

FCSI 2018 Master Class Session

Paving Ways to modern fully-connected Kitchens

Key Planning Considerations

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About me

a brief introduction



Matthias Lahr

married, 2 children, age 57, M. Sc. Electronic Engineering
having worked in the Telecoms industry for over 30 years
Fast Internet, Internet of Things, data centers, management systems
Product Management and Customer Engagement

joined RATIONAL January 2018
Digital Customer Solutions
Head of Market Operations

„listen well, be pragmatic, think big and make it happen !,,

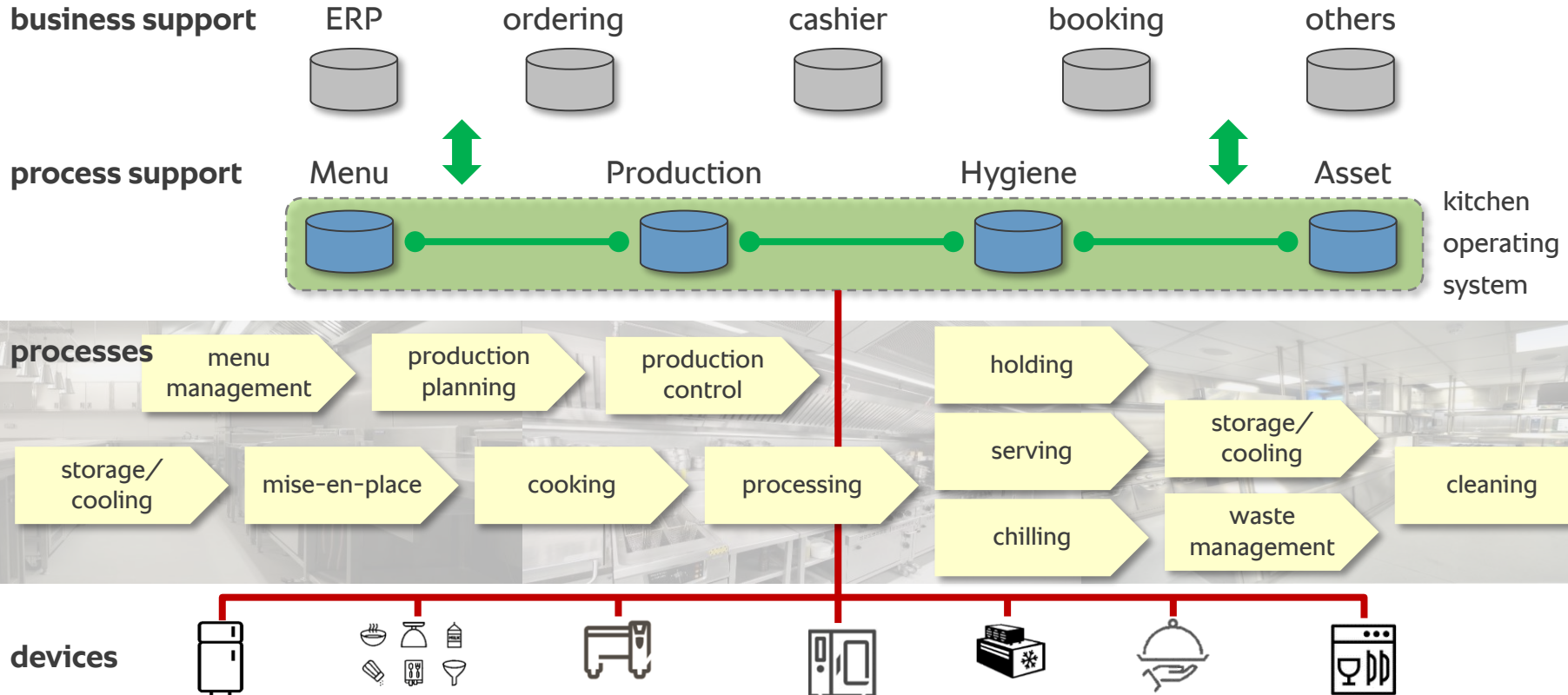
Main Challenges with Food Production in Commercial Kitchens

... the seven most common issues globally ...

- › the lack of professional kitchen staff
- › time-to-market for new offers/concepts
- › a demanding consumer community
- › consistency of food quality
- › churn of profitability
- › production fleet availability
- › increasing legal hygiene requirements

Paradigm Change – there is no way around automation !

automation requires **connectivity** and lives from **synergies**



Looking at some trends already happening in kitchens

automation and digital support has already started, but is fragmented



station workflow automation



serving automation



robotic collaboration



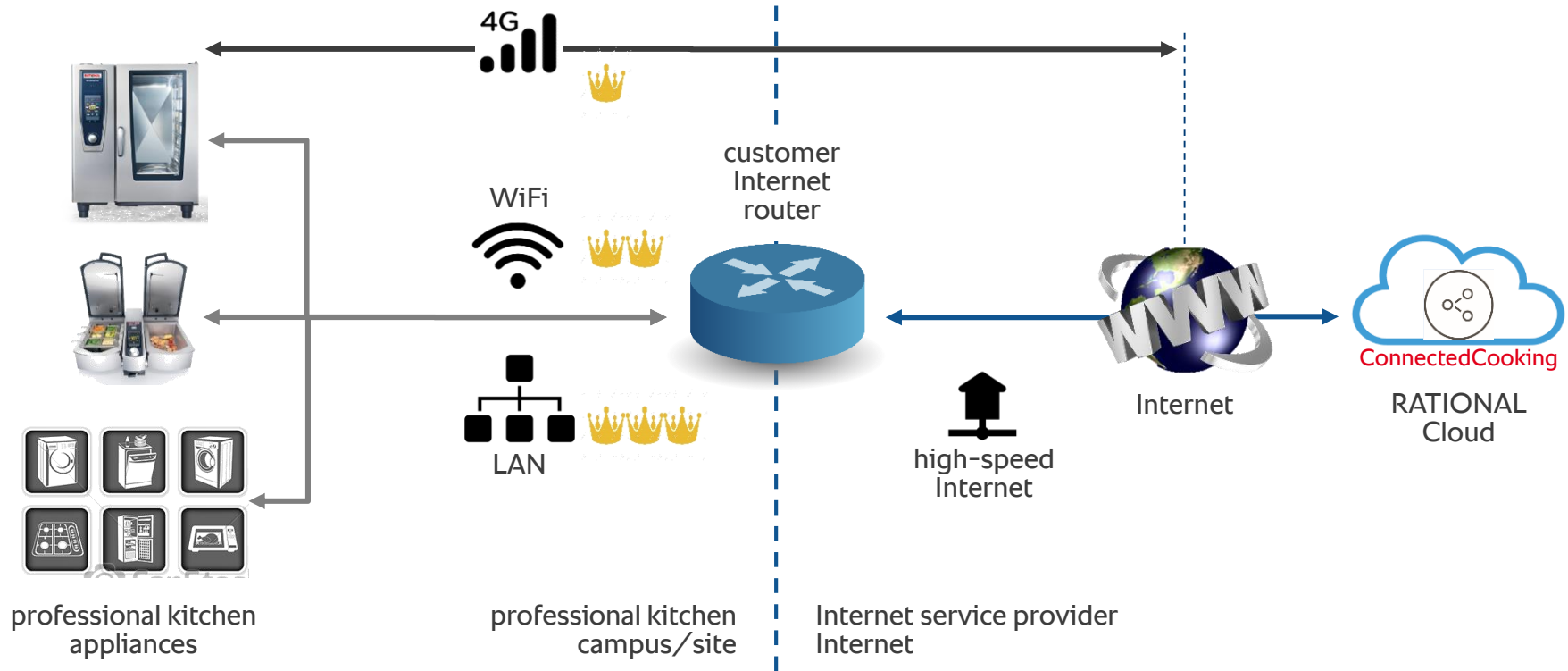
production management

Scorecard					
Expo	Avg. Time 07:56	Avg. Last 30 min 05:36	Window Time 01:36	Total Orders 26	Late Orders 4
Grill	Avg. Time 13:37	Avg. Last 30 min 09:35	Cook Start Time 01:52	Total Items 14	Late Items 5
Fry	Avg. Time 06:18	Avg. Last 30 min 05:18	Cook Start Time 01:17	Total Items 8	Late Items 1
Salad	Avg. Time 05:14	Avg. Last 30 min 03:14	Cook Start Time 02:07	Total Items 16	Late Items 4

online KPI display

Networking and Connectivity inside Professional Kitchens

connectivity is no rocket science, but depends on local infrastructure



Infrastructure requirements for a modern kitchen device location

there is more to consider than AC current, ventilation and space 🙄



IT system inflation from customer/operator point-of-view

,... oh my god – please not another system ... !‘



- › there are plenty of best-in-class systems, but no best-in-suite system (yet)
- › up to now customers can
 - live with an IT system zoo
 - wait for a bright future or
 - work with the suppliers to implement solutions

Careful selection of IT system (per purpose) needed

dispite aspirations – only few systems can really deal with food production



ERP systems



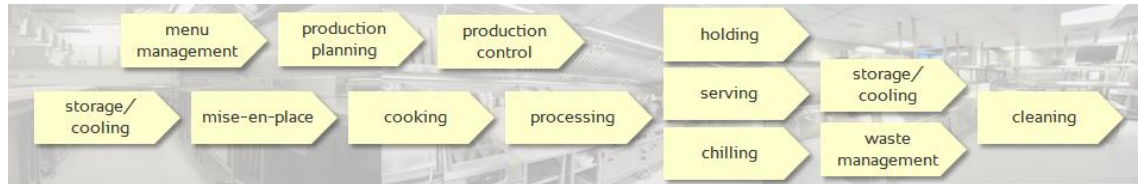
ordering systems



inventory management systems



building
management
systems



cashier systems



HACCP systems



kitchen operating systems



supplier (island) systems



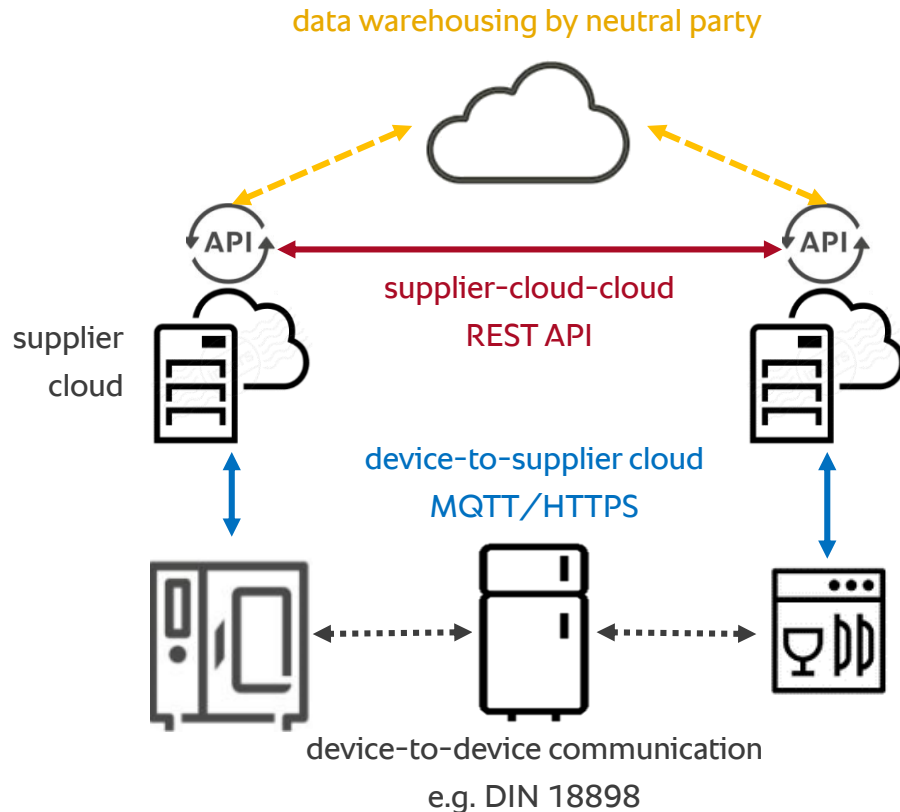
cloud-based system



local system

Kitchen Device Interworking – Industry Trends

... interworking is a must – but which is the best way ?



still conceptual idea –

may be more feasible and acceptable to all players

already in place and working -

pragmatic and fast to implement

already in place and working

standardization effort -

will take time

Professional Kitchen Planning taken to the next step

the chicken-egg problem – who will break the vicious circle ?

future concepts
(e.g. automation)



paradigm
change



customer

- › customers need to be helped (guided) towards changing their paradigms
- › kitchen planning needs to cover automation, connectivity and in consequence IT architecture
- › who will develop the concepts, who will draft the concept and the specifications?



who else than YOU can do this job best ?

... and how **RATIONAL** can and will help you

we are here to help you with all upcoming challenges

- › we understand the industry challenges on a global scale and adapt our value propositions accordingly
- › we foster industry-wide collaboration for the sake of creating end-to-end problem solving for customers
- › we offer comprehensive solutions – combining products, application knowhow, services and process support software
- › we can educate and train you with respect to connectivity, IT architecture and digital process support



FCSI Customer Testimonial - Mustard Foods in the UK

... a live example of how kitchen operating systems support customers



check this link

<https://www.fcsi.org/industry/products/connected-cooking-helps-mustard-turn-heat>



In Summary

wrapping up – what did we talk about

- › our customers face challenges in the food production wrt staffing, efficiency, cost and innovation
- › a main lever to overcome the challenges is process automation based on connectivity and digital process support
- › you consultants and planners play a vital role to help customers to get there
- › the suppliers have set out to collaborate in order to provide comprehensive solutions, RATIONAL being part thereof
- › RATIONAL is willing to help you to make the transformation on your side

LET'S GET STARTED

