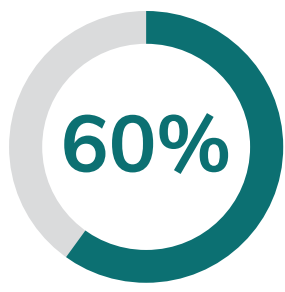


# The Off-Premises Dining Evolution

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

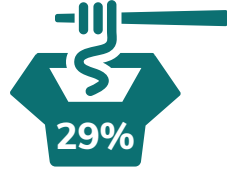
Percent of consumers utilizing off-premises more often than a year ago



Drive-thru



Delivery



Takeout



## FOODSERVICE OPERATORS ARE TAKING NOTICE OF THIS BILLION DOLLAR OPPORTUNITY

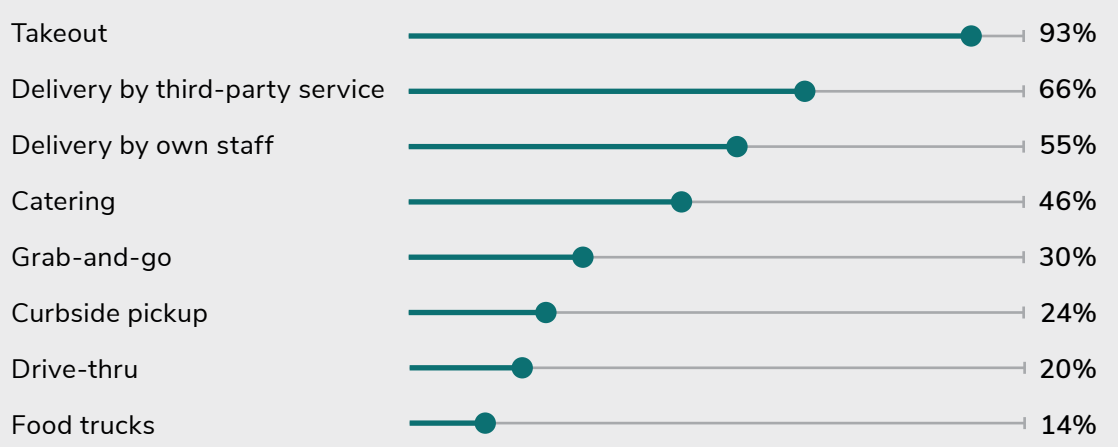


Off-premises sales account for 38% of restaurant sales, or **\$198.7 billion.**

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

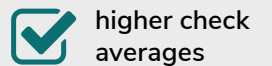
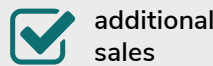
### Popular off-premises formats

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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