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## Make operational performance your priority

FranConnect's premium operations solutions allow you to gain visibility and outperform the competition.

With Field Ops, Optimize and Royalty manager solutions, you will have visibility into your system-wide performance with tools that link goals with insights and actions in real-time - while also simplifying royalty management.



**FRANCONNECT'S FIELD OPS, OPTIMIZE AND ROYALTY MANAGER SOLUTIONS ARE EACH AVAILABLE ON AN ALA CARTE BASIS.**

## Field Ops

*Field planning, organization, and management tools that save your Franchise Business Consultants time and improve franchisee accountability*

Get dashboard-based views into franchise unit performance and reduce time spent preparing for and conducting field visits. Quickly spot trends, challenges, and areas for improvement and create programs to address areas of non-compliance..

### **Prioritize Operational Performance**

Manage the conversation between you and your franchisees with a proven system for driving franchisee accountability and meaningful change at the unit level.

### **Help Franchisees Improve Effectiveness and Profitability**

Spend more time on higher-value tasks. Build rapport with your franchisees and drive accountability through KPI-focused processes. Increase engagement through franchisee self-evaluations. And, leverage easy-to-understand metrics and KPIs to more effectively enact change.

### **Create Visibility with Dashboard-Based Reporting**

Access and share important information on individual units, evaluate their performance, and assess accumulated data such as visit reports – no more relying on isolated Word documents and spreadsheets. Plus, automated workflows trigger follow-up tasks on non-compliant items.

### **Manage Franchisee Compliance**

Extract actionable data from audits and evaluations to manage franchisee compliance more effectively. Then spot trends, challenges, and areas for improvement and create programs to address areas of non-compliance.

### **Track All Key Franchise Information**

Stay on top of unit compliance and key records. FranConnect Field Ops integrates with FranConnect Info Manager so you can effectively manage information across your franchise system.

### **Stay Connected with the FranConnect Mobile App**

Stay on top of operational performance, wherever you are with the powerful FranConnect Mobile App. Conduct onsite evaluations even when there's no internet connectivity. Seamlessly load pictures of location conditions for tangible proof of compliance and share images of ideal compliance for more meaningful coaching.



FranConnect is the only partner that has all the functionality we need to manage our five brands and 1,000 locations at a reasonable cost. I'm confident in their ability to scale with us.

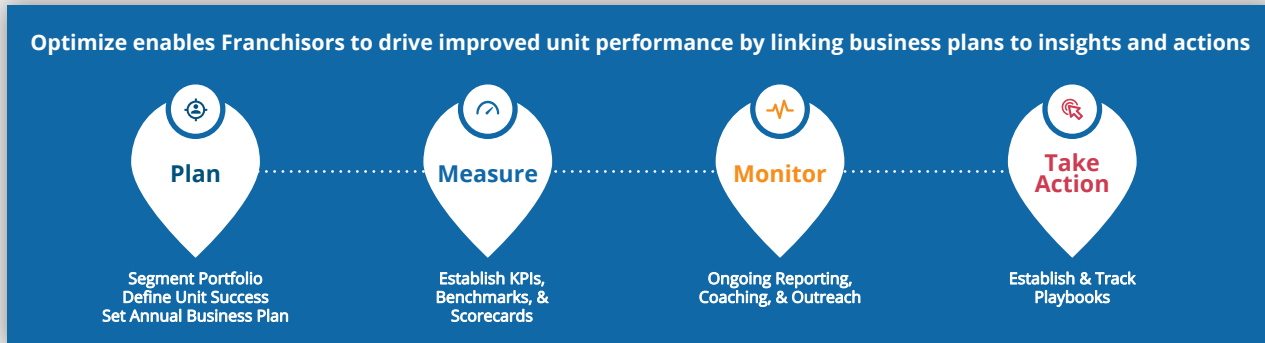
– **Mike Skitzki**, Chief Operating Officer, FranWorth



# Optimize

*The ultimate franchise performance management solution to grow a successful franchise system*

OPTIMIZE brings new possibilities to your franchise system and a whole new meaning to franchise support. The ultimate tool to monitor, control, and optimize your system-wide unit performance.



## Amplify Expertise Across Your Organization

Generate dynamic performance plans to drive continuous improvement and help your franchisees prioritize objectives and achieve targeted goals. Execute these plans using interactive playbooks encompassing workflows and tasks based on franchising best practices.

## Gain Visibility into Business Health

Our smart unit segmentation capability makes it easy to organize units based on characteristics such as geography, location type, time opened, and more – revolutionize peer group meetings and analysis. With this holistic insight and intelligence, you can tailor actions based on unit profiles and objectives and more efficiently scale your operations and business outcomes.

## Collaborate Seamlessly Across Units

Experience just-in-time collaboration so you can drive greater transparency and consistently engage your team members and units with the right context and ensure they are focused on the right activities at the right time.

## Centralize Operational Elements

Eliminate manual processes, disparate systems, and siloed data with a centralized solution that links all your sales, operational, market and administrative data from across your franchise operations so you can gain transparent insights, make quicker decisions, and efficiently effect change in your business.

## Integrate Data from Across Your Business

Powerful integrations streamline transparency and drive greater insights. Seamlessly connect data from home-grown and third-party systems including CRM tools, business intelligence, marketing automation, point of sale, financial, project management, franchise-specific vendor single-point solutions, and more.

## Manage System-wide Performance On-the-Go

Extend the power of FranConnect to your mobile device. Get a comprehensive, dashboard-based view of your franchisees and system-wide performance with a Optimize Mobile-Responsive application.

# Royalty Manager

## *Optimize royalty management*

Simplify royalty management with a system of record that automatically tracks sales across your franchise system and reduces time spent on critical finance administration tasks.

### **Manage Your Financial Data in One Place**

Get a comprehensive and accurate financial picture of your franchise sales. Track royalty, payment history, and other essential financial data by unit or multi-unit franchises – all on a single platform.

### **Maintain Consistent Reporting**

Eliminate manual data entry, reduce costs and ensure accurate royalty processing with automated sales reporting, royalty calculations, and funds collection.

### **Improve Unit Performance**

Improve franchisee performance by running system-wide or per-unit revenue and expense trends from franchise systems. Give your franchise business consultants the tools they need to drive improvements.

### **Automate Invoicing**

Generate automated royalty invoices based on imported or franchisee-entered sales data. Streamline royalty collection with Electronic Funds Transfer (EFT).

### **Ease the Burden on Franchisees**

Simplify and speed-up requests for financial data from your franchisees. Once data is submitted, royalties are automatically calculated, and journal entries made in both the franchisor's and franchisee's point-of-sale and QuickBooks systems.

### **Manage Financial Reporting On-the-Go**

Extend the power of FranConnect to your mobile device. Get a comprehensive, dashboard-based view of your system's finances with Royalty Manager Mobile.



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