

Dear Sarasota Manatee Originals,

With everything that is going on and restaurants making the shift to delivery we have setup an arrangement with Sarasota-Manatee Original Restaurants for Door Dash. This includes \$0 Commissions for 30 days, and negotiated rates on their services. Details are below. If you would like to join the Door Dash network you can contact Ted Watson ted.watson@doordash.com 614-928-7222.

The basics:

- We have no contract - restaurants can cancel at anytime without any startup or cancellation fees
- Customers place their order on www.doordash.com or through our mobile app
- We send all orders to your restaurant via email, fax, or tablet
- We charge a flat % commission on the pre-tax amount of every order
- We are **waiving all commission for the first 30 days** due to the current circumstances in FL. The restaurants will keep all the profits
- We pay you for all orders every Thursday (weekly) via direct deposit
- We have faster delivery times, under 37 minutes on average (our competitors typically range from 45-60 min)
- We have a dedicated customer service team, we also handle customer refunds and credits
- We pay for professional food photography - which you get complimentary
- Free marketing on our website, email campaigns, social media and other channels

I have spoken with my manager and secured a group rate of **25% after the 30 days for anything that comes directly from our app. 10% for any pick up orders and 8% for any orders that come from a weblink (both delivery and pickup)**. Still no contract. We will also put you at the top of the page for the first 2 weeks. Please contact me directly, if you try to onboard through the website it will be at a higher rate without the additional features.

Please let me know if you have any questions. I look forward to speaking with you again, and hopefully working together soon to help ensure some stability here in SWFL!



Ted Watson

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