



# IT'S ALL ABOUT THE MOMENT

when your coffee machine becomes a money machine.

**FRANKE**

MAKE IT WONDERFUL

QSR

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## A RISE IN COFFEE CONSUMPTION AND CONSUMER EXPECTATIONS

The rising demand for coffee has created a tremendous opportunity for quick service restaurants (QSRs) to attract consumers and create top-quality experiences for them – ultimately leading to greater customer loyalty. It is an opportunity that has become even more apparent as consumers increasingly look for locations that offer:



### CHOICE

Today's coffee consumers want a large variety of beverages to choose from – often expecting barista-like milk foam and espresso rather than just a simple filter coffee.



### QUALITY

A growing specialty coffee market means your customers expect high in-cup-quality – no matter where they buy it.



### CONVENIENCE

As out-of-home consumption continues to rise, consumers demand coffee quickly and conveniently when they are on the go.



### CONSISTENCY

Customers demand consistently high in-cup-quality and taste from a QSR – no matter which country or location they visit, or who prepares their order.

**With more and more places like specialty coffee shops and convenience stores offering premium coffee, it's time QSRs give consumers more reason to visit.**

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## GIVING YOU THE OPPORTUNITY TO PERFORM AT YOUR VERY BEST

Growing competition and customer demands mean that standing out from the crowd can be a challenge. Thanks to our expertise and experience within the coffee industry, we understand your situation. It's why you can trust us to provide reliable coffee solutions – from consistently high in-cup-quality all the way to our customer service. Not only that, we can also configure our solutions based on the number and specific requirements of your locations.

### **You need a partner that can help your business perform at its best.**

By giving you the opportunity to offer the best customer experiences again and again, we help you retain customers – boosting your profitability and operational efficiency in the process. As your partner, we are always there for you – from the first consultation to the installation – and every day after that.





A man with a beard and a young girl wearing a straw hat and overalls are looking at a tablet together. The man is pointing at the screen. The background is a bright, modern cafe with a white coffee machine and a menu board.

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At Franke, we think coffee is about more than beans and machines.

It's about the moment you create an amazing coffee experience at your QSR for new and returning customers. Or the moment you feel confident to serve a line of guests first thing in the morning with drinks from your breakfast menu. It's also about the moment your staff can take an order while your machine prepares the perfect cup of coffee for the previous customer. Finally, it's about the moment you expand your business to new locations while maintaining that same high in-cup-quality.

We have the experience and knowledge to help you achieve these moments, no matter the scale of your ambitions. Whatever business you are in, we know it's about more than coffee.

It's all about the moment.  
**We can help you make it wonderful.**



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# PROVIDE YOUR CUSTOMERS AN OUTSTANDING EXPERIENCE THEY WON'T FORGET

Through years of experience working in the QSR industry, we provide market-leading coffee solutions that meet your specific business needs and help you overcome your challenges. Today, and for years to come.



## OPERATE YOUR MACHINES WITH EASE

Thanks to their unique, intuitive and interactive user interfaces and touch screens, our A-Line coffee machines can be easily operated, cleaned and maintained – reducing time spent educating staff. Additionally, with the employee training we offer, you can ensure everyone knows how to set up your machine to prepare the perfect cup of coffee.



## INCREASE SALES WITH THE HIGHEST IN-CUP-QUALITY

In-cup-quality is one of the top drivers for attracting consumers to coffee establishments. With our iQFlow™ technology, coffee preparation has been revolutionized. Real-time extraction control allows you to design individual taste profiles and ensure consistently high quality, cup by cup.



## SERVE YOUR CUSTOMERS EFFICIENTLY

Let your employees focus on face-to-face interactions with customers, safe in the knowledge your A-Line machine is preparing the perfect cup of coffee at the same time. This will reduce your overall costs and increase speed of delivery – no matter how many customers pass through.



## OFFER CONSISTENT EXPERIENCES – IN EVERY LOCATION

Serve your customers consistently high in-cup-quality wherever and whenever they buy their coffee – and no matter who prepares it for them. This way, you can ensure your customers get accustomed to the distinct taste of your products and become long-term fans – no matter where in the world they visit a branch.



## REDUCE CHANGING COSTS

Our A-Line machines are equipped with the same platform, user interface and design. By giving you the power to move between our coffee machines without the need to re-train your employees, you can save downtime costs and create an all-round smoother operation.



## WORK WITH A PARTNER YOU CAN ALWAYS RELY ON

From our Swiss-manufactured machines and the consistently high in-cup-quality coffee they produce, to the all-round customer service we provide – everything about our solutions is designed with reliability and operational efficiency in mind.





# KEY FEATURES TO SUPPORT YOUR BUSINESS

Meet our A600 – all you need for perfect coffee.

## A FLEXIBLE SOLUTION

Depending on your business needs, including the individual requirements of each location, the A600 can be configured thanks to the wide range of additional specifications and add-ons we offer. Making sure your customers have a special coffee experience no matter which of your locations they visit. So whether you need a fridge, cup warmer or payment system – or even a smaller entry-level machine – we've got you covered.

## BEST-IN-CLASS USER INTERFACES AND SCREENS

With our user-friendly touch screens, employees can easily find a customer's drink of choice or create customized beverages – leading to higher productivity and shorter queues.

## MEETING SPECIFIC MILK AND FOAM PREFERENCES

With the fully automatic refrigerator unit, you can include various types of milk or milk alternatives. And thanks to the FoamMaster™, you have unlimited and programmable foam consistencies – either hot or cold – to create the perfect drink for all individual preferences – using various milk types.

## MAKE CLEANING EASY

With Franke's industry-leading automatic cleaning systems, your employees can focus on other tasks safe in the knowledge the A600 is operating within the strictest hygiene standards. Because a machine that is easy to care for and clean leads to more uptime – as well as reduced staff training and lower follow-up costs.

## DESIGNS THAT MATCH YOUR INTERIOR

We only use the best materials in our Swiss designs, resulting in coffee machines that are as much a treat to look at as they are to use – and which can blend perfectly into your restaurant design or act as an inviting focal point.

## CREATING THE HIGHEST IN-CUP-QUALITY

iQFlow™ is a groundbreaking innovation that provides unrivaled in-cup-quality. It extracts more flavor throughout the entire extraction process than any other traditional espresso extraction system and ensures consistently high in-cup-quality no matter how much pressure you are under.

## SWISS-MADE QUALITY

Top quality, great reliability, and the highest technological standards: it's what our Swiss-made coffee solutions stand for, guaranteeing you the greatest return on your investment.

## OFFERING MORE VARIETY

With its unique Flavor Station, you can offer customers up to three different flavors – all of which come with the same level of quality and consistency thanks to our automatic dosing station.

The A600 is just one model within our outstanding A-line portfolio. To find out more please visit [coffee.franke.com](http://coffee.franke.com).



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## YOUR COFFEE MACHINE FLEET – DIGITALLY ENHANCED

Franke Digital Services provide insights and control crucial to in-cup-quality, profit and machine uptime.

### TRANSPARENCY – ANYTIME AND ANYWHERE

Get a clear view of your coffee machine fleet with key information on commercial and operational performance in areas such as drink sales, cleaning discipline, and stock levels. Through remote monitoring and virtual support, we keep your coffee flowing.

### OUTSTANDING PERFORMANCE AND EXPERIENCE

Manage your coffee machine fleet remotely and operate a faster, more cost-effective business. With Franke, you have the ability to change drink menus and run seasonal promotions without the need for site visits. Furthermore, value-added services such as loyalty programs can be integrated easily by connecting to the Franke cloud.

At Franke, we are committed to the continuous development of our Digital Services to meet ever-evolving customer needs. With our scalable and open architecture, we can create sustainable value for you and your customers. Today and tomorrow.

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## YOUR AMBITIONS ARE OUR SERVICE BENCHMARKS

We believe it's our mission to ensure your coffee business remains reliable day in and day out, which is why we know you don't just need a great coffee machine. **You need a partner that can be there for you through every step of your journey.**



### A SMOOTH START TO A BETTER FUTURE

To ensure your customers always receive the highest in-cup-quality and service, our technicians will program your coffee machine to match your needs. And, with the employee training we offer, we ensure all your staff know how to set up, use and clean your coffee machines.



### CUSTOMER SERVICE AVAILABLE FOR YOU WHATEVER YOUR NEEDS

Our machines are built to last. However, should you need assistance, our certified partners and global service network are ready to help you with any challenges – or to carry out regular maintenance checks.



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