



A Collaboration at Santa Clara Square, CA

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



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.

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



1

New Model

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

2

Leveraging Existing Space

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

3

Eurest Standard Menu

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

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.



Christina NG
Manager FM Site Lead