Introduction (30-45 seconds)

**COVID – 19 Impact**

**Economic [[1]](#footnote-1)**

* GDP plunged 7 per cent in the June quarter, more than three times the previous biggest fall of 2 per cent in 1974
* Household expenditure fell 12.1 per cent
* With fewer places to spend money the household saving rate jumped from 6 to 19.8 per cent

Social

* Mandatory lockdowns
* Social distancing
* Travel restrictions

Impact on Hospitality sector

* Turnover reduced by 90% at the peak of pandemic in worst hit areas
* 40-50% reduction in yearly profits

Inspiration (30-45 seconds)

* Role IT plays after every major disaster
* GFC and rise of ridesharing and ordering applications such as UberEATS
* By now the impact of this pandemic is abundantly clear, the focus is on rebuilding every sector of economy but most significantly, come up with innovative ideas to generate a sustainable social and economic environment which is conducive to growth, create safe operating environment, so that our collective ecosystem doesn’t collapse under the weight of future recurring COVID outbreaks or other contagions.
* COVID clusters at hospitality venues

Meet Team 24’s SmartOrder® (90 seconds)

Integrates;

* Online booking system
* Sign in when patrons arrive at the venue
* Contactless ordering
* Chatbot which provides venue specific information on dishes containing food allergens and caters for specific dietary requirements.
* Safe contactless payment

Reduces unnecessary contact with the hospitality staff

Creates safe working environment for hospitality workers

Benefits hospitality business owners

* Reduces staffing costs
* Promotes safe work practices
* Creates safe environment where patrons enjoy all aspects of their social interactions with their friends and family in hospitality venues without having to interact with minimal interactions with the staff.
* By reducing the interactions with the staff, it reduces the likelihood of spreading the contagion.

Interviews with key stakeholders (90 seconds)

* Consumers
* Staff
* Business owner

**Key Facts and information for potential investors** (60-90 seconds)

* Product price
* **Market research data** (100 hospitality business owners interviewed, 85% would consider buying the product)
* **Consumer sentiment** (100 consumers interviewed, 80% would attend the venues that adopt total contactless ordering and delivery within establishment).
* **Competitor analysis** – How many similar products are available in the local market, what are the similarities and what sets our product apart from our competitors.

1. https://www.abc.net.au/news/2020-09-02/australian-recession-confirmed-as-economy-shrinks-in-june-qtr/12619950#:~:text=Key%20points%3A,6%20to%2019.8%20per%20cent [↑](#footnote-ref-1)