

MAKI MAKI ACHIEVES 23% BOOST IN REVENUE WITH deliverect kiosk

FRANCE



23%

increase in revenue

68%

of orders paid for
at kiosks

56%

of orders include
upsells

CHALLENGE: DRIVING UPSELLING AND ADD-ON SALES






MAKI MAKI looked to **install self-ordering kiosks** in order to help them:

- **Integrate with its existing/POS system.**
- **Increase upselling opportunities.**
- **Reduce customer waiting times.**
- **Manage promotions easily.**
- **Relocate staff away from taking orders at the till.**

RESULT: 23% INCREASE IN REVENUE

Where staff lacked the time to suggest extras, the **Deliverect Kiosks** automatically suggested upsells—prompting customers to add extra products.

RESULTS

-  23% increase in revenue
-  3:19 min average time per order
-  68% of orders paid at the kiosk
-  56% of orders include upsells
-  12% of upsell suggestions accepted by customers

*“Our customers wait less, our **sales have increased** thanks to the automated suggestions, and **order errors have virtually disappeared.**”*

— SARAH D., CEO & FOUNDER AT MAKI MAKI



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