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**Helping Customers Increase
Profitability 10-15%**

Case Studies

The Envysion Solution

Envysion enables customers to increase profitability 10-15% by putting meaningful, but easy to use video and business intelligence into the hands of the entire company

Combine the power of video and business intelligence



Make it easy to use



Put it in the hands of more people, accessible from anywhere



Focus on profit impact

Video Intelligence



+

Business Intelligence



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How Envysion Delivers Financial Impact

Customers utilize Envysion's video and business intelligence service to better understand their business, eliminate exceptions, improve revenue and increase profitability

Manage Down Exceptions



- Tighter cash handling processes
- Reduction in fraud, theft, mistakes, discounting



Increase Number of Transactions and Average Amount



- Average receipt increases
- Lost transactions captured



Decrease, or Constant, Cost of Goods Sold



- Flat goods cost and labor leads to lower COGS percentage
- Longer term incremental COGS improvement from less shrink, better scheduling



Increase in Store-Level Profitability



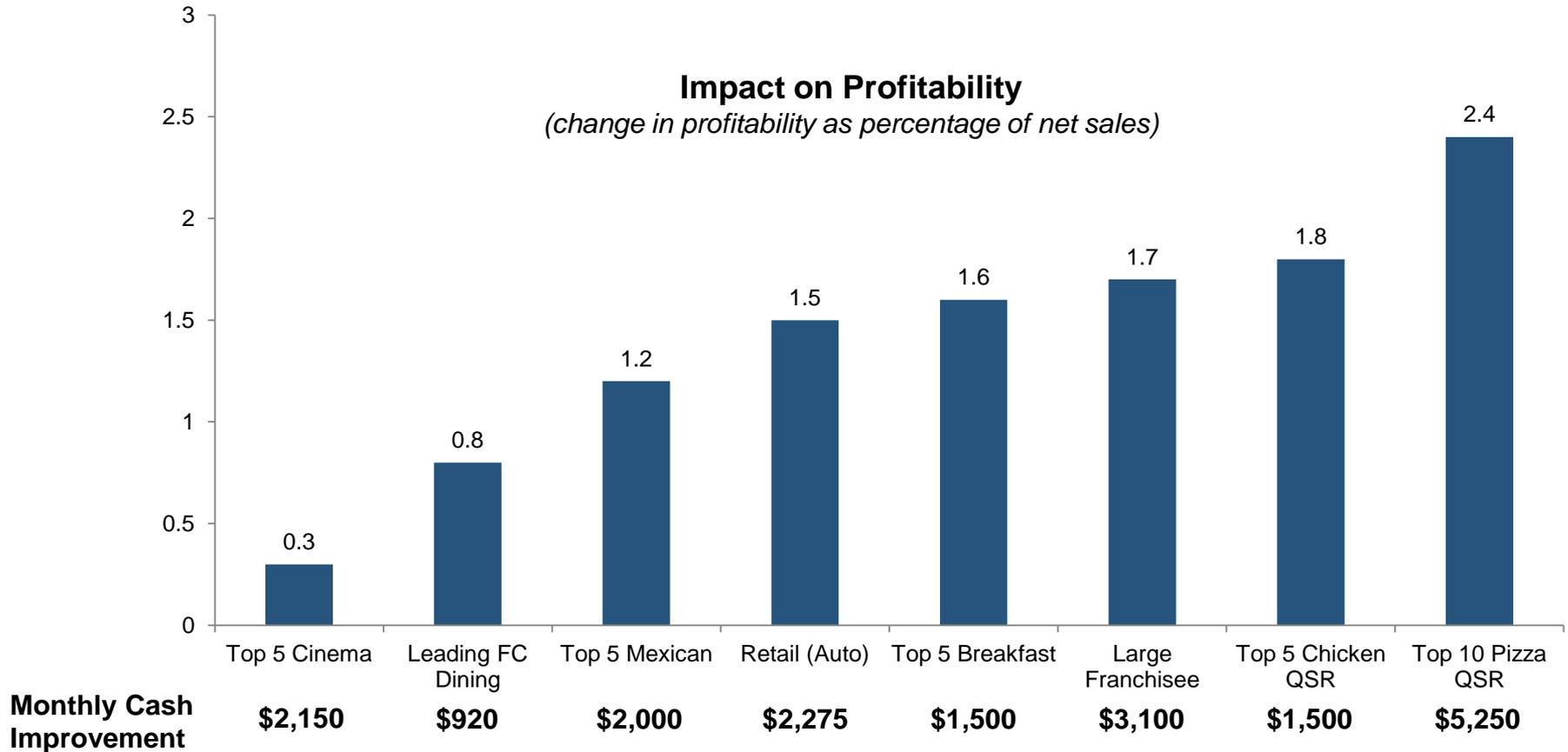
- Percent gross profitability increases

Beyond the near-term impact, customers realize additional financial benefit from longer-term improvements in sales and marketing, customer service, risk management, HR and training and security

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Actual Envysion Customer Results

Envysion customers typically realize 1-2% improvement in profit as percentage of net sales and thousands of dollars in net cash improvement per location



Note: All financial results measured and reviewed by customer's internal finance groups

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Case: Top Five Mexican Fast Casual



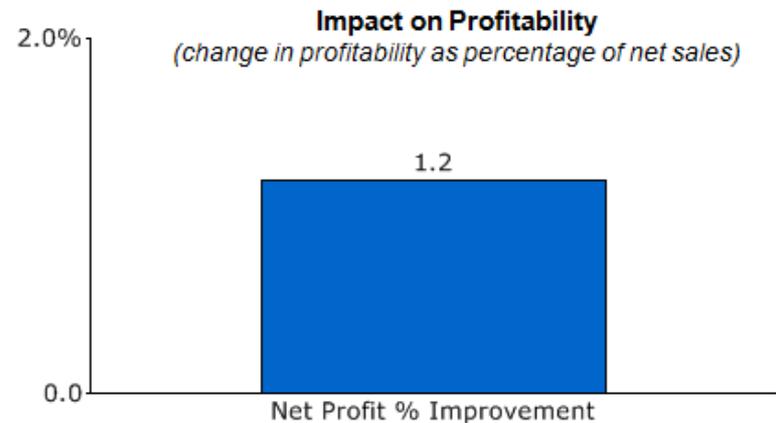
Customer Challenge

- Leading national brand with 1,000+ locations
- Sought to leverage video and business intelligence to improve loss prevention and operations
- Only had video in ~100 locations
- Minimal use of existing video, mostly reactively for store investigations
- < 20 people in organization used video

Envysion's MVaaS Solution

- Rolled out video to 1,000+ locations
- Custom exception reports & alerts developed and integrated into everyday management processes
- Loss prevention group develops and assigns video enabled 'audits' on weekly basis
- 1,200+ employees have access to video
- 300,000+ logins since roll-out

Results & Impact



- Cash impact of thousands of dollars per month per store
- 10+% overall profitability increase
- < 6 month payback for solution

Case: Top Five Cinema



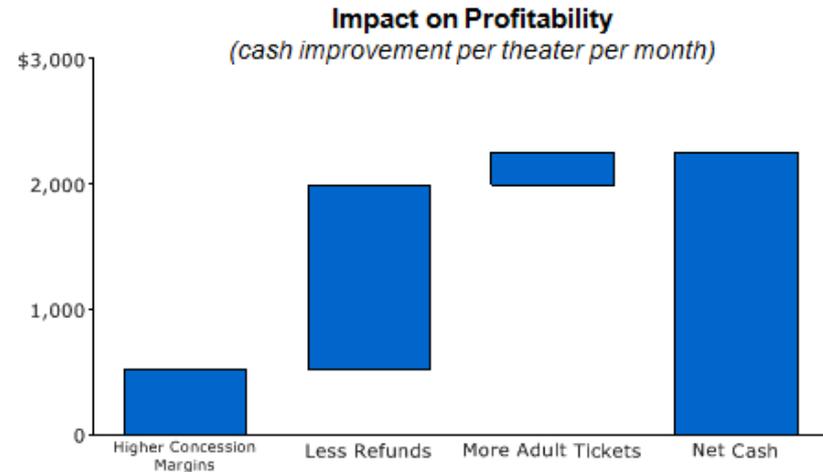
Customer Challenge

- Cinema leader with 100s of theatres and 1,000s of screens across the Americas
- Traditional DVR-based surveillance deployed to majority of theaters
- Video use was limited to on-site personnel and only used reactively for incidents
- Sought to link video to exception reporting and drive loss prevention

Envysion's MVaaS Solution

- Installed video in sub-set of theaters and measured performance during pilot to determine ROI
- Envysion & customer created customized set of robust exception reports
- Extended access to operations and loss prevention staff across regions
- Immediate impact driven by actionable video based business intelligence

Results & Impact



- \$2,150 cash per theater per month improvement
- Increased percentage of adult tickets sold
- Reduced ticket refunds
- Increased concession gross profits
- <6 month payback on solution

Case: Top Five Chicken QSR



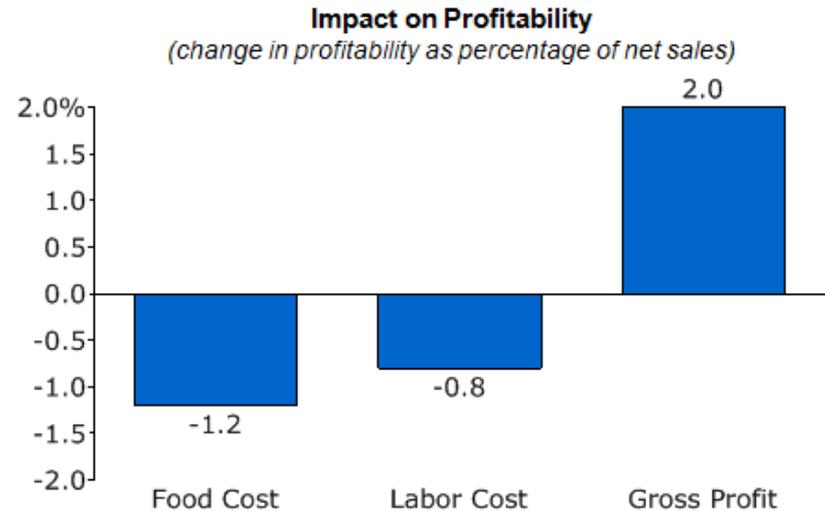
Customer Challenge

- Top 5 Chicken QSR concept
- 1,000's of locations around the world
- Limited use of video and exception reporting; interest in improving store level profitability
- Ease of use was critical for success

Envysion's MVaaS Solution

- Installed video in set of pilot stores and measured performance during pilot period to determine ROI
- Proactively leveraged video driven insight to drive down exceptions and behaviors found to impact profitability
- In addition to loss prevention, leveraged video for operational improvements and risk management

Results & Impact



- \$1,750 monthly cash impact
- Increased average check by \$0.23
- Return on Investment of 1,000+%
- Payback in 3 months
- Improvements across all measured exception metrics

Case: Large QSR Franchisee



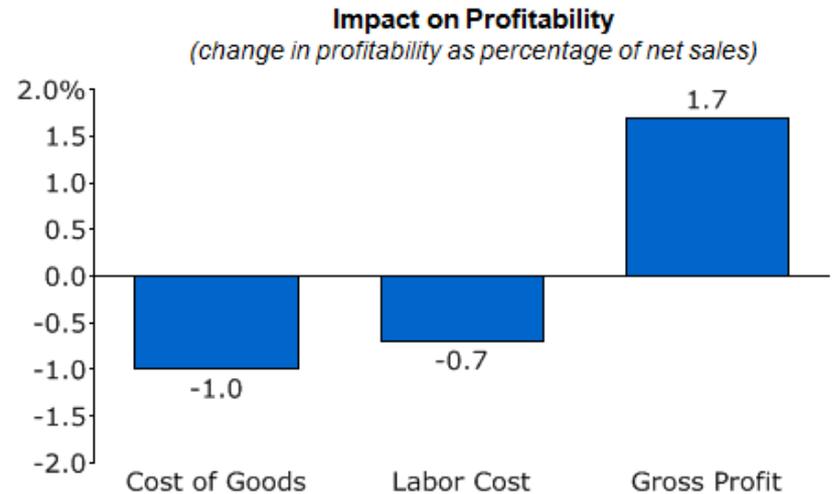
Customer Challenge

- 100 location QSR franchisee
- Lacked robust exception reporting and business intelligence capabilities
- Video only in a small sub-set of locations; used video reactively for security
- Required solution to be easy to use
- Examined a number of alternatives

Envysion's MVaaS Solution

- Utilized Envysion Insight in 5 pilot locations over a 3 month period
- Envysion developed customized exception reporting for concept based on best practices
- Operators and loss prevention found immediate opportunity to take profit impacting action
- Selected Envysion as video exclusive provider

Results & Impact



- Increased net profit an average of \$3,100 per month per restaurant
- Reductions in all key measured exceptions
- COGS declined as a percent of sales by 0.7%
- Payroll declined as a percent of sales by 1.0%

Case: Top Five Breakfast FC



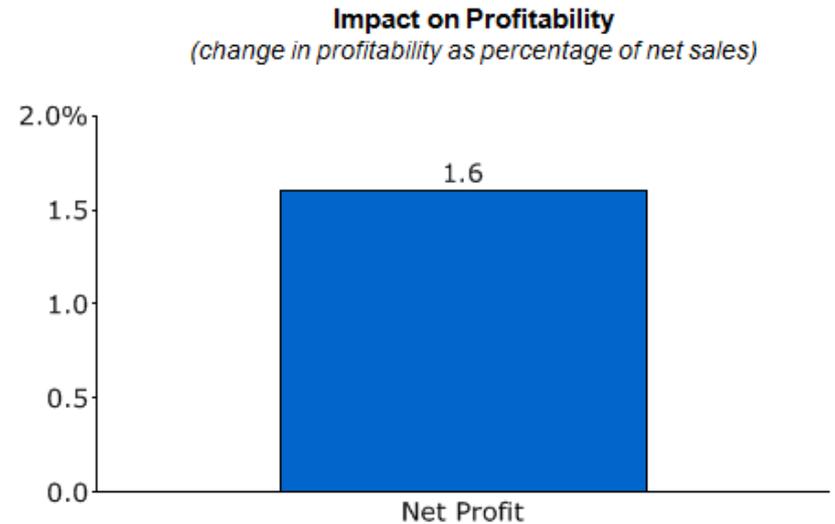
Customer Challenge

- Top breakfast/sandwich fast casual concept
- 600+ locations
- No video or business intelligence tools deployed
- Focused on store level profitability improvement
- Required solution to work effectively with constrained bandwidth and not strain IT network or organization

Envysion's MVaaS Solution

- Engaged Envysion for three month pilot to measure impact and ROI
- Developed set of custom exception reports and alerts to deploy across store and regional management team
- 100s of users trained and engaged to leverage video in everyday operations

Results & Impact



- \$1,500 cash improvement per store per month
- 5 month payback of service
- Deployed over 400+ locations in under three months
- ROI of 650+%

Broader Impact & Value

Envysion customers realize benefits of easy to use video across their organizations

Safety & Security

Create & promote a secure environment through video. Reduce crime rates through visible on-site video recording.



Loss Prevention

Extend the impact of Loss Prevention, cover more locations, support investigations and prosecutions, decrease travel time and reduce theft and waste



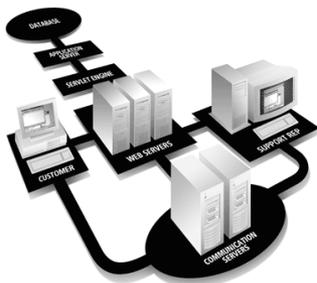
Operational Efficiency

Gain insight into operations that enables consistent execution on the brand promise and a positive customer experience



IT & Your Network

Easily administer, centrally manage enterprise-wide video that is bandwidth friendly and works automatically on most networks, without requiring significant IT support or management



Training & Human Resources

Diagnose issues and identify best practices, then save and share clips to deliver a richer training experience



Marketing & Brand

Gain unfiltered insight into the customer experience, quickly assess execution of marketing programs, and immediately understand demographics and buying patterns



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End Result is Enterprise Value Creation

Generating 10-15% profitability improvements across an enterprise rapidly translates to substantial total savings and results in significant enterprise value creation

Actual Envysion Customer Example:

Number of Locations	X	Cash Impact per Location per Month	X	Full Year	=	System Wide Annual Cash Impact	X	P/E Multiple	=	Increase in Enterprise Value
500	X	\$2,000	X	12	=	\$12,000,000	X	15	=	\$180,000,000

Envysion's service will contribute to the customer having a \$12M annual cash impact and a \$180M increase in Enterprise Value

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