Meet Your Requirements, Find New Opportunities

Technology for Franchise Operators, Supply Chain Oversight, & Contracted Suppliers

Technology is a critical part of any business today. How this important infrastructure aligns, shares information, remains secure, and is managed, can be a challenge for a traditional organization, for others it can be a non-negotiable requirement, and opportunity. Franchise, supply chain oversight, and contracted supplier models can utilize technology for everything from maintaining loyalty programs, POS systems, and employee scheduling to regulatory oversight, quality/inventory control, and policing workplace conditions. Today's most successful operations are using technology solutions to build/protect their brands, decrease delivery times, make products cheaper, and improve the way companies interact from top to bottom, and every other direction.

MOTIVATIONS

FRANCHISE

- **Standardize and maintain oversight** – to ensure customer experience, stock levels, etc.

- **Extend best practices** – exert more control over franchisees and protect the overall brand

- **New revenue opportunities** – provide/license platforms to franchisees, often at a lower cost for higher-quality solutions

SUPPLY CHAIN OVERSIGHT

- **Ensure processes/standards are maintained** – from development to HR practices

- **Evaluate suppliers** – from cost to quality

- **Maintain Cybersecurity posture**

CONTRACTED SUPPLIERS

- **Avoid fines/loss of business**

- **Gain demonstratable competitive advantages**

- **Standardize to respond to RFQs**

790,500

Estimated number of active Franchises in the US
per Statista

57%

of companies believe supply chain management gives a competitive edge
per Zippia

$7.15 billion

global supply chain market size
per Grandview Research

5 QUESTIONS TO ASK BEFORE ADOPTING TECHNOLOGY

1. Will this benefit your business: is it a good fit, will it bring value, can it be monetized
2. What is the key driver for adopting: economics, service level, visibility/transparency
3. Importance of scalability/flexibility: growth/contraction, geographic shift, integration
4. Well-defined processes: automation favors repetition, not adaptation
5. Observe, manage, or interface: are you collecting data, leveraging tech to self-manage, or to act as levers

TECHNOLOGY INFLUENCING HOW YOUR ORGANIZATION THRIVES

Cloud | Supply chains and franchise operations can have hundreds if not thousands of locations. Bringing this information together, seamlessly, is a strength of Cloud deployments. Plus, you gain the flexibility to expand/contract, have updates/upgrades completed for you (unreliant on local "IT" teams), can easily oversee/vary each locations deployment, provide access to Cloud-hosted infrastructure/apps (e.g. Salesforce, O365, Slack), and maintain a universal level of Cybersecurity across your complete network of operations (and for suppliers/vendors, you can easily match what your client requires)!

Connectivity | Regional differences, and commitment to being connected, can impact overall experience, and your ability to maintain data transmission/oversight. developing a network-wide Connectivity strategy ensures you're up, fast, and not missing out on anything. The reliance on Customer Experience platforms can make Connectivity a technology of particular importance.

Managed Services (MSP) | Reduce costs while improving/standardizing operations (or even offer as a fee-based value requirement). Utilizing MSP services can help you transform technology requirements, simplify processes, and adopt/accelerate digital initiatives to help competitively position your brand.

Big Data/Analysis | With the amount of data collected, which also needs to be processed, the ability to deploy advanced systems, often powered by Artificial Intelligence/Machine Learning lets you oversee/manage criteria like quality control, cash flow, real-time deployment, warehouse efficiency, predictive strategies, and inventory supply/demand.

Artificial Intelligence/Machine Learning (AI/ML) | As your map grows larger the need for efficiency also grows. Decentralization can be a pain point, with various players not sharing your focus on the importance of consistency or even data security. Automated systems can improve transparency and demonstrate a commitment to getting everyone on the same page.

Internet of Things (IoT) | This smart technology category lets you leverage information from across your operation – everything from point sensors on retail doors or along a conveyor belt to POS systems or traffic cameras. This can help you better utilize assets, improve customer service, streamline inventory/supply available, or even ensure safer/more reliable work environments!

Mobile Technology/5G | Connectivity now is a strategy, with fiber, copper, and mobile technology/5G. With it, you can extract larger amounts of data concerning location, temperature, pressure, and other information that is critical in the end-to-end supply chain. You can also ensure uniformity of information sharing with all stakeholders, resolve issues that would otherwise be aggravated by time delays, or even know the exact origin of raw materials. 5G provides speed of deployment, easy maintenance, and reliability.

WE UNDERSTAND THE REQUIREMENTS OF YOUR OPERATING MODEL

To avoid surprises, go with the expert – you gain better results that suit your unique requirements. Our team has experience working with organizations like yours. We understand your concerns and can help find the solution(s) that meet your needs/requirements and can be leveraged in advantageous ways. As vendor-agnostic technology professionals (with access to over 200 tech Providers) we will work with you and your requirements – budgetary, regulatory/compliance standards, scalability/flexibility, and timelines – to achieve the outcomes you want, because we work for you!