



ENTERPRISE  
DIGITALIZATION  
SOLUTION

# SOLUTION PROPOSAL



# GREETING

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KAS is the leading developer and provider of digital transformation solutions for the Retail, F&B và Hospitality. KAS key personnels have more than 20-year seniority in the field of software development, management solution consultation for enterprises.

KAS has successfully deployed to many chains of restaurants, coffee, fastfood, hotel, bars, spas and retail system in general. Currently, more than 2000 customers are active on KAS system.

KAS has successfully connected with 3rd party delivery partners: Grabfood & Now; payment partners: Vnpay, Zalopay, Smartpay, Momo; delivery partners: Ahamove, GrabExpress; and other well-known accounting systems and electronic invoices partners in Vietnam.



ENTERPRISE  
DIGITALIZATION  
SOLUTION

# AGENDA

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## | SOLUTION PROPOSAL FOR HAIDILAO HOTPOT

1. Solution overview
2. Centralized management system
3. Cashier at branch
4. Order at table
5. Order from distance
6. Processing management
7. Management via Smartphone

## || About KAS

1. Implementation procedure
2. KAS project
3. Contact





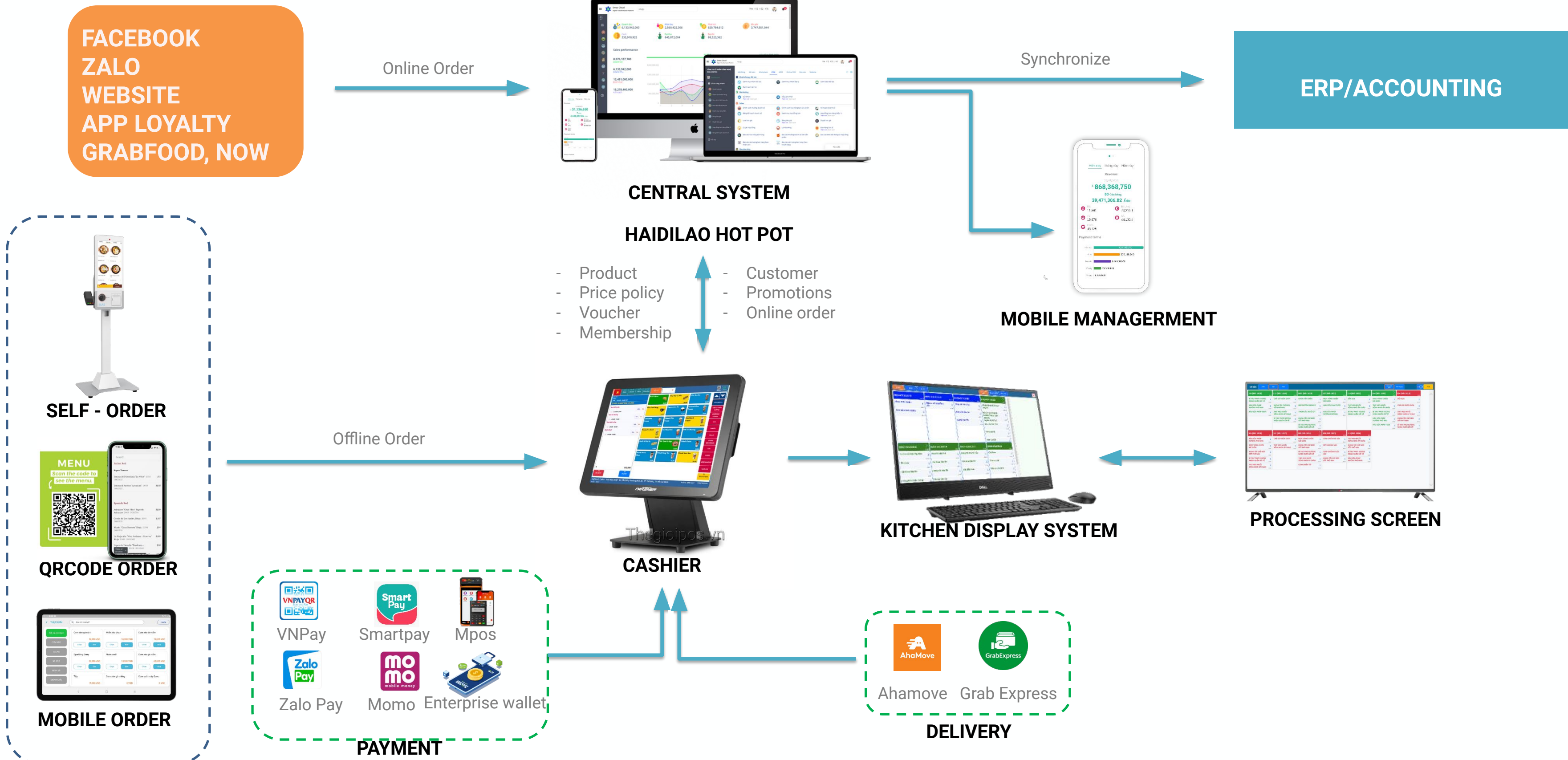
# ENTERPRISE DIGITALIZATION SOLUTION

## SOLUTION PROPOSAL



# 1. SOLUTION OVERVIEW

## SMAC SYSTEM



# 1. SOLUTION OVERVIEW

## SMAC SYSTEM



### Central system

- Process data
- Provide data
- Connect system
- Authenticate system
- Process reports



- Handle bills
- Process payment
- Record revenue
- Synchronize data
- Control revenue

FACEBOOK  
ZALO  
WEBSITE  
APP LOYALTY  
GRABFOOD, NOW

### Online Order

- Handle professional skills
- Perform procedure
- Management report
- Analytical reports
- Sales report



### Offline Order

- Handle sales
- Perform procedure
- Synchronize data



### KDS

- Handle processing
- Coordinate processing
- Synchronize data
- Manage report

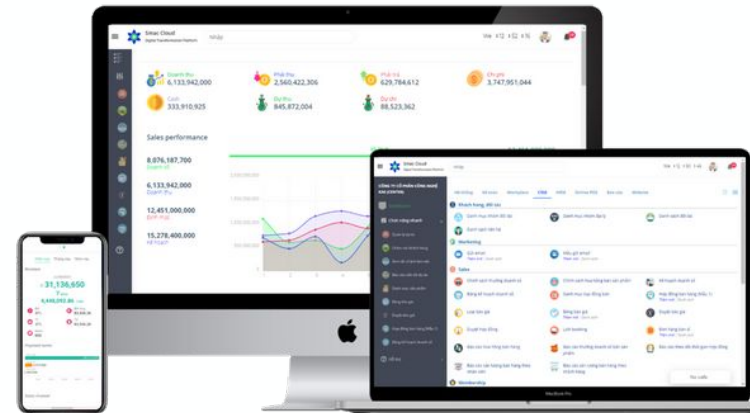


### Smac mobile

- Manage report
- Perform procedure
- Handle tasks

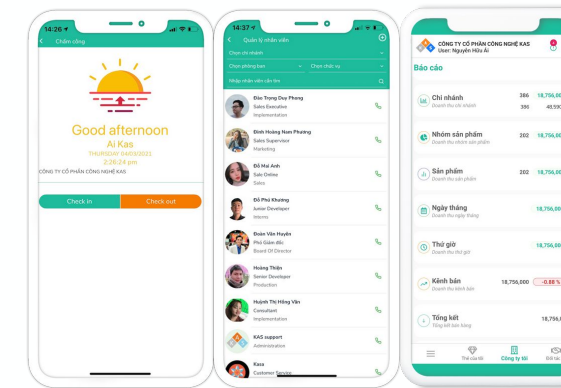
# 2. CENTRALIZED MANAGEMENT SYSTEM

## SMAC CLOUD



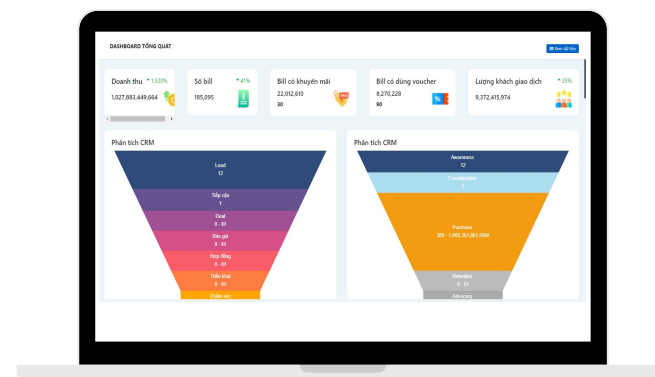
**SMAC CLOUD**

- Centralized and online system, run on all web browsers, iOS and Android
- Easily connect with other API applications
- 5 languages available: Vietnamese, English, Chinese, Japanese and Korean. Other languages can be selected



**HRM**

- Manage and access to employee data via an organized and secured database at central system.
- Flexibly organize work shifts: fixed shift, flex shift, split shift and rotating shift.
- Evaluate KPI and manage employee salary of all branches.



**CRM**

- Digitalize customer data
- Customer support at multi-channels
- Communicate with customers from multi-channels at one place
- Understand customers
- Build membership policy
- Issue membership card
- Intuitively measure by dashboard and pipeline



**INVENTORY**

- Inventory management of all branches
- Inventory management (Stock-in, stock-out, inventory)
- Goods expiry date management
- Processing and manufacturing management
- Material consumption management
- Calculate material needs
- Receive order from branches
- Coordinate order to branch



# 2. CENTRALIZED MANAGEMENT SYSTEM

## SMAC CLOUD

STT	Cấp mã	Mã hàng	Tên hàng	Đơn vị	Giá gốc	Giá ưu đãi	Thời gian áp dụng
1	01	000001	Sản phẩm A	kg	10000	9000	01/01/2020 - 31/12/2020
2	01	000002	Sản phẩm B	kg	20000	18000	01/01/2020 - 31/12/2020
3	01	000003	Sản phẩm C	kg	30000	27000	01/01/2020 - 31/12/2020
4	01	000004	Sản phẩm D	kg	40000	36000	01/01/2020 - 31/12/2020
5	01	000005	Sản phẩm E	kg	50000	45000	01/01/2020 - 31/12/2020
6	01	000006	Sản phẩm F	kg	60000	54000	01/01/2020 - 31/12/2020
7	01	000007	Sản phẩm G	kg	70000	63000	01/01/2020 - 31/12/2020
8	01	000008	Sản phẩm H	kg	80000	72000	01/01/2020 - 31/12/2020
9	01	000009	Sản phẩm I	kg	90000	81000	01/01/2020 - 31/12/2020
10	01	000010	Sản phẩm J	kg	100000	90000	01/01/2020 - 31/12/2020

**PRICE POLICY**

- Price table applies by branches, objects, time ranges and channels.
- Support promotions program in the system
- POS system synchronizes and automatically applies set-up policy



**WIFI MARKETING**

- Provide wireless internet access right to user and later use it as the channel to convey messages and promotions
- Collect users' information
- Control data of all branches



**VOUCHER – PROMOTIONS**

- Automatically issue voucher policy
- Manage voucher use status
- Automatically remind to use voucher when qualified.
- Set up membership policy
- Diversified promotion programs
- Automatically notify promotion program when qualified
- Allow to select promotions to apply



**CALL CENTER**

- Client can perform many outgoing and incoming calls at the same time
- Automatically generate ticket and divert to CSs
- Calls are recorded and saved automatically



# 3. CASHIER AT THE BRANCH

## SMAC POS



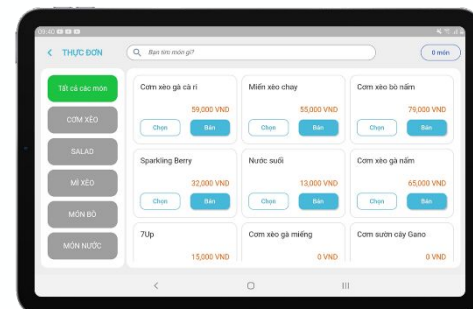
**SMAC POS**

- Manage area – table status
- Transfer order data to KDS system
- Issue VAT receipt, electronic invoices.
- Manage revenue and expenditure at store
- Clock-in and clock-out
- Sales report
- Operate online and offline



**HANDLE PAYMENT**

- Payment via electronic wallet: Momo, Zalopay, Smartpay
- Payment via payment gateway: Vnpay, Mpos
- Payment via membership card
- Payment via enterprise e-wallet



**MANAGE ORDER**

- Receive orders from order mobile application of waiters
- Receive orders from Qrcode order
- Receive order from Grabfood and Now
- Receive order from online channels: Web, App loyalty, Zalo and Facebook
- Manage handover dish status

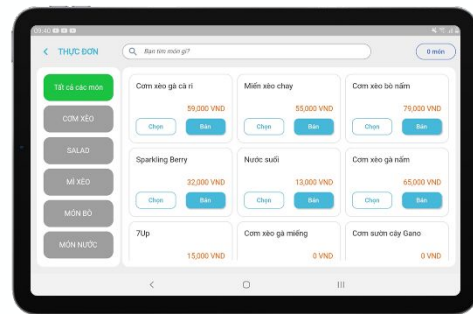


**MANAGE DELIVERY**

- Connect delivery partners: GrabExpress, Ahamove
- Control delivery fee by partner
- Request delivery service at POS

## 4. ORDER AT TABLE

### SMAC ORDER



## MOBILE ORDER

- Order for customer
- Design interface by brand recognition
- Operate by LAN system
- Setup permission right to each employee



## QR CODE ORDER

- Customer scan Qrcode at the table
- Order by electronic menu
- Order sent to cashier POS
- Interface built by brand recognition

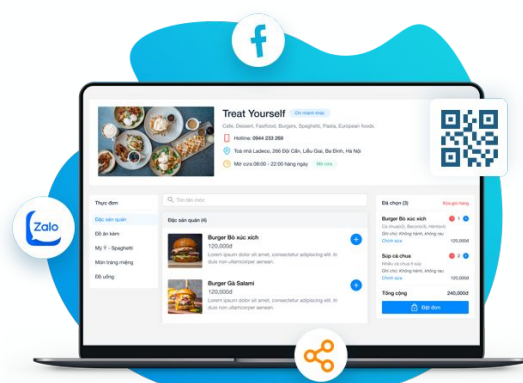


## SELF - ORDER

- Customer orders via self - order
- Design interface by brand recognition
- Operate by LAN system

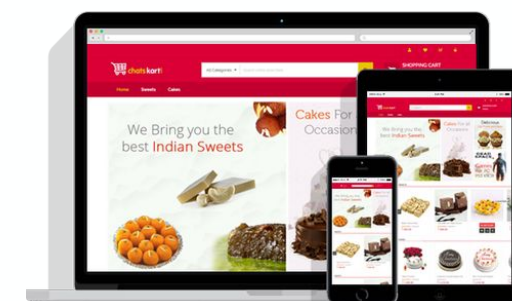
# 5. ORDER FROM DISTANCE

## SMAC 020



**ZALO, FACEBOOK**

- Membership registration
- Earn point
- Voucher
- Reserve table
- Track order
- Review
- Notification
- News
- Promotions
- Chat
- Call



**WEBSITE**

- Membership registration
- Earn point
- Voucher
- Reserve table
- Track order
- Review
- Notification
- News
- Promotions
- Live chat
- Call



**APP LOYALTY**

- Membership registration
- Earn point
- Voucher
- Reserve table
- Track order
- Review
- Notification
- News
- Promotions
- Live chat
- Call



**3<sup>rd</sup> App**

- Order via Grabfood
- Order via Now
- Order synchronized to POS

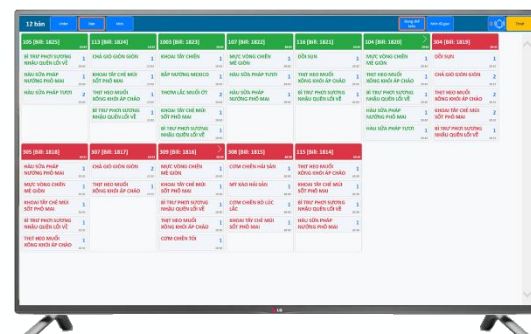
# 6. PROCESSING MANAGEMENT

## SMAC KDS



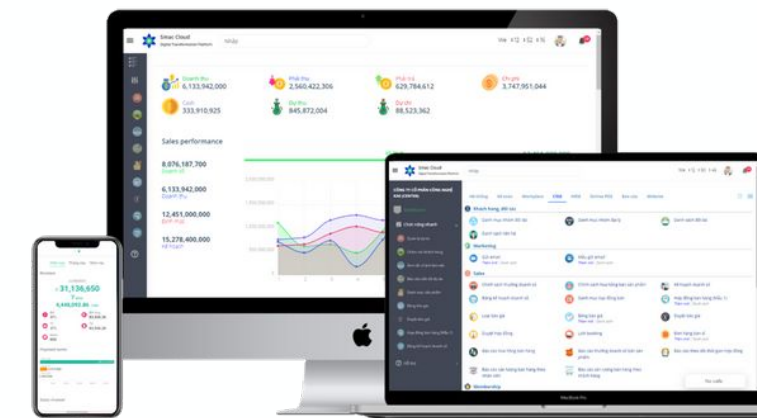
**FOOD CHECKER SCREEN**

- Manage dish by table, order, quantity
- Receive cancellation notification from POS and Mobile Order
- Prioritize processing dishes
- Request to re-process the dish
- Manage temporary stock
- Control processing time
- Notify employee when complete



**PROCESSING SCREEN**

- Automatically distribute dish by processing area
- Manage processing time
- Confirm to complete the dish



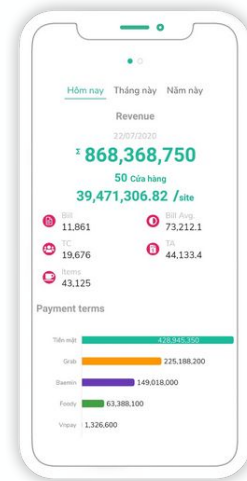
**HỆ THỐNG QUẢN TRỊ**

- Synchronize data to central system
- Overdue dish report
- Prioritized dish report
- Processing log report



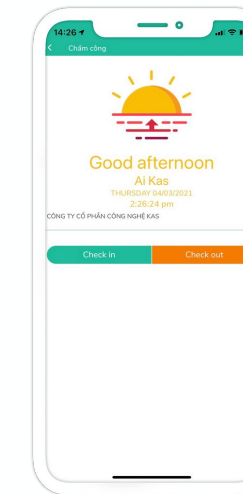
# 7. MANAGE VIA SMARTPHONE

## SMAC MOBILE



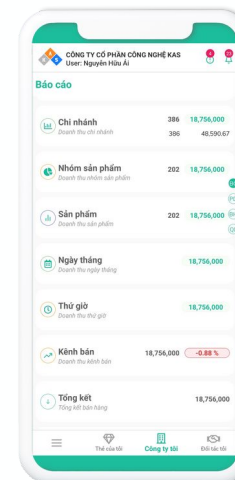
**REPORT**

- Control real-time data
- Capture business situation by branch
- Control area status by branch
- General dashboard of revenue



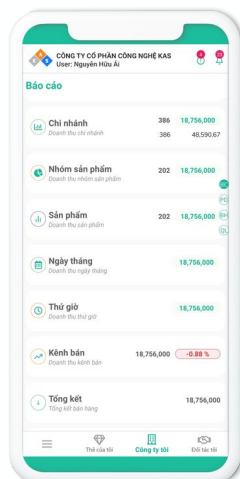
**PERSONNEL MANAGEMENT**

- Personnel management
- Check in
- Check out



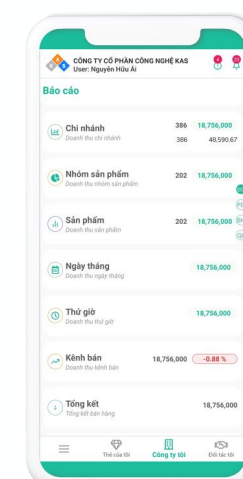
**TASK**

- Approve working schedule
- Approve absence request
- Approve payment



**APPROVAL**

- Manage menu and price
- Promotion, vouchers
- Update task



**INVENTORY MANAGEMENT**

- Manage inventory of all branches
- Stock-in
- Stock-out
- Internal order





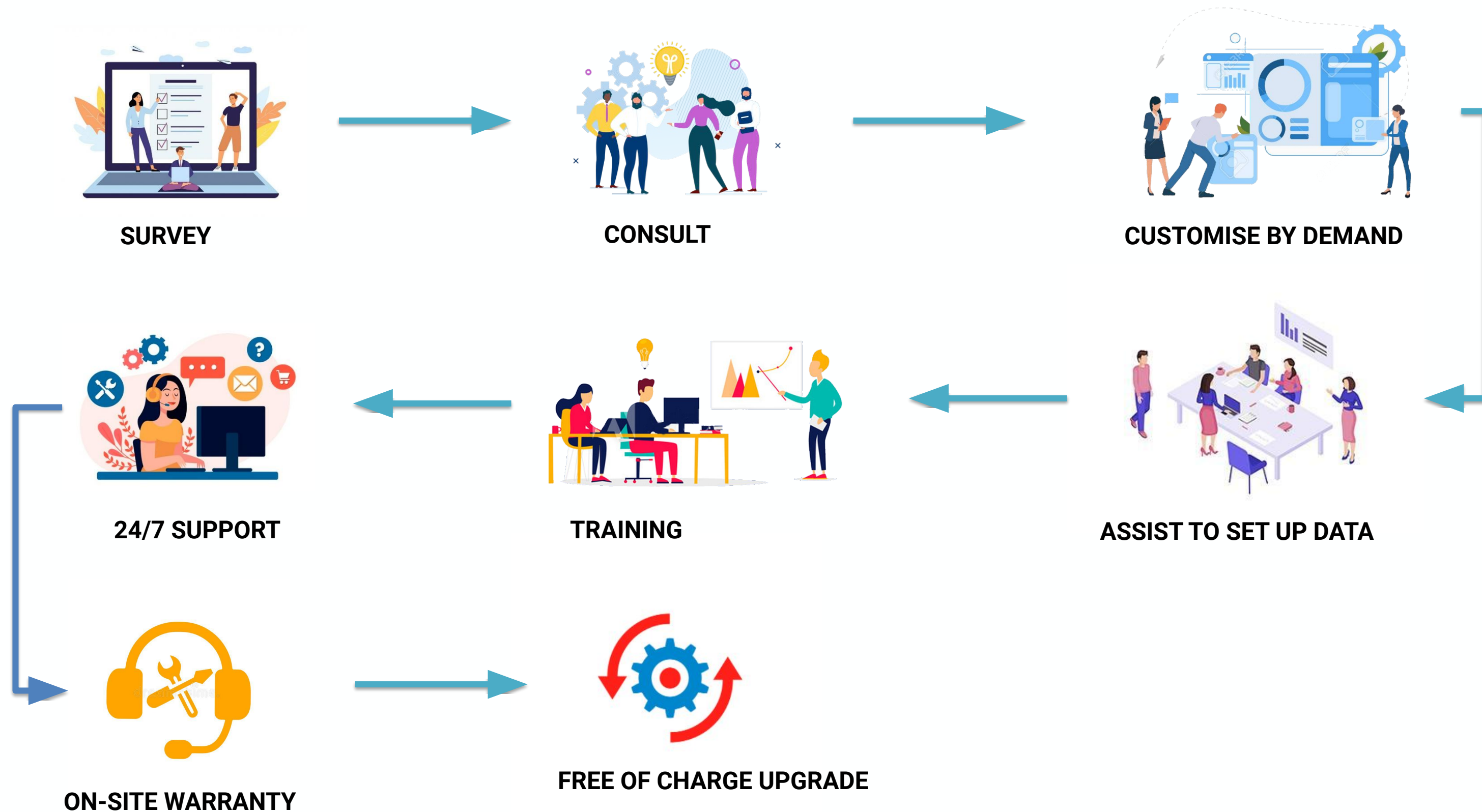
ENTERPRISE MANAGEMENT SOLUTION

# ABOUT KAS





# 1. IMPLEMENTATION PROCEDURE



## 2. KAS PROJECTS



**DAOHUA HOT POT**

- Smac Cloud: Total enterprise solution system
- Smac POS: Sales solution for F&B
- Mobile Order
- KDS
- Smac Mobile



**HONG KONG HOT POT**

- Smac Cloud: Total enterprise solution system
- Smac POS: Sales solution for F&B
- Mobile Order
- KDS
- Smac Mobile



**CHICKEN PLUS**

- Smac Cloud: Total enterprise solution system
- Smac POS: Sales solution for F&B
- Mobile Order
- App Loyalty
- Smac Mobile



**CƠM TẮM PHÚC LỘC THỌ**

- Smac Cloud: Total enterprise solution system
- Smac POS: Sales solution for F&B
- Website
- KDS
- Smac Mobile



## 2. KAS PROJECT



**VIVA STAR COFFEE**

- Smac Cloud: Total enterprise solution system
- Smac POS: Sales solution for F&B
- Mobile Order
- HRM
- Smac Mobile



**BITEXCO**

- Smac Cloud: Total enterprise solution system
- Smac POS: Sales solution for F&B
- **APIs with SAP and other OTA**
- Smac Mobile



**PAPAS CHICKEN**

- Smac Cloud: Total enterprise solution system
- Smac POS: Sales solution for F&B
- Zalo, Facebook
- Smac Mobile



**PAPAXOT**

- Smac Cloud: Total enterprise solution system
- Smac POS: Sales solution for F&B
- App Loyalty
- Website
- Smac Mobile

# CONTACT KAS



SMAC MOBILE



FACEBOOK



ZALO

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