



food n demand®

KEYNOTE SPEAKERS



Christopher Payne, COO, DoorDash

Christopher is the COO at DoorDash, an on demand-delivery company that enables delivery in areas where it was not previously possible. Starting with restaurants, DoorDash is building the infrastructure and logistics platform to allow any local merchant to deliver their merchandise and expand their business. Prior to DoorDash, Christopher led the North American business at eBay, ran the development of MSN Search (now Bing) and mapping (Virtual Earth) for Microsoft, and led Amazon's expansion beyond books into video, electronics, wireless, PCs, and software.



Stan Chia, COO, Grubhub

Since joining the company in April 2015, he has helped grow Grubhub delivery from five to 70 markets. His responsibilities include operations infrastructure, business development, data operations, advanced analytics, general management of the local markets, and all aspects of Grubhub's operations, including corporate, restaurant and enterprise sales. Stan also oversees Grubhub's portfolio of delivery businesses.

PANELISTS INCLUDE INDUSTRY HEAVY HITTERS, SUCH AS:



Noah Glass, Olo

Noah is the founder & CEO of Olo, the leading provider of digital ordering and on-demand interfaces for the restaurant industry. Noah is an industry visionary whose mobile ordering work pre-dates the iPhone.



Vikrum Aiyer, Postmates

Vikrum is the head of strategic communications for Postmates, whose evolutionary urban logistics platform connects customers with local couriers who can deliver anything from any store or restaurant in minutes.



Bowie Cheung, UberEverything

Bowie is the head of regional operations for UberEverything. Uber's network of drivers deliver you anything more convenient, affordable and reliable than picking it up for yourself. The flagship product UberEATS delivers meals from restaurants at Uber speed.



Lynn Dyer, Foodservice Packaging Institute

Lynn is the president of Food Packaging Institute. Established in 1933, the Foodservice Packaging Institute (FPI) is the trade association for the foodservice packaging industry in North America.

FOOD ON DEMAND CONFERENCE PROGRAM

Monday, March 19, 2018 • 7:00 am–6:00 pm
Tuesday, March 20, 2018 • 7:00 am–12:00 pm

State of the Foodservice Delivery Market

Food On Demand editors will download their deep-dive into this subject matter from the past 18 months, reporting on what they've seen, written about and where they think the industry is going.

The Delivery Industry's Potential

One of the best-known names in delivery, Olo's Noah Glass, is on the leading edge of digital ordering and on-demand restaurant ordering. He is a restaurant thought leader, a high-demand guest speaker, on the board of the Culinary Institute of America and is uniquely positioned to discuss the future potential in a fast-changing restaurant environment.

Case Studies from Successful Delivery Operators

Is anyone making money? Our expert will analyze the numbers as top operators share their first-hand experience with delivery and strategies for increasing efficiencies and avoiding costly mistakes.

The Consumer Says ... Exclusive Third-Party Delivery Survey

Results from a cutting-edge study of top delivery services offers detailed info on how providers in this fast-growing industry are viewed by consumers.

The Autonomous Solution

Delivery robots are already roaming the streets in test cities. Here's how delivery providers and retailers can capitalize on advancements in robot and drone technology.

Unwrapping Packaging

Packaging for delivery is essential. Find out the innovations in this industry so that the food coming out of your kitchen can arrive at the right temp and still be Instagram-worthy.

Adapting to the Wave of Third-Party Delivery

NPD's Bonnie Riggs will provide an analyst's perspective on how restaurant brands are adapting to the wave of third-party delivery, and what restaurant players on the scene are getting it right thus far.

Evolution of the Restaurant Industry

Restaurant and foodservice consumption has outpaced overall personal consumption in the U.S. during the past 10 years. During that same period, American lifestyles, tastes, preferences and expectations have evolved and a resilient industry has worked hard to evolve with it. Our discussion will focus on consumer trends, the industry's response to those trends and where the industry is headed in 2018.

Digital Disruptions

A consultant for Bridg, Jayson Tipp will discuss digital disruptions impacting most restaurant companies, customer insights from leading-edge restaurant technologies and how person-to-person marketing will shake up business plans in kitchens across the country.

Data Download

Get the latest facts and figures driving the FOD industry, from surveys and research, plus how you can use all this data to your advantage to increase sales.

Gig-Economy Drivers

Third-party delivery is an industry fueled by gig-economy drivers, which means delivery providers and restaurants alike need fresh thinking for hiring and retaining the most professional and reliable delivery drivers in today's tight labor market.

Legal/Liability/Finance Landmines

Learn about all the potential pitfalls of meal delivery and what you can do to protect your brand ... and your pocketbook.

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