| Feedback From: | Туре:             | Description:  | Evidence:   | Actions:  |
|----------------|-------------------|---|---|---|
| Customers      | Went well         | The majority of customers ordered additional menu items, like appetizers and deserts, besides dinner.   | Our survey showed that 82% reported buying appetizers and 70% ordered desert.   |   |
| Customers      | Went well         | Most customers signed-up for newsletter.  | 78% signed up for the newsletter on the tablet.   | Create a plan for newsletter marketing.   |
| Customers      | Needs improvement | Drinks were the least purchased menu item.  | 56% of customers reported purchasing drinks.  | Meet with Alex and to see how to better<br>promote drinks via in-tablet coupons and<br>marketing.   |
| Customers      | Needs improvement | Some customers experienced technical difficulties when using the tablet.  | <ul> <li>12% of customers experienced technical issues with their tablets.</li> <li>- "It was glitchy."</li> <li>- "It kept freezing but after the waiter did a reboot it was fine."</li> <li>- "It froze up a couple of times."</li> </ul>                       | Seydou to speak with the vendor regarding software updates and continued compatibility with POS.  |
| Customers      | Needs improvement | The majority of our customers stated not joing the Birthday Club.   | 84% reported not signing up for the Birthday Club.  | Improve the description of benefits for the membership and marketing.   |
| Customers      | Needs improvement | Only a little over half of the customers felt confident in making payments using the tablets.   | 66% of customers reported feeling confident in submitting their payment through a tablet.   | For safety concerns: See if we can give<br>customers the opportunity to use more secure<br>forms of payment like Apple Pay or Google<br>Wallet, which uses biometric information or<br>passwords to securely store and transmit credit<br>card numbers. |
| Customers      | Needs improvement | More than half of cutsomers waited longer than 15 minutes to be seated.   | <ul> <li>- 54% of customers reported waiting 15+<br/>minutes for their table.</li> <li>- 20% of customers reported waiting 11-15<br/>minutes for their table.</li> </ul>  | Brainstorm how to keep wait times to a maximum of 15 minutes.   |
| Project team   | Went well         | We got all the tablets installed and working at both locations on time.   | Retrospective meeting   |   |
| Project team   | Went well         | Vendor tasks were completed timely and communication was successful.  | Retrospective meeting- Peta: "Peta:the weekly calls with vendors helped us stay on track and clarify task dependencies."  | Peta will make a recommendation that they keep this cadence for the next series of rollouts.  |
| Project team   | Went well         | Also, the survey was able to capture<br>meaningful data, which shows that we listen to<br>our customers. Fortunately, the results indicate<br>that we met most of our customer satisfaction<br>standards. |   |   |
| Project team   | Went well         | Successful survey data collection.  | Survey Findings.  | Seydou will work with the designer to update<br>the content on the website and the tablets so it'<br>s clearer what the program is, what we're<br>asking, and how people can participate.   |
| Project team   | Needs improvement | Table turn time remained the same overall at both locaitons.  |   | 5, 1 3, 1 3 1 1 P 2 P 2 P 2 P 2 P 2 P 2 P 2 P 2 P 2   |
| Project team   | Needs improvement | Food orders were still incorrect and orders were sent back (less than before but still occuring).   | Zane (Kitchen Manager, North): "Tickets came<br>through at a good pace and were easy to keep<br>track of. But even though the ticket flow was<br>smooth, there were still orders that got sent<br>back. So, that's still an issue that needs to be<br>addressed." | Work with Carter, Zane, and Larrissa to work<br>on training to make food prep more accurate<br>and efficient. Seydou will see about technical<br>issues that may have affected ticket/order<br>accuracy.  |

| Project team | Needs improvement | Technical issues with tablets                                  | Seydou: " we discovered a few technical issues during the POS integration process. The good part is that we were able to address them quickly and get them fixed!" | Update tablet software and update process manual.  |
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| Project team | Needs improvement | Improve training by tailoring for locations.                   | Retrospective meeting  | For the next rollout, we want to do a better job<br>of understanding each location's history before<br>planning gets underway. That way we can<br>account for things we might need to address<br>ahead of time. Develop a more comprehensive<br>training session (possibly break the training up<br>into two parts). |
| Project team | Needs improvement | Need for improved time estimation for implementation of plans. | Seydou:"tablet implementation took just a little bit longer than we hoped. There was some vacation time that was unaccounted for"                                  | Plan training based on everyone's availability -<br>note for future task duration.   |
| Project team | Needs improvement | Staff capacity needs to be increased and role knowledge.       | Retrospective meeting  | House staff scale up their operations before the<br>main launch. Arrange meetings for BOH and<br>FOH staff to learn role functions and how they<br>fit into overall operations.  |