

Frequently Asked Questions

About LeanPath Food Waste Tracking Systems

Why do we need waste tracking?

Why do I need waste tracking? We don't have much food waste. Or we are already composting.

While every operation works to control waste, there is no operation that is 100% efficient, every day of the year. How many garbage cans are in your kitchen right now? How often do you empty them? We find that pre-consumer waste equals 4%-10% of food purchases... that's \$40,000-\$100,000 for every \$1 million spent on food! Even the most efficient operations have an opportunity to do better. And LeanPath system allows foodservice operators to break-through to the next level of excellence. Waste tracking is one of the few initiatives that can save you money without reducing quality, menu variety, or staff.

Time Involved

How much time does this take on a daily basis per employee? Do you expect us to add labor to track waste?!

Each food waste "transaction" takes about five-ten seconds to complete. Any staff or manager can weigh an item, so this is a shared responsibility. We estimate total weighing time of 2-3 minutes per employee over a full week.

How much time do I or my managers need to spend on this? We're really busy.

Most managers only spend about 10-15 minutes per week to collect data, print/post reports and hold a brief stand-up meeting to set and review goals with their Stop Waste Action Team.

How much time does it take to get the system installed and staff trained? We have many other priorities right now.

This program is designed to roll-out quickly and easily without impacting other priorities. The system includes a turnkey set of tools from signage to training materials, combined with active support resources. Set-up involves one or two short planning phone calls followed by a focused launch day with an on-site trainer. After launch, LeanPath provides access by phone and e-mail to an expert coach to work with the chef/manager acting as the program champion.

Other Systems/Approaches

I have a software production system; What does a waste tracking system add? LeanPath systems complement, but do not compete, with food production systems (e.g. Computrition, CBord). LeanPath systems track all pre-consumer food waste, including spoilage and expiration, not just overproduction. We believe production systems are essential tools for managing purchasing, inventory, menus, recipes, and forecasting. LeanPath tools are focused in a different area, on broad-based employee engagement, focusing staff behavior, and identifying improvement opportunities.

I already have a manual food waste tracking process; What will an automated system and coaching program add? Manual waste tracking is difficult to maintain over time, it takes significant staff and management time and produces information of limited value. Automation changes the game and makes waste tracking a practice that provides significant daily value quickly and easily.

Operational Impact

How will my staff react? Will they participate?

We have seen very high engagement from staff in all non-commercial sectors. Most don't waste food at home, don't like it at work, want to be part of something that helps the environment, and appreciate that they save their own time when they avoid making unnecessary food. LeanPath also offers tools to assess individual engagement to support focused coaching by managers.

Will this program force us to run out of food? Our production is already tight.

LeanPath will show you how to produce less food waste while still producing plenty of food. It will also show you many waste areas that have nothing to do with forecasting demand levels.

Is tracking a short-term project? What is the reason to track on an ongoing basis?

Tracking is an ongoing process, just like reconciling cash. During the initial phase you will focus on tracking waste, reviewing data and setting specific goals for improvement. Once those goals have been achieved, you will use the tool to identify slippage and increased waste. Remember that the solution you identify today may not work tomorrow because nothing stays the same in foodservice. Food prices change. Staff and managers change. Menus change. Isn't your operation always changing somehow? Without monitoring tools, you won't see how these changes affect you year after year.

Purchasing

What is included? Hardware? Software? Training? Coaching? Support?

LeanPath provides a turnkey waste tracking program, including:

- ValuWaste Tracker touch-screen devices and scales
- ValuWaste Advantage PC reporting software
- On-site training
- Coaching
- Tech support

Is it a capital investment or an operating expense?

LeanPath provides both options. The capital option involves a one-time investment and a recurring annual support/license fee. The operating expense option is called a *FastTrack Subscription* and includes a monthly program charge and a one-time activation fee. FastTrack requires a 36-month service agreement

Will we make our money back? What is the Return on Investment (ROI)?

Most units enjoy at least 2-4% savings on food purchases, that's \$20,000-\$40,000 savings for a \$1 million budget. That could be a staff salary, bonuses or a new combi oven... This means most client operations with \$450-500,000 or more in annual food purchases will payback a capital investment within 10-12 months on a cash basis. Similar customers with FastTrack subscriptions will achieve almost immediate payback. Smaller sites (less than \$450,000) can achieve meaningful ROI with the FastTrack option.

Proof

Who else is doing this? How proven is LeanPath's approach?

LeanPath focuses 100% on food waste tracking systems and food waste management. The company was founded in 2004 and, with six years of focused experience, we now work with clients in 24 states and have extensive data validating our effectiveness. All three leading contract management companies are current clients (ARAMARK, Compass Group, Sodexo) as well as many independent foodservice and hospitality leaders.

For information, contact LeanPath at (877) 620-6512 or visit www.leanpath.com