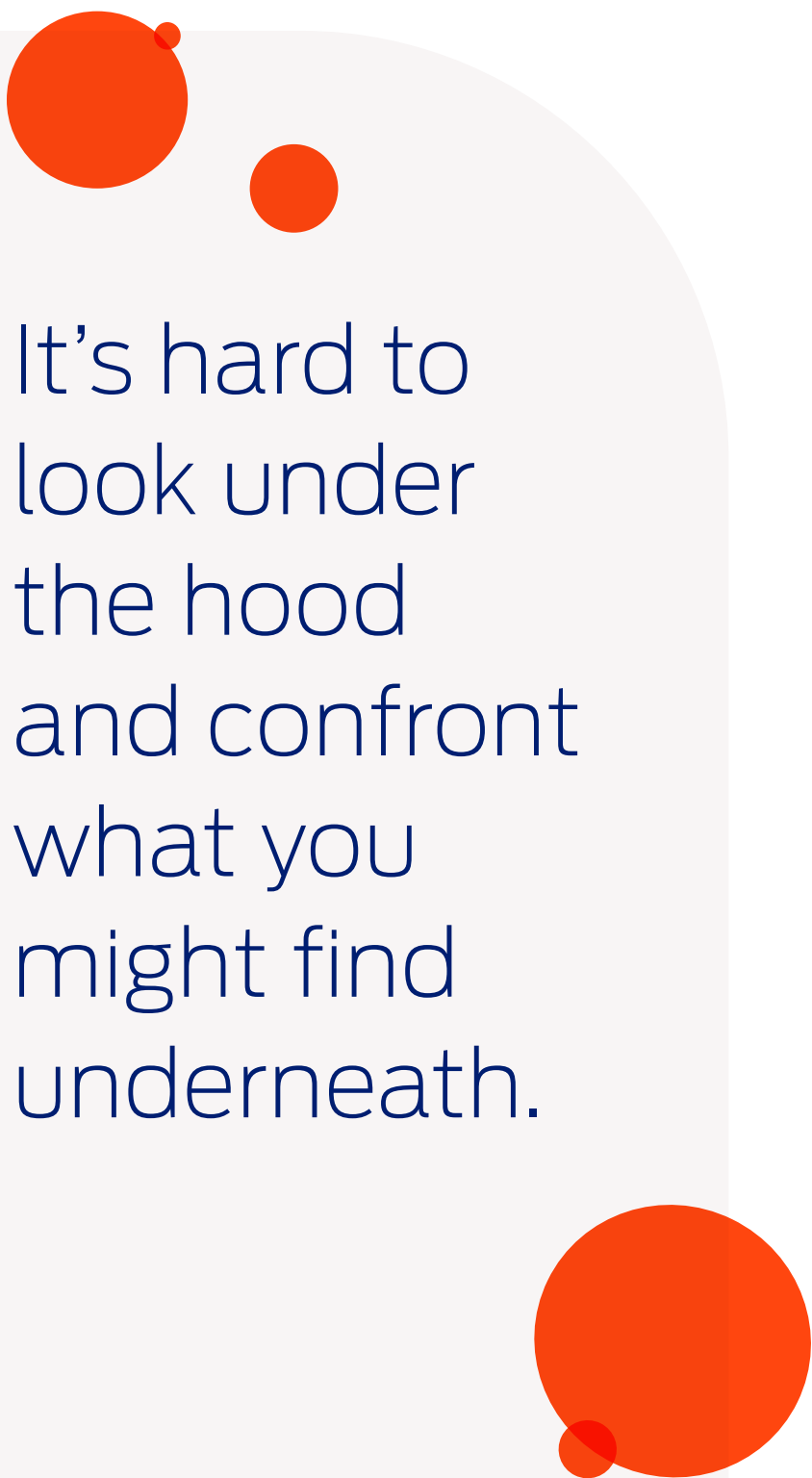




Diagnostic Review Case Study

Panda Restaurant Group





It's hard to
look under
the hood
and confront
what you
might find
underneath.

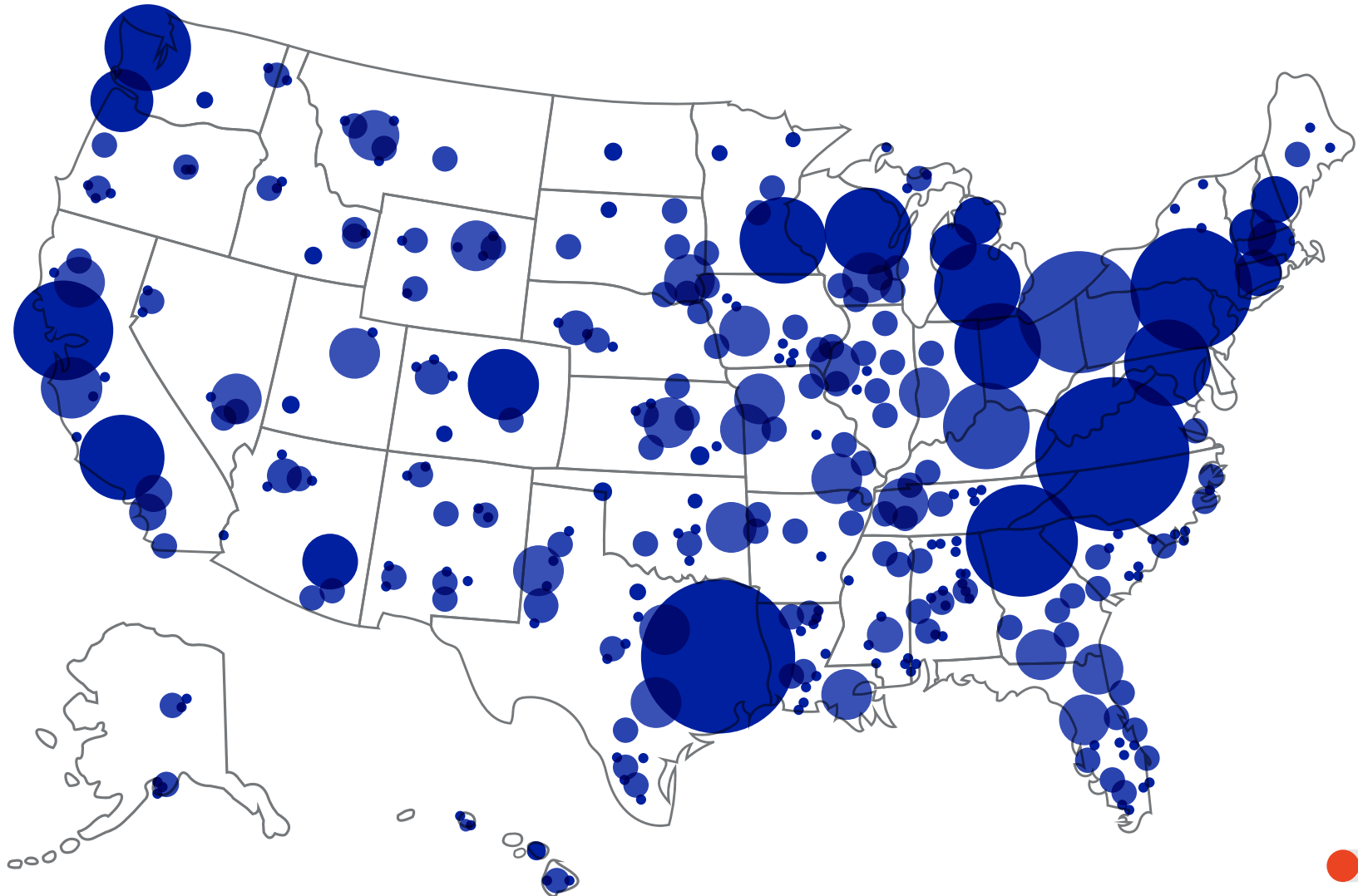


As the Panda Restaurant Group was looking to change their beverage partner, they were also in need of a supplier to support their CO₂ supply from coast to coast. After a successful pilot roll-out, the Panda Restaurant Group was excited to expand the partnership to all of their locations.

What about looking “under the hood” of your current gas program?

For a lot of beverage facilities, the results are sobering. From multiple invoices and delivery tickets to untimely and confusing contracts, something as simple as managing your company's CO₂ supply can actually be quite cumbersome—and costly.

That's why EspriGas matches over 25 years of experience with their network of the best suppliers to streamline the supply of your gas and associated supplies into an easily manageable system, so that you can focus on taking care of your customers.





The EspriGas Diagnostic Review

The EspriGas **Diagnostic Review** helps present a crystal clear perspective of your current gas supply and devises a plan to consolidate and optimize your gas and associated supplies. In essence, it allows you to have not too much, not too little, but exactly what you need.

The Diagnostic Review also allows EspriGas to identify and eliminate the four traditional gas supply pain points: convenience, cost control, visibility, and reliability.

So, what does the Diagnostic Review consist of?

GASpr™: Our proprietary **Diagnostic Review** helps develop a tailored approach for each customer.*

Step 1

Visit site and validate data.
Review existing gas program spend.
Identify inefficiencies and accounting controls.

Step 2

Conduct mode analysis.
Optimize utilization using data.
Identify best practices for ordering, inventory, and handling.

Step 3

Present findings.
Implement on-boarding.
Establish account management.



The end result is a streamlined gas supply.

* The **Diagnostic Review** is a 90 day process



About Panda Express Restaurant

Panda Express is an American fast food restaurant chain that serves American Chinese cuisine. With over 2k+ locations, it is the largest Asian-segment restaurant chain in the United States.

With limited visibility into their gas program, equipment storage, safety, and management of cylinders and a comprehensive review of options from bulk and cylinder, Panda Express consolidated their pricing and suppliers. EspriGas began supplying beverage grade CO₂ to 300 of Panda Express restaurants and after experiencing a better model to supply CO₂ they expanded the relationship to include the remaining of their sites.

EspriGas is proud to be the exclusive CO₂ supplier providing beverage grade CO₂ to all Panda Express restaurants in the United States.



GASpr™ Review

EspriGas Discoveries

No safety standards for cylinders or troubleshooting resources.

Unconsolidated spend with multiple suppliers.

No optimization efforts to drive efficiency.

Limited visibility into their gas program across multiple locations.

EspriGas Results

Provided dedicated account team to coordinate new stores for service and support.


Converted
1836
locations in
52 DAYS.

Consolidated invoicing per month for
2k+ locations.

Cost saving from
16%-21%.

Transitioned and implemented consistent pricing across
2K+ locations.

Performed safety audit to adjust gas lines and provide appropriate storage for tanks.



EsPRIgas used a network of the best CO₂ suppliers nationwide to manage Panda Express' transition from Pepsi to Coca-Cola without disrupting their beverage sales; providing a more efficient way to manage their gas.

With the help of the **Diagnostic Review**, Panda Express was able to:

- › Increase visibility into gas storage system.
- › Identify that a switch from 20lbs to 50lbs cylinders made storage and management easier for employees.
- › Provide appropriate storage for tanks.
- › Implement consistent pricing across all locations.
- › Transition locations from Pepsi to Coca-Cola without a lapse in service.

"The level of service EsPRIgas provides is above and beyond what we expect from a partner. We require a high-level of service from our providers that mirrors the intensity of our operations. EsPRIgas has been a great partner thus far, and we look forward to continuing our partnership."

– Kwan Kim, Purchasing Manager





Making the
Complex Simple.