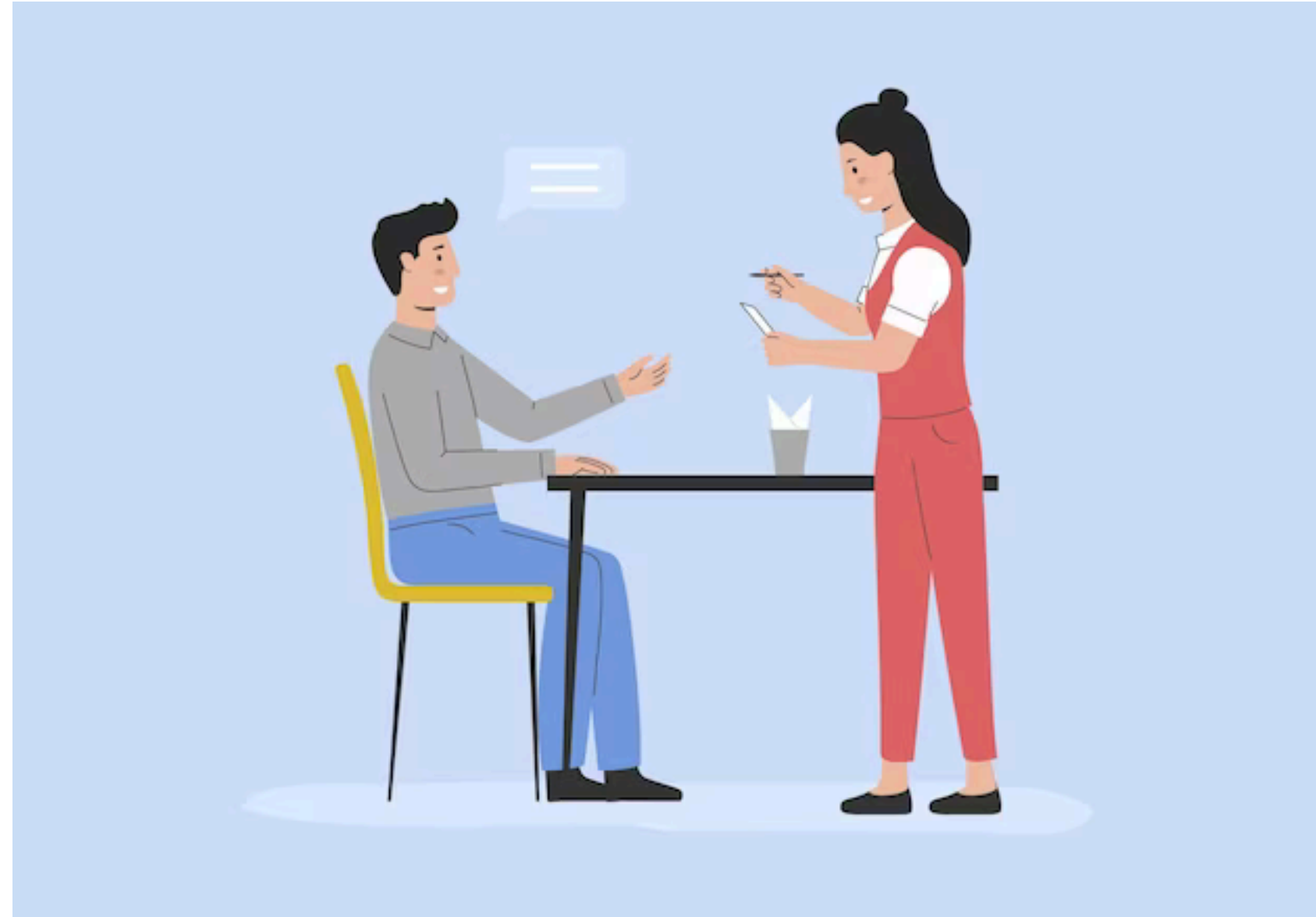
## Organization & Task Division



# Evidences



## Pre-Order





### Key Partners

- Computer vision technology providers
- Universities and research institutes

### Key Activities

- Software development and maintenance
- Continuous feature updates
- Customer support and training
- Marketing and sales

### Value Proposition

- Enhance operational efficiency through Computer Vision
- Increase awareness of the optimal amount of food to be prepared
- Improve staff performance
- Minimize food waste
- Decrease the impact of raw material costs on profit

### Customer Segments

- Restaurant chain managers
- Restaurant owners
- Medium sized independent restaurants
- Restaurateurs interested in reducing food waste and improving operational efficiency

### Key Resources

- Technical and Development Staff
- Computer Vision Technology
- Software Platform
- Consultancy Staff
- Databases for reservation forecasts

### Customer Relationship

- Training services
- 24/7 customer support
- Online support platform and community forum
- Intermediary for technical support between the customer and the Computer Vision system provider

### Cost Structure

- Software development and maintenance costs
- Salaries for technical and support staff
- Marketing and customer acquisition expenses
- R&D investments
- IT infrastructure costs (servers, PCs, etc.)

### Revenue Stream

- Initial Subscription & Installation
- Annual Subscription
- Upsell of advanced modules or features
- Additional consultancy services

### Channels

- Industry trade shows and conferences
- Company website and e-commerce
- Direct sales through the sales team