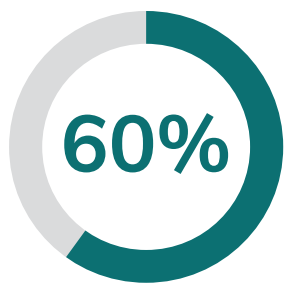


The Off-Premises Dining Evolution

NAVIGATING AND THRIVING IN TODAY'S CONVENIENCE CULTURE

Consumers' on-the-go lifestyles and need for convenience are forcing foodservice operators to look beyond the walls of their establishments and consider how off-premise opportunities can help them capture more sales. As a result, operators are setting their sights on everything from delivery to takeout, catering, pickup, drive-thru and more. But, the question of how to navigate this tremendous opportunity still remains for many.

CONSUMERS ARE HUNGRY FOR CONVENIENCE



of consumer restaurant occasions now occur off-premises

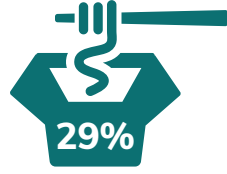
Percent of consumers utilizing off-premises more often than a year ago



Drive-thru



Delivery



Takeout



FOODSERVICE OPERATORS ARE TAKING NOTICE OF THIS BILLION DOLLAR OPPORTUNITY

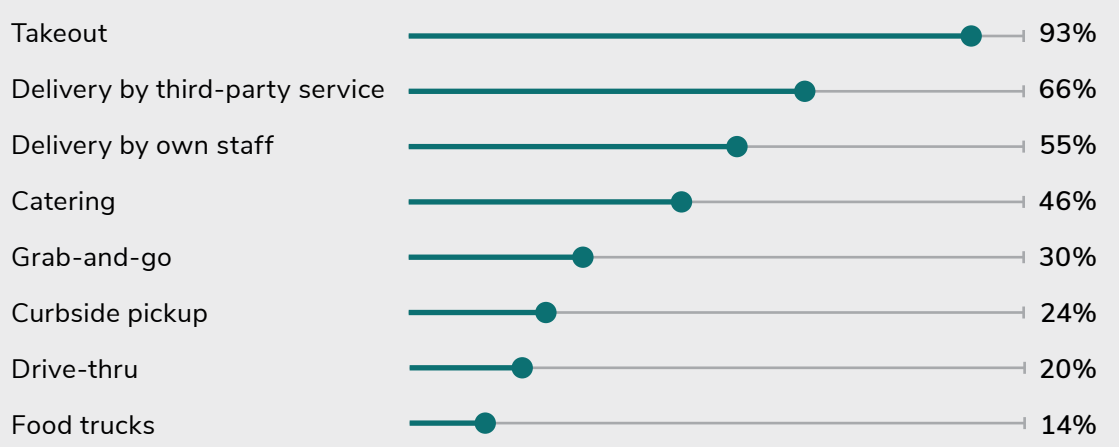


Off-premises sales account for 38% of restaurant sales, or **\$198.7 billion.**

78% of operators say off-premises programs are a strategic priority

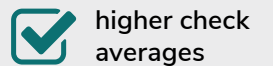
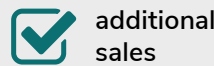
Popular off-premises formats

Percent of operators that utilize



Off-premises benefits

Operators that have incorporated off-premises options say they are benefiting from:



NAVIGATING OFF-PREMISES DINING

Foodservice operators are jumping at the opportunity to capitalize on this shift in consumer dining behaviors. However, not all are victorious. A successful off-premises strategy involves careful planning across front, middle and back-of-the-house operations. Only then will customers receive the quality and experience they expect and demand.

Strategic planning

How will off-premises opportunities impact your operations in these areas?



Food prep



Staffing



Training



Packaging



Equipment



Inventory planning



Ordering technology



Payment solutions



Automation and efficiency



Transportation and delivery

EQUIPPED FOR SUCCESS

The right foodservice equipment can make all the difference in how well an off-premises program performs. Depending on what you're looking to achieve, Hatco has equipment solutions to help you deliver on a range of off-premises goals.

[Click on a button below to learn more.](#)

SOURCES: National Restaurant Association and Technomic, *Harnessing Technology to Drive Off-Premises Sales*, 2019. Restaurant Business Online, *The Off-Premise Evolution*, Dec. 2018.



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