



Google's philosophy on hiring is simple as it is profound: bring in the best people and give them a reason to stay. And at the center of this approach are legendary onsite benefits.

# Product Presentation



# MOST POPULAR SERVICES



## Convenience

- Dry Cleaners/Laundry
- Cell phone repair
- Courier
- Flowers
- Notary
- Errand Service

## Food

- Lunch/Dinner
- Catering for Events, Special meetings
- Snacks, Fruits
- Birthdays
- Barista, Drinks, Bar

## Wellness

- Massage
- Yoga, Pilates
- Exercise
- Acupuncture
- Flu Shots, Wellness Checkup
- Chiropractor
- Ergonomics
- Dentist

## Car Services

- Wash
- Detail
- Oil change
- Windshield Repair
- Small Repairs

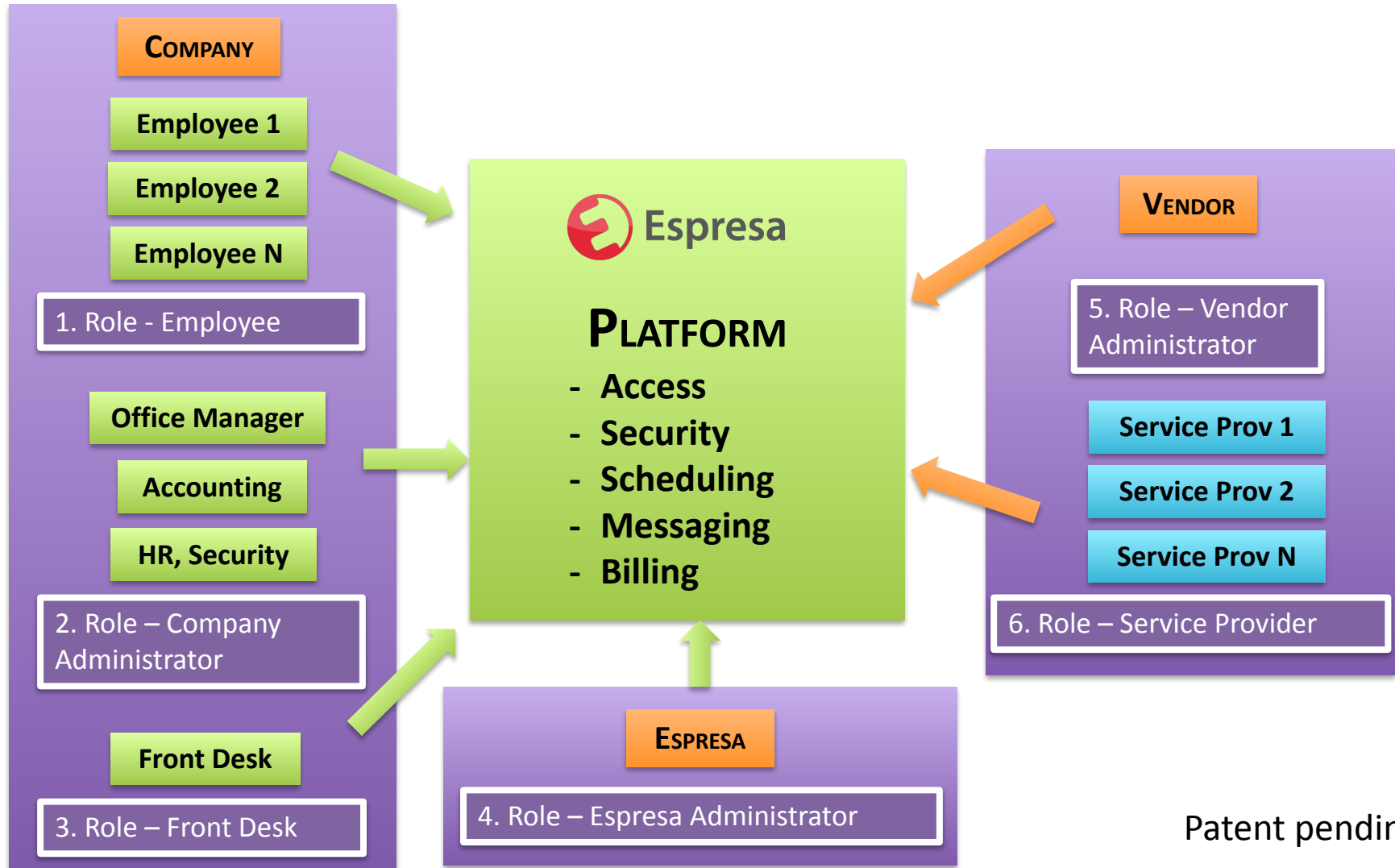
## Beauty

- Manicure
- Hair dry (dry bar)
- Haircut
- Eye brows

## Others

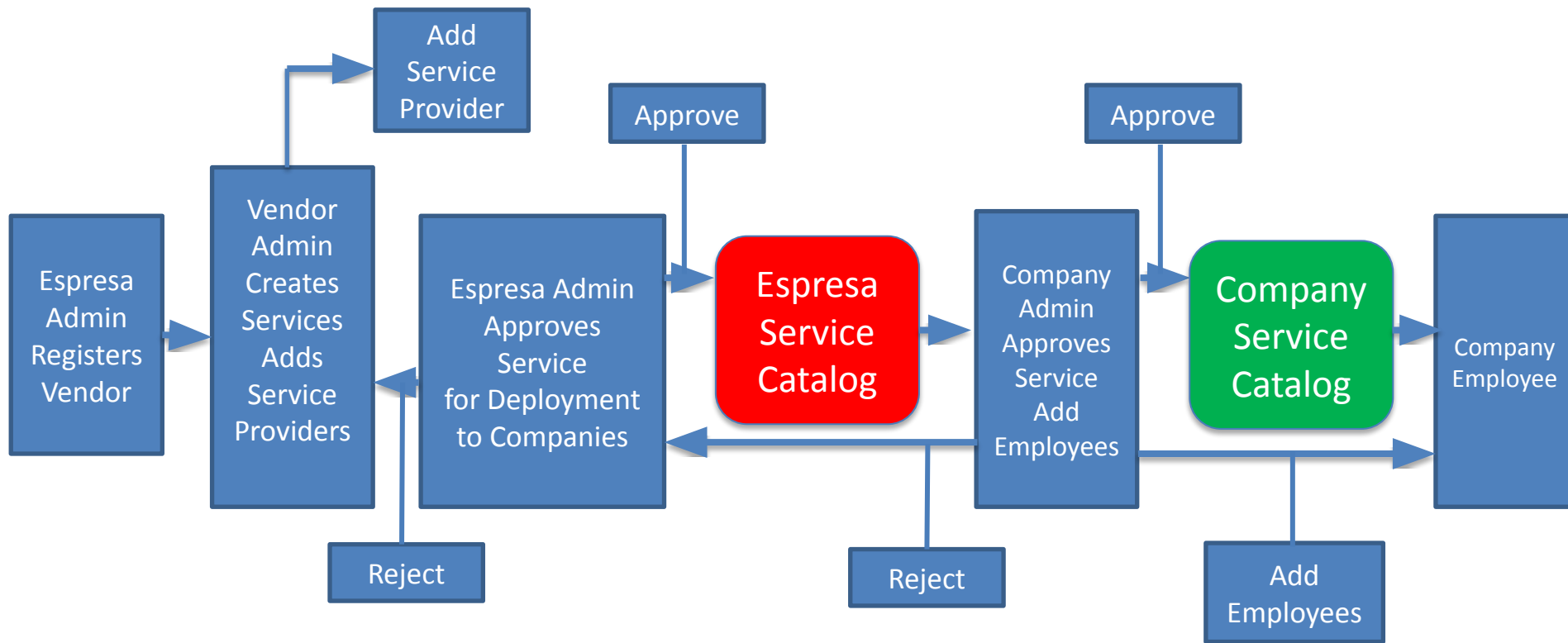
- Bicycle repair
- Movers (large objects)
- Special cleaning
- Plants
- Team building
- Transportation
- Carpool

# PORTAL FUNCTIONALITY



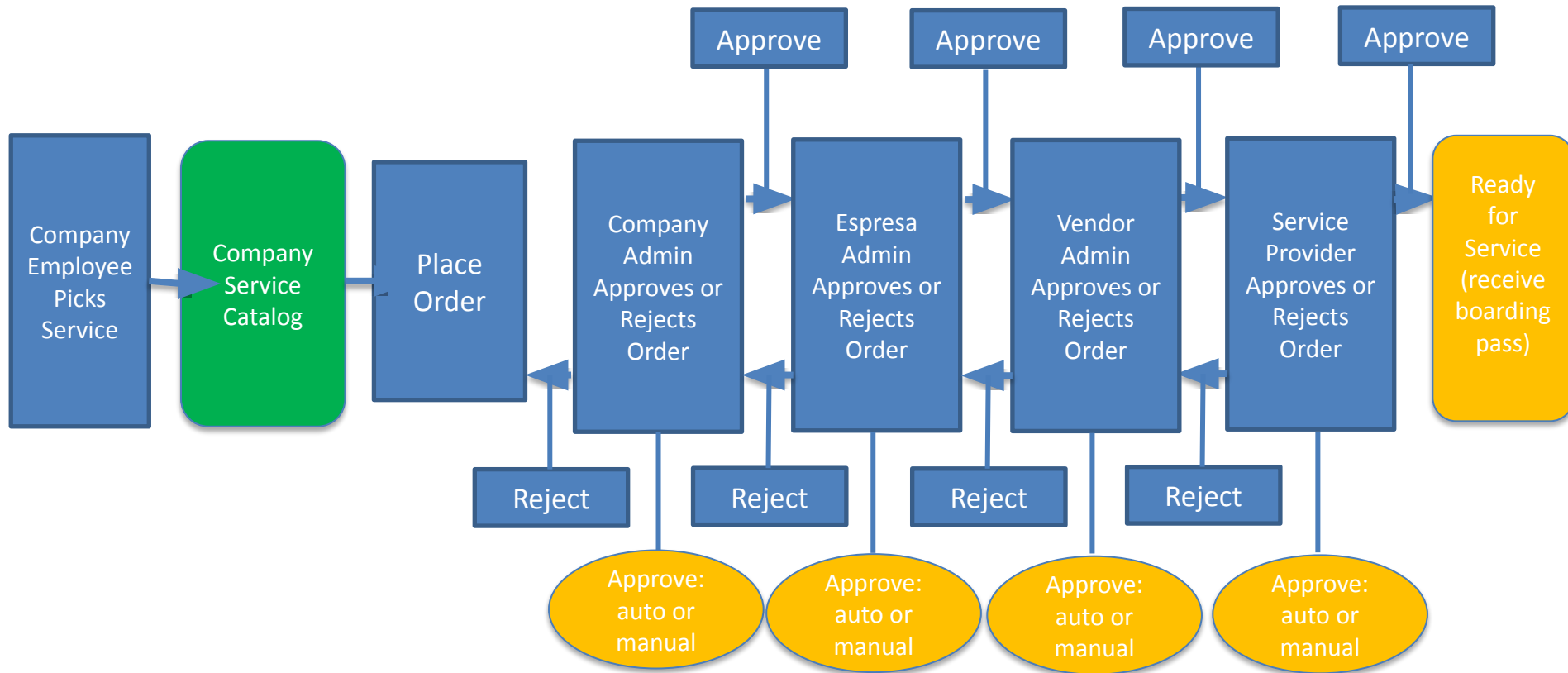
Patent pending

# Service Deployment Flow



**Communication  
via in App Chat + Notifications**

# Order Fulfillment Flow



**Communication  
via in App Chat + Notifications**

1. Employee pays – use Credit Card
2. Company pays
  - a) Fully pay for service (free to employee)
    - a) Can set limit – 5 services per month or \$50 per month
  - b) Partially cover (subsidize)
    - i. Set fixed subsidy (\$25 paid by company)
    - ii. Set percentage of service (20% paid by company)
  - d) Set Allowance - \$100 (points) per month for benefits and services
4. Control subsidy on a per service level
5. Awards – provide awards points to individual employees
6. Company can purchase points from Espresa via P.O. or C.C.

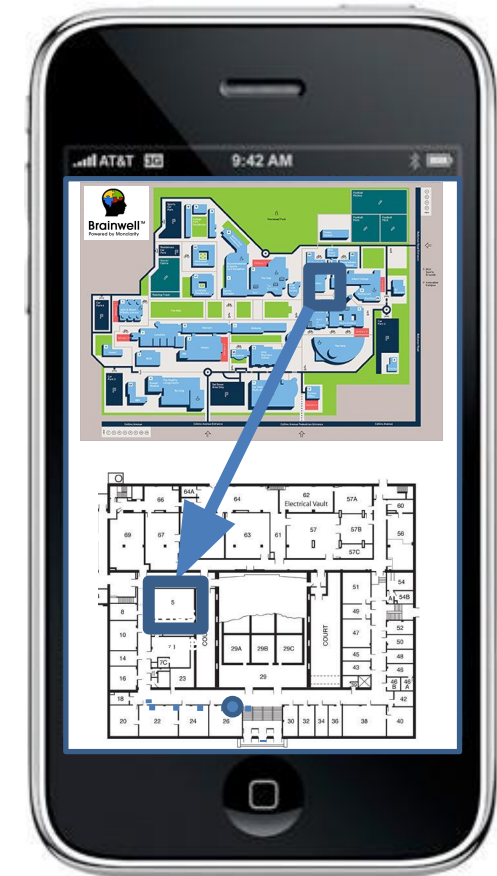
1. Manual – one at a time
  - a) Small companies
  - b) Make simple changes to employee list
2. Via XLS spreadsheet
  - a) Create list of Employee name, email, cell phone (other fields optional)
  - b) Template available
  - c) Upload to Espresa Portal
3. Single Sign On – SSO
  - a) We currently support OCTA
  - b) Other SSO providers on request (2 weeks to implement)



# Managing Service Locations

Service Locations are added to the EP for easy access by Employees and Service Providers

- Specify Campus
- Specify Buildings
- Specify Parking Areas
- Specify Service Locations
  1. Kitchen
  2. Massage Room
  3. Yoga Room
  4. Parking area for car wash
  5. Dry cleaning cloest
- Specify Time of Operation/Schedule



# Company: Example 1 – Campus 1



Building A  
100 State St

Floor 1  
Lobby, Kitchen, Key box  
Laundry Closet  
Floor 2  
Room 1 (8x10), Room 2 (4x6)  
Break Room

Building D  
103 State St

Floor 1  
Break Room  
Floor 2  
Room 2 (8 x10)  
Break Room

Building B  
101 State St

Floor 1  
Room 1 (20 x 50)  
Break Room  
Floor 2  
Break Room

Building E  
104 State St

Floor 1  
Break Room  
Floor 2  
Room 1 (8 x10)  
Break Room

Building C  
102 State St

Floor 1  
Kitchen  
Room 1 (4 x 6)  
Laundry Closet  
Floor 2  
Massage 3  
Break Room

Building F  
105 State St

Floor 1  
Floor 2  
Room 1 (50 x 100)  
Break Room

Mountain View Campus  
Mountain View, CA 94040

# Company: Example 2 – Campus 2



Building A  
20000  
Fremont St  
2 Floors

Floor 1  
Lobby, Key box  
Laundry Closet, Break room

Floor 2  
Break Room

Building D  
20030  
Fremont St  
5 Floors

Floor 1  
Break Room  
Room1 (8 x 10)

Floor 2  
Break Room

Building B  
20010  
Fremont St  
5 Floors

Floor 1  
Room 1 (20 x 50)  
Break Room

Floor 4  
Room 2 (8 x 10)

Building E  
20040  
Fremont St  
2 Floors

Floor 1  
Kitchen

Floor 2  
Room 1 (50 x 100)  
Break Room

Building C  
20020  
Fremont St  
2 Floors

Floor 1  
Break Room  
Room 1 (10 x 20)

Floor 2  
Break Room

Sunnyvale Campus  
Sunnyvale, CA 94085

# Company: Com2C3B – Campus 3



Building A  
12345 Geary  
St  
20 Floors

Floor 1

Lobby, Key box  
Laundry Closet, Break room

Floor 2

Break Room

Floor 12

Kitchen

Floor 14

Break Room

Floor 19

Room 1 (8x10)  
Room 2 (4 x 6)

San Francisco Campus  
San Francisco, CA 94121

# Room schedules/availability for service



## Room Schedules for Massage and Group classes:

M.V. Campus – Week 1, 3, 5 (Wed/Thur) 12PM to 7PM (7 hours)

S.C. Campus – Week 2, 4, 6 (Wed/Thur) 11AM to 6PM (7 hours)

S.F. Campus – Week 1, 2, 3 (Thur) 10AM to 4PM (6 hours)

## Note:

Room 8 x 10 – can do Table, Mat, Chair massage

Room 4 x 6 – can do Chair massage

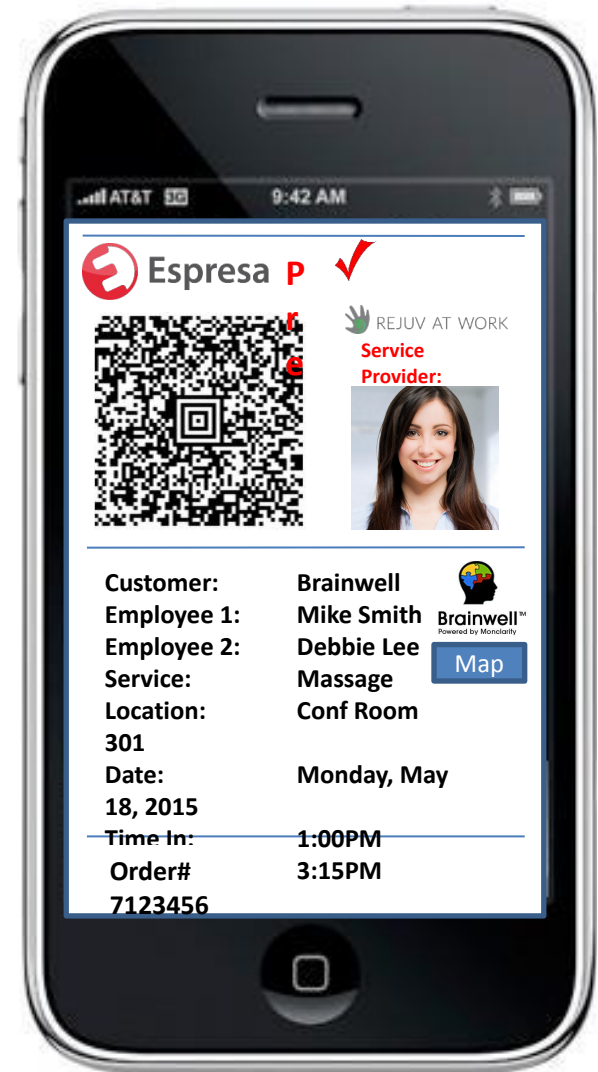
Room 20 x 50 – can do Yoga, Pilates class (group class) – 10 people

Room 50 x 100 – can do Yoga, Pilates class (group class) – 50 people

- Espresa Boarding Pass Pre System supplements company access and security currently used system
- Bar Code Scanner and/or iPad is placed at front desk
- After Scanning Service Provider's Boarding Pass
  - Green light – all is OK, Service Provider should proceed to Service Location
  - Yellow Light – Message at Front Desk portal – “please call XYZ”
  - Red Light – Stop, do not allow entry
- Green light means
  - SP is in the right location at the right time
  - Espresa Pre is complete
  - We have the appropriate back ground verification, drivers license, certificates on file
  - Company may decide to augment with internal policy i.e. provide temp badge



- Each Service Provider will receive an Espresa Pre-check Boarding Pass
- Boarding Pass will contain:
  - a) Vendor Name
  - b) Service Provider Name
  - c) Service Provider Picture
  - d) Service to be Delivered
  - e) Employee[s] getting Service
  - f) Date and Check In/Out Time
  - g) Order Number [s]
  - h) Service Location Map
  - i) Other Instructions



# User Case – Dry Cleaning

- Espresa preferred vendor – PurpleTie
- Service Location Preparation
  - a) Dry cleaning closet
  - b) Easily Accessible by Service Provider
  - c) Typical Dimensions – 2' x 4' (50 garments) ??
  - d) Add Service Location Tag to Closet
- Service Provider Visits Company Twice per Week
  - a) Mon/Thu
  - b) Tue/Fri
  - c) Clothes picked up/delivered on every visit
- Employee Places Order
  - a) Employee delivers clothes to Closet
  - b) Employee receives notification clothes pick up or delivered
  - c) Employee receives final invoice





# Use Case - Massage

- Espresa preferred vendor – RejuvAtWork
- Service Location Preparation
  - a) Conference Room
  - b) Room 8 x 10 – can do Table, Mat, Chair massage
  - c) Room 4 x 6 – can do Chair massage
  - d) Add Service Location Tag to Conference Room
- Reserve Massage in Half Day Slot Increments (best value)
  - a) Select Day of the Week
  - b) Select Time
- Employee Places Order
  - a) Service Provider Checks In at Front Desk
  - b) Employee is Reminded 10min in advance – reminder, massage is waiting in Room X
  - c) Employee visits Service Location for massage



# Use Case – Car wash

- Espresa preferred vendor –Pure Auto Clean



- Service Location Preparation

- a) Identify Car Wash Area in Parking Lot (optional, can wash at individual location)
- b) Place Car Key Box in the Lobby Area
- c) Add Service Location Tag to Car Key Box

- Reserve Car Wash in Half Day Slot Increments (best value)

- a) Select Day of the Week
- b) Select Time

- Employee Places Order

- a) Service Provider Checks In at Front Desk
- b) Service Provider Picks up Key from Key Box, Scans Key Tag – message to Employee (start)
- c) Service Provider Returns Key to Key Box, Scans Key Tag – message to Employee (end)



- **Companies** access Espresa Platform for **FREE!**
- **Vendors** pay **commission** to Espresa on per service basis
- Company chooses:
  - Fully subsidize some or all services
  - Partially subsidize some or all services
  - Not subsidize any services (employee pays)
- In case of subsidy, **company purchases points** from Espresa
  - Services offered at the same price or better vs. direct



**EASY TO GET GOING – NO CONTRACTS!**



**Espresa**

- Thank You