



Partner for Progress

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The Time Is Right to Digitize Your Cafeterias

HOW TO EVALUATE NEW SOFTWARE

Digital transformation, and being asked to adapt to new processes, can be intimidating for many people. When reviewing the various features of technology solutions, consider asking the following questions.

1. What is the company's product focus? Choose a company solely focused on K-12 nutrition. They will continue providing enhancements and features that school nutrition professionals need because that's the only audience they cater to. This ensures they understand your industry, the mission and the devotion behind it.

2. What is their customer service like? You should experience a seamless transition and receive training and service long after implementation. Does the vendor make proactive check-ins? Ensure support is available via phone, email and chat for your team and for families. Ask if they offer extended support during back-to-school season or for state reviews.

3. How good are their references? Look for references that match the size and scope of your organization's needs to discover if the software provider is reliable and has sufficient experience. Feel free to ask the company for references or ask school nutrition colleagues working in other districts to share experiences, recommendations and advice.

Consider digitizing your cafeteria with integrated solutions like SchoolCafé and PrimeroEdge, brought to you by Cybersoft Technologies, a leading provider of innovative software solutions that assist state agencies and school districts. These platforms are intuitive, cloud-based, secure, and accessible on any device and through any browser. Best of all, they are produced by passionate people, many of whom come from the school nutrition industry and share in your mission! Visit www.cybersoft.net to learn more.

DIGITAL PROCESSES ARE THE NEW NORM. From healthcare to education to manufacturing to retail, just about every area of society is technology-bound. The K-12 foodservice segment is no different. In increasing numbers, school districts are digitizing cafeteria operations, capturing new efficiencies and exceeding customer expectations.

Let's paint a picture of what this looks like. Imagine using technology that allows you to manage aspects of your operation from *anywhere*—accessing the real-time insights needed to make quick, effective decisions. Imagine having easy access to an all-in-one, fully integrated solution that addresses almost every area of your program, such as menu planning, inventory financials, POS, eligibility and more. Imagine a single, user-friendly experience that serves everyone from administrators to nutrition professionals to students and their families. Choosing to digitize your cafeteria will bring these imaginings to life. Let's look deeper at four key advantages:

Efficient Operations. Information is streamlined when everything is managed within one platform. When modules communicate with each other, you can avoid errors and redundancy and gain end-to-end visibility. Best of all, you can forget manual paperwork and spend time pursuing innovation!

Boosted Participation. To serve more students more effectively, you must understand and respond to their wants and needs. Artificial intelligence and other technologies that monitor, automate and continuously improve operations also identify trends and patterns, and then generate helpful analytics. Students and families can interact with the cafeteria via apps, making it significantly easier for school districts to collect feedback, measure menu item popularity, implement online meal ordering and spark engagement.

Time Savings. When recurring tasks are made simpler, quicker or even automated, it frees up time, energy and mental space. Extra time allows teams to be more flexible, creative and proactive.

Increased Revenue. Technology can facilitate increased revenue via expanded a la carte sales, catering program enhancements or new points of sale, such as through vending machines and kiosks located around campus. Similarly, you can stay in the black by leveraging software solutions that feature revenue and expense analysis, accountability measures and on-demand data that give you tools to reduce food waste and increase participation.

Digitizing your cafeteria doesn't have to be an overwhelming technological leap. Seek solutions that meet your top priorities, whether that's a central office solution to manage meal applications better or a program to improve engagement with customers at the school level. Identify your key goals and select a platform that will give you the flexibility to stay focused on your unique needs. Cybersoft Technologies is committed to helping your team simplify operations and enhance the cafeteria experience. **SN**

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Six key categories. One trusted source.



Roasted Vegetables & Fruit

Our best-selling RoastWorks® flame-roasted items deliver flavors kids will love—without the extra work.



Vegetables

Choose from more than 100 high-quality vegetable products, available in straight pack and blends.



Potatoes

First to commercialize the frozen french fry in the 1950s, Simplot has been a leader in the category. We offer a wide range of fries, formed and recipe potatoes.



Grains

Our Good Grains™ line of nutritious whole grains and colorful vegetable blends offer simple prep with less labor and waste.



Avocado

Serve the satisfying goodness of pure Hass avocado pulp, guacamole, dices and halves.



Fruit

Enjoy your bright, colorful favorites, picked and frozen at the peak of maturity. A smart option to reduce the spoilage and waste of fresh.



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