



A Collaboration at Santa Clara Square, CA

After months of being shutdown due to COVID-19, a Eurest café in Santa Clara, CA needed to find a way to generate additional sales in order to resume their operations. EAT Club's integrated technology platform, digital ordering experience, and contactless delivery system presented a new opportunity to serve neighboring businesses in the Bay Area while increasing revenue and elevating profit margins.

Real Results



1,300 Orders / Day

Business has grown from one account with 20 orders in 2020 to 13 accounts with 1,300+ daily orders



19 Employees

16 hourly and 3 salaried employees were brought back to work thanks to the increase in demand



15% Increase

Eurest was able to raise the meal prices by 15% without increasing product or labor costs



Doubled Margins

BOH efficiencies and waste reduction drove down product cost while cross training reduced labor costs

We've realized additional revenue and higher profitability! The platform does more than reach new customers. It provides both front and back-of-house efficiencies that help drive down product & labor cost.

Robert Williamson

Eurest DM, Northern California

Continued Innovation



Our Santa Clara Square client is so happy with this success, they are outfitting another existing marketplace as a ghost kitchen, eliminating the traditional concepts, in order to continue growing this EAT Club-fueled financial success.



Curated Menus



Simple to Use



Organized Delivery

Learn More



New Model

The new model allows them to reach previously untapped business, including any office in a 20-mile radius without on-site dining.



Leveraging Existing Space

Eurest is leveraging underutilized kitchen space to provide a new dining option via a virtual café.



Eurest Standard Menu

The EAT Club & Eurest Standard Menu offers 12-14 dishes per day and rotates weekly.

Compass Group's Virtual Café Solution



Your Revenue. Our Technology

EAT Club, a Compass subsidiary, is an integrated technology platform that enables Compass operators to launch their own virtual café using existing, underutilized kitchen space. EAT Club's B2B2C model offers an efficient way to increase business through digital ordering and contactless delivery.

How it Works



First-rate quest experience features a robust digital menu, online ordering and in-app payments. Meals are delivered on-time with

contactless group delivery.

62% of consumers prefer food delivery, a spike from pre-COVID. (OpenTable, 2020)



EAT Club Onboarding and Partner Success teams facilities training, program set up, and launch of the EAT Club & Eurest Standard Menu.

Why it Works

The forecasted value of food delivery by 2023 is \$154 billion.

(Business Wire, 2020)



Operators have access to EAT Club's Culinary team and Logistics consultants. User-friendly tools through the Operator's Port make the operations easy.

72% of employers plan to offer hybrid work postpandemic.

(XpertHR's Flexible Work Policies Survey 2021)



The EAT Club program has scaled with us as our employee population has grown. It allows me to be completely hands off while giving our employees the freedom to order something that they like, every day. With EAT Club our employees are happy, and that's a big win.

Christing NG Manager FM Site Lead



