



# **Quarterly Roadmaps Q1 2025**

Version 1

All dates are aspirational.

Commercial in confidence.





Aztec+ Menu App







**New Directory Module** Estate (Organisation), Staff & Security (Users and Employees) and **Permissions** 



Zonal connect **Pilot Launch** 



**New Deposits** App

Single Sign On

for Zonal

Connect



**New Offers Module** 

Improved usability

**Timed Promotions** Buy X get Y

**New Folder View for** improved sorting



**Finance Module** Flexible workflow to suit all business types



**New Zonal** Connect Reporting



Reimagined **Table Layouts** in Zonal Connect

**New Pricing App** 



**Improved Usability** 

Spreadsheet view

Increased efficiencies



**Zonal Connect** Aztec, Aztec+, **iServe** in 2025



**New Image Management** Solution



Supporting Data sync to and from **Aztec into Aztec+ and Zonal Connect** 

Theme	Q1 2025	Q2 2025	Q3 2025	Q4 2025
Aztec	Refund amount paid using recalled accounts to ensure accurate financials when a discount or promotion has been redeemed against the account.  Enhancing the ability to configure Aztec Promotions separately for payment methods with Product groups and discounts. This allows or disallows double discounting when using vouchers from supermarkets.  Improved efficiency for the Live data Feed and increased logging to improve usability and stability.	Improve efficiency at the end of the day by adding configuration to auto close delayed orders at session end.  Enhance reporting by providing the ability to apply customers additional bonus gift card amounts as discounts when using a gift card through toggle gift card integration ensuring correct VAT Reporting  Improved guest service by allowing the server to hold a specific course back from the kitchen.  Improve reliability and reduce errors with API Integration between Aztec from ZHS for finance data.  Enhance customer experience by providing facility to make hotel payments using an Aztec Integrated Card Payment.  Customer Loyalty promotions data to be provided to allow greater integration with third parties who wish to support in line loyalty	Improvements to the configuration of data sent to kitchen prints & Kitchen iQ, as well as additional data fields to be exposed.  Additional information made available on receipts to make it easier to identify and process clawbacks.  Improve granularity of setup by enabling Sales area configuration for large sites	Support for Incremental Authorisation alongside Freedompay Card Payment solution.

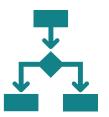
**Theme** Q2 2025 Q3 2025 Q4 2025 Q1 2025 Delivery of the new Menu Module in Zonal Connect replacing iOrder Menu Manager making it seamless for Customers will be able to customers to manage menu fully setup their site creation and updates. Delivery of infrastructure for finance operations via the customers to integrate their full head office Replacement of Federated SSO solutions into Zonal configurations and Time & Attendance in Aztec to complete daily site finance Connect. Customers can create, edit, view, help with the managing of activities such as delete Offers replacing the employee attendance and Reimagined Staff reconciling expenses and Promotions Module in Aztec scheduling, payroll and clocking Messaging Service allowing customer taking in other income. in and out. s to Full use of Zonal Connect Product consistently communicate across Zonal Connect to include Modelling that replaces Aztec Product Customers can configure key their businesses. Menu Modelling (ZMM) their site finance operations via Modellina. **Zonal Connect** the head office to all allow their Users can Access Aztec+ Stocks via Ability to upload store and Zonal Connect and Azure B2C, sites to manage and undertake Aztec+ Admin Zonal connect through single sign on. manage Videos and other Delivery of the single identity platform daily finance activities such as types of Media within which can facilitate Single Sign On performing safe actions, start Ability to create users in Zonal Zonal connect (SSO) across our products and end of day cash payment Connect and ability to associate to sessions. sites and sales areas. This includes Ability to manage and Users can Access Acquire via Zonal the ability to associate and manage support Sales Ledgers and Connect through single sign on. Delivery of the new Menu Point Of Sale Terminals and Printers in Deposit capabilities Module in Zonal Connect available through Zonal Zonal Connect. replacing iOrder Menu Manager Connect and Aztec+ making it seamless for providing flexibility for customers to manage menu booking and bill creation and updates. management at site Allow users to define sales channels and configure ordering rules in Zonal Connect.

Theme	Q1 2025	Q2 2025	Q3 2025	Q4 2025
Zonal Connect Aztec+ Admin	Allow Aztec+ and Integrators to retrieve real time Menus containing Menu design, Product & Pricing, Images via API  Finance – Payment Methods	Directory – Manage POS Terminals and Printers in Zonal Connect  Allow Aztec+ and Integrators to retrieve real time Menus with Availability rules, Restriction rules & Item status via API  Payments Configuration in Zonal Connect	Aztec+ Configuration – Manage printer settings & preparation routes  Allow users to define sales channels and configure ordering rules in Zonal Connect.  Allow Aztec+ and Integrators to retrieve real time Menus with Allergen and Nutritional info and Ordering enhancements via API	
Aztec+ App	App users created in Zonal Connect can log in to Aztec+ using PINs, Dallas Keys and Mag Swipes.  PoC to support printing via IP and Serial printers.  PoC to support Ocius payments via ZCPS with local config.	App users can log in while offline.  Aztec+ uses Zonal connect menus with offline support.  Cloud & App database rearchitecture to support live data sync and offline resilience.	Aztec+ uses the Order and Basket service to manage and send accounts.  Aztec+ uses Zonal Connect printing configurations to print Bills, Receipts and Tickets via IP and Serial printers.  App can take cash, nonintegrated card and Ocius Pay at counter Card payments.  Aztec+ supports Finance sessions for Cash management through Zonal Connect	Menus in A+ will support restriction rules, items status and allergen & nutritional information.  Aztec+ produces end of day transactions and sales reports.  Aztec+ supports a custom table list & table plan from ZC.  Calculation engine on Aztec+ supports Products, Choices, Basic Discounts and Tax

User / Theme	Q1 2025	Q2 2025	Q3 2025	Q4 2025
iServe iOS	Card payments through Dojo Tap to Pay  Dojo Tap to Pay UI/UX improvements	Support for TLS 1.2	Card payments through Freedompay iOS Tap to pay	
iServe Android	Card payments through Dojo Pocket All-in-one Card payments through Freedompay All-in-one	Support for TLS 1.2	Push to PED Card payments through <i>ZonalPay</i> Card payments through <i>ZonalPay</i> All-in-one Single app version for Android tablet with Aztec theme design and Table plan support.	Card payments through ZonalPay TapToPay  EagleEye Loyalty integration  Pennies integration

















**Containers Sold by Weight** 

January 2025						< >
Мо	Tu	We	Th	Fr	Sa	Su
	31	1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31	1	2
	Canc	el		A	Apply	

**Future Dated Records** 

**Supplier portal – Products and Price Updates** 

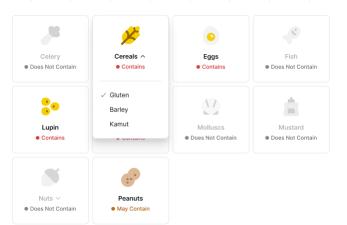






#### Allergens, Suitability & Nutritional Information





### **Products** in 2025







Save time & update your Supplier cost prices in bulk





**Aztec+ Configuration for Ordering Journey** 

Theme	Q1 2025	Q2 2025	Q3 2025	Q4 2025
Increase <b>Head Office</b> operational efficiencies	Delete Products within Zonal Connect that updates Aztec and iOrder (A) *  Configure your products ahead of time with Future Dated Records (A) *  Search for products by Aztec Id (Entity Code) (A) *  Enhanced Validation on Nested Products (A) *  Configure the sync service to Aztec via the Zonal Connect user interface *  Dietary Information - Apply nutritional information to your Sales items that can used within the Zonal Eco System *	Allow product configuration to support Nested Conversational Ordering (A) Dep *  Apply custom bar codes to your sales items and sync them down to Aztec. (A) Dep *  Configure sales items if they are sold as a container and are sold by weight of a product (A) Dep *  Group Sales items and Instructions into Upsell and Modifier groups and sync upsell groups to iOrder menu manager (A+)  Dietary Information - Apply Allergen & Suitability to your Sales items that can used within the Zonal Eco System	Dietary Information – Allow Zonal connect to calculate your dietary information based on ingredients within your sales items  Supplier Portal – Put the onus on Suppliers to update cost prices for purchase units.	Supplier Portal - Put the onus on Suppliers to update purchasable Products - Approve and complete product setup



#### **Dietary Information – Iteration Plan**

- Add Nutritional Information to a sales item, approve changes and sync to iOrder.
- Add Allergen & Suitability information to a sales item, approve changes – Data available for Zonal Eco System
- Bulk Approve dietary information changes
- View Dietary information for a subset of Sales items in a list view

#### Calculated Dietary Information

 Add dietary information to purchase units, approve changes and Zonal Connect will calculate your dietary information of a sales item.



#### Supplier Portal

- Reduce administration configuring products and increase accuracy of product data, by allowing suppliers to manage products in our Supplier Portal
- Allow supplier to update cost prices of purchase items
- Allow suppliers to add and remove products from your purchase product catalogue
- Allow suppliers to update Allergen and Nutritional information & to be used across the Zonal Eco-System
- Accept or decline product and price changes in a fraction of the time.





## Key Themes for 2025 and beyond

Simplifying and refining our Booking journeys

Providing a *richer integration* across our ecosystem

Providing a *richer set of insights and reporting* across our ecosystem



Requested Payments



Webhook Enhancements



Menu start and expiry date visibility



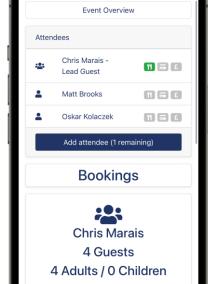
Improved validation for Pre-Order



Improved pre-order for child covers



Widget Enhancements



**Guest Portal Enhancements** 

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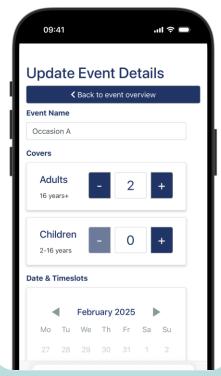


Admin Users Bulk Changes



Improved Audit Reporting

Edit a Booking in the Guest Portal



Bookings in 2025



**Experience Bookings** 



Google Tag Manager

**Capturing Analytics on the Widget** 



Improved communications for cancellations and Pre-Order



Manage Event

SMS Confirmations & Reminders

#### Summary of Bookings for Q1 2025 – Q4 2025

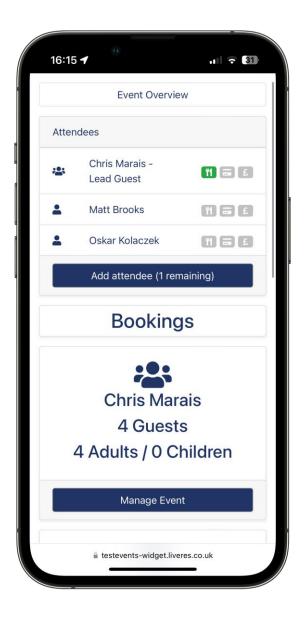
Theme	Q1 2025	Q2 2025	Q3 2025	Q4 2025
<b>Simplifying and</b> <b>refining</b> our Booking journeys	Guests will be able to edit their Booking in the Guest Portal, removing the need to cancel and re-book. ©  Guests that make Bookings with Child Covers can make child specific Pre-Order selections ©	Customers will be able to configure and send SMS Confirmation & Reminders with a link to the Guest Portal ©  Guests will be able to make adhoc payments as part of their booking journey. ©  Admin users will be able to view go live dates for Menus, providing more clarity on when a menu is due to start and expire. ©  Guests will be able to book an "experience" using the Widget.	Subject to review Published during Q2	Subject to review Published during Q3
Providing a <i>richer set</i> <i>of insights and</i> <i>reporting</i> across our ecosystem	Zonal will be capturing Analytics on the Widget.	Customers can link their Google Tag Manager to the Widget*		

\*Subject to the success of Zonal's capture in Q1 2025.



# **Editing a booking in the Guest Portal**

The ability for a guest to edit their booking without cancelling and re-booking from the Guest Portal, reducing guest friction and downstream reporting.





#### Q2 2025

## **SMS Confirmations** & Reminders

The ability to trigger SMS messages from Events that will enable customers to utilise dynamic fields such as a link for the guest to manage the booking.

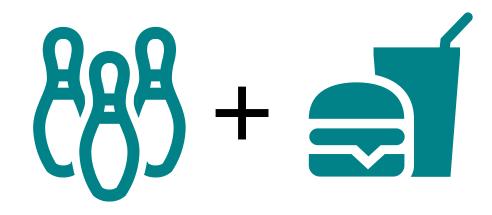




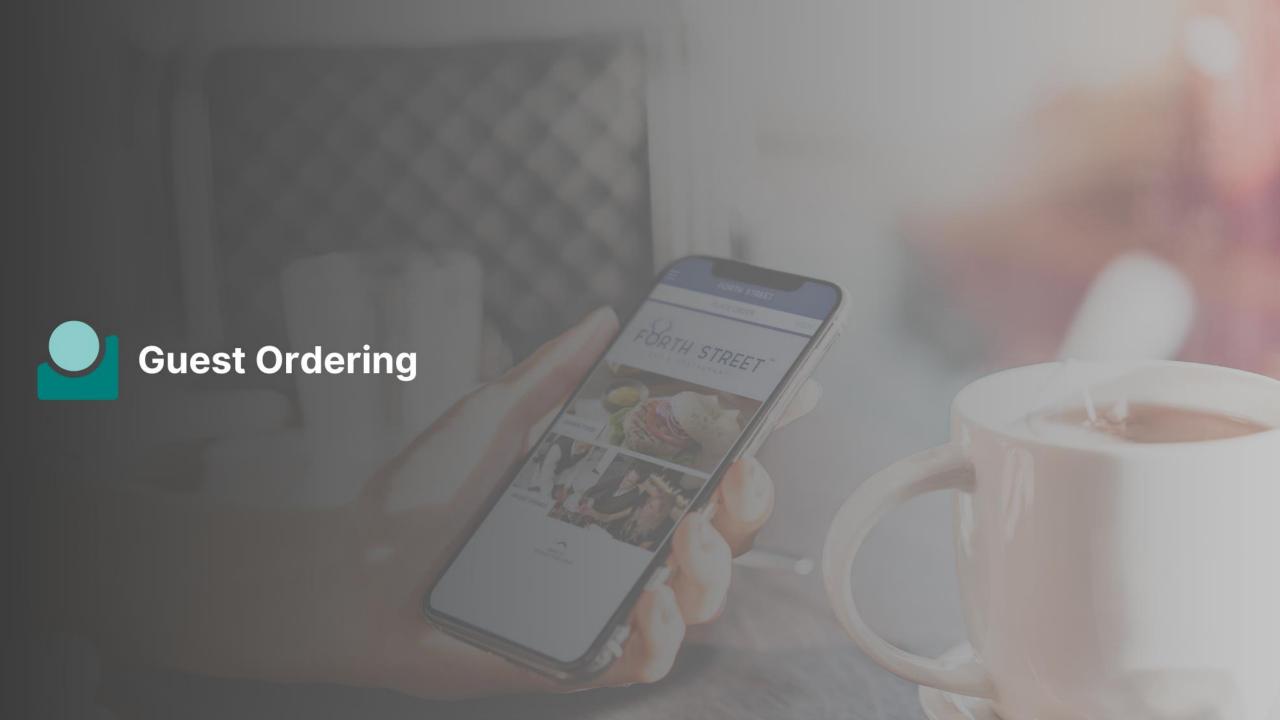
#### Q2 2025

# Booking an "Experience"

The ability to provide an experience booking where the customers provide multiple activities in a single visit, such as Bowling and a meal.







## Key themes for 2025 and beyond

Closing the gaps between the physical and digital worlds

Migrating core responsibilities to Zonal Connect

Providing a *richer integration* across our ecosystem

Providing a *richer set of insights and reporting* across our ecosystem

**Beer Battered Onion Rings** 

194 kcal

Golden and crispy. Battered using our finest ale.

£4.50



In-Line Product Images in White Label Ordering

4.6% ABV

Displaying Product ABV

**TBC** 

**TBC** 

#### Zona connect

**Product Readiness Checker** 

5% £1.00 10% £2.00 15% £3.00

20% £4.00

**Customisable Tip Percentages** 

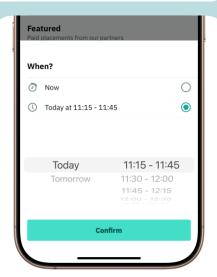
Order & Pay or Pay My Bill via a Single QR Code

# 3 courses for £26.50

On the day Promotions in Pre-Order



API Improvements



Aztec Delayed Orders in Zonal Delivery

# Guest Ordering in 2025



Menu Portion Visibility in Pre-Order

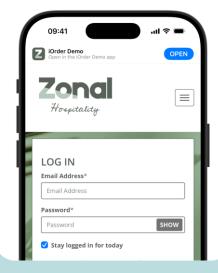


Edit Delivery to Location Addresses



**TBC** 

#### All Day Sign-in in Web Ordering



#### Kiosk Ordering Enhancements



#### **Summary of Guest Ordering for Q1 2025 – Q4 2025**

Theme	Q1 2025	Q2 2025	Q3 2025	Q4 2025
Closing the gaps between the physical and digitals worlds	Customers using Zonal Delivery will be able to see the pickup time of the order on the dispense ticket and kitchen screens.  Integrators using Kiosk Ordering will be able to send through a collection time.  Customers will be able to customise the tip values that are presented to guests in White Label Ordering.  Guests will be able to scan a QR code that will allow them to Order & Pay or Pay My Bill for a given table number.  Guests using Web Ordering can stay logged in for the rest of the day. ©	Guests using White Label Ordering will be able to redeem their loyalty currency balance as part of their ordering journey.  Guests using White Label Ordering will receive an improved experience when ordering has been disabled using Mobile Ordering Manager.  Customers will be able to configure messaging that is shown to guests when browsing a menu relating to Dietary Requirements.	Subject to review Published during Q2	Subject to review Published during Q3
<i>Migrating core</i> <i>responsibilities</i> to Zonal Connect		Customers will be able to check their readiness of their product data to be migrated to Zonal Connect Product.		
Providing a <i>richer set of insights and reporting</i> across our ecosystem	Integrators will be able to obtain menu availability via the API. ©			

# Improvements to Delivery & Kiosk Order Modes

Support Zonal Delivery by improving the Delivery order mode, removing the need for a defined table number and/or with a defined order time.

Support Kiosk Ordering integrators by allowing them to not pass in a table number.





# **Edit Delivery to Location Addresses**

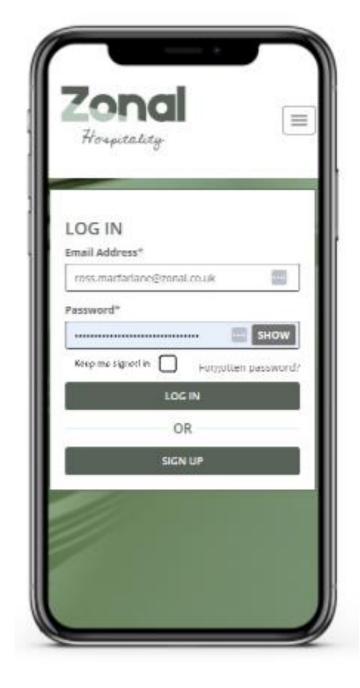
Streamline the updating of Delivery to Location addresses by adding a 'download' option.





# Support for All Day Sign-in Web Ordering

Reduce friction for placing repeat orders when the guest is logged in, by giving them the ability to stay logged in for the rest of the day.







## **Key Themes for 2025 and beyond**

Providing a true digital first Loyalty solution

Providing a *richer integration* across our ecosystem

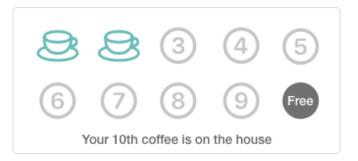
Providing a *richer set of insights and reporting* across our ecosystem



Loyalty Currency Redemption in White Label Ordering



Displaying images against rewards



Displaying stamp cards in White Label App

Add to Wallet from White Label App



Entitlements
in 2025

**TBC** 

**TBC** 

**TBC** 

**TBC** 







#### **Summary of Guest Entitlements for Q1 2025 – Q4 2025**

Q4 2025 Theme Q1 2025 Q2 2025 Customers will be able to assign a default tier to a loyalty program. Guests using White Label App will be able to add their loyalty card Customers will be able to to their Apple Wallet or Google automate the moving of loyalty Providing a true *digital* Subject to review Subject to review Wallet. members through tiers based on *first Loyalty* solution Published during Q2 Published during Q3 a defined criteria and timeframe. Guests using White Label App will be able to see their stamp card progress. © **Guests using White Label** Ordering will be able to redeem their loyalty currency balance as part of their ordering journey.







Receive near to real time stock depletion



Simplify how you count by counting by Purchase Item



**Bar Code** Scanned Counts





**Mobile Stocks** 

Acquire & Aztec+ **Stocks to Adopt Single** sign on with Zonal Connect



**Supplier Portal - Suppliers** to update product data & Price data via Zonal Connect



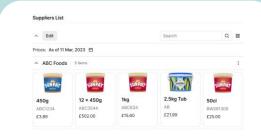
Subblie wanaged Delivery **Schedules** 

**Acquire & Aztec+ Stocks** to receive product data from Zonal Connect in real time





**Supply Chain** in 2025



View an Image of a product sites want to order



Approve orders that go over budget

Reduce paper trail - Attach a document to an Order

Theme	Q1 2025	Q2 2025	Q3 2025	Q4 2025
Increase <b>Head Office</b> operational efficiencies	Integration into the Product Service which will allow Aztec + Stocks to receive product information in real-time from Zonal Connect.			
Increase <b>Site operational</b> efficiencies	Reduce the number of items you need to count by counting by Purchase Item – Simplifying the count process  Receive real time stock depletion from Aztec POS (Live Data Feed)	Mobile Stocks will allow users to count stock on a mobile device reducing time it takes to count  A single username and password will now allow Users to log into Zonal Connect launch Aztec + Stocks as we adopt Single Sign On ©	Save time counting retail items - Via Mobile Stocks Count your stock by use of bar code scanning	Retrieve <b>Sales</b> from Aztec+ in near to <b>Real time</b> , to enable accurate – Spot Checks, Stock on Hand and Stock Depletion (A+)





## **Summary of Acquire in 2025**

Theme	Q1 2025	Q2 2025	Q3 2025	Q4 2025
Increase <b>Head Office</b> operational efficiencies	Integration into the Product Service which will allow Acquire to receive product information in real-time from Zonal Connect Products	Put the onus on your suppliers to manage their own delivery schedules ©  Export date into the finance export – easily report on whether an order has been exported ©	Save time placing orders that have the same products and qty with the use of Standing Orders.  Approve Orders that go over budget, eliminating overspends when conducting financial period end.  Apply Forced Order drops ahead of time for multiple sites.	Displaying multiple <b>Currencies</b> to support companies that have sites setup in multiple countries. (FSA)  Create bespoke fiscal periods for your site budgets to match to your fiscal calendar.
Increase <b>Site operational</b> efficiencies		Upload an Attachment to an order or purchase, reducing the amount of paperwork you store & send to Head office  A single username and password will now allow Users to log into Zonal Connect launch Acquire & Aztec + Stocks as we adopt Single Sign On ©	View an Image of a product you wish to order when adding items to your basket © (zc)	



#### **Summary of Kitchen in 2025**

User	Q1 2025	Q2 2025	Q3 2025	Q4 2025
System Administrators	Config Server .net upgrade  Performance Optimisation  Introduction of wait times where KiQ will calculate current expected wait times, making this accessible to third parties who wish to consume this data  Customer View Enhancements to provide more control over font size and colour.	Config Server .net upgrade  Total Kitchen Timer will count the time from the ticket being sent to the kitchen through the full journey, allowing staff to see the total time customers have been waiting.  Delayed Orders displayed in a count view. Helping sites manage events and bookings by displaying delayed orders and items needing prepared in advance.	Configuration and access to Kitchen iQ from Zonal Connect Kitchen iQ label printing allowing users to apply important deliver details to an order	Configuration and access to Kitchen iQ from Zonal Connect Site Server .net upgrade Single Sign On with Zonal Connect

**Enhanced Wait Times** 



Total Kitchen Timer to count the full journey through the kitchen.



**Enhanced Customer Views** 



**Performance Optimisation** 



Kitchen iQ in 2025 Single Sign On



Delayed orders displayed in a count view





Label printing for delivery orders





#### **Summary of Payments in 2025**

	Q1 2025	Q2 2025	Q3 2025	Q4 2025
New Payment Integrations	Payment Service to support Aztec+ and card present transactions	Payment Service to support Aztec+ and card present transactions	Payment Service to support Aztec+ and card present transactions	Payment Service to support Aztec+ and card present transactions
Payment Enhancements	ZCPS FreedomPay: Support for Lane 3600 devices  ZCPS FreedomPay: More options in minimum threshold amount for Pennies  ZCPS WorldPay: Apply security patch to help prevent new fraud scheme  ZCPS Dojo: Support for A35 device	eCommerce WorldPay: Supporting Stored Cards  ZCPS FreedomPay: Change clawback processing from MOTO to MIT to improve success rates  ZCPS Dojo: Improved configuration of cashback, supporting separate buttons on the till	ZCPS FreedomPay: Improved ease of moving from one transaction to another on the Pay at Table device  eCommerce FreedomPay: Supporting Google Pay, Apple Pay and Pay Pal transactions	ZCPS Ocius: Ability to configure this solution from Zonal Connect to process payments via Aztec+  ZCPS FreedomPay: Incremental Authorisation *requires Aztec upgrade



Improved configuration of Cashback with Dojo





**Supporting Aztec+ and** card present transactions







**Supporting Google** Pay, Apple Pay and PayPal payments with our FreedomPay **eCommerce** solution



















Bill £29



**Support for** Lane 3600 device with FreedomPay

#### **Payments** in 2025



Additional configurations with **Pennies** 



Clawback processing change from MOTO to MIT to improve success rates



**Support for PAX** A35 device with Dojo



Security patch to help prevent new fraud scheme with WorldPay







**Central Reservations Phase 2** 

#### **Group Booking Engine**









**E-Commerce** Shop





**Fire Safety** Report



Call Masking



**Enhanced** Conference & **Banqueting** 



**Group Booking:** Phase 2



2025



Single Sign-On



**Guest Redemption of Toggle Gift Cards** 



Google Hotels

**Google Hotels Booking Link** 

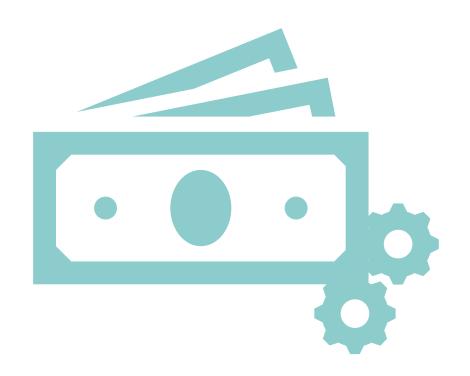


Tables integrated to booking engine journey



# **Deposits For Online Travel Agents Reservations**

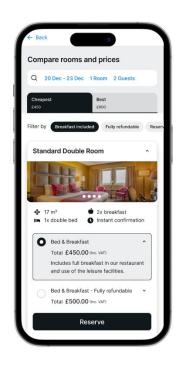
- The deposit feature will be enhanced to take third-party booking payments:
- Automated payments for third-party bookings streamline check-in.
- Choose Trigger Day up to 14 days before arrival.
- Group card report and alerts for cards without bookings or failed payments.

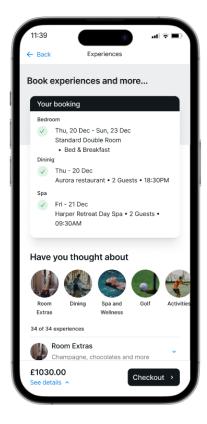


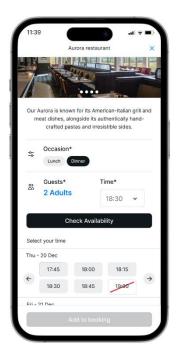




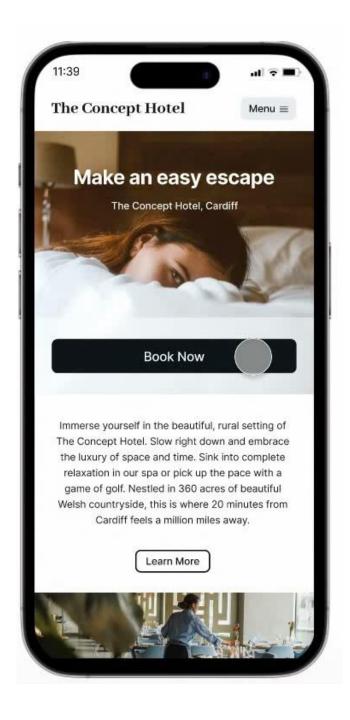
### **Zonal Tables In PMS Journey**













#### **Central Reservations & Tables:**







# **Enhanced Conference & Banqueting**

Enhancement of the venue management area within our PMS to provide expanded functionality for handling weddings and conference bookings:

- Global & Single Event Run sheets
- Event packages
- Staff assignments for events
- Custom notes fields
- Event-specific products
- Event Reporting



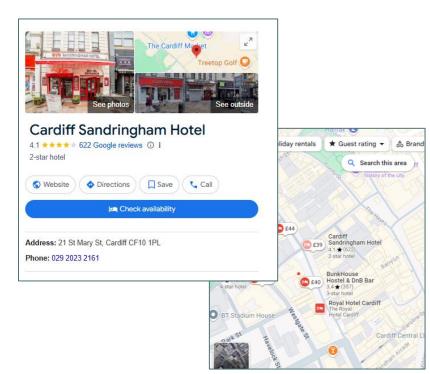
Target Stock depletion with Aztec - Click here for demo



# **Google Hotel Booking Link**

- Increased Visibility: Boosts exposure on Google search and Maps.
- Direct Bookings: Saves commission by passing third-party platforms and going directly to your website engine from google.
- Real-Time Updates: Ensures accurate pricing and availability.
- Brand Control: A direct link gives hotels greater control over their branding and messaging.



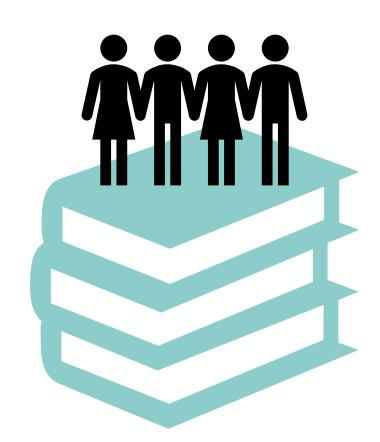




## **Group Bookings: Phase 2**

- Group Cancellation
- Edit group reservations from the new group management page
- Group Booking deep linking

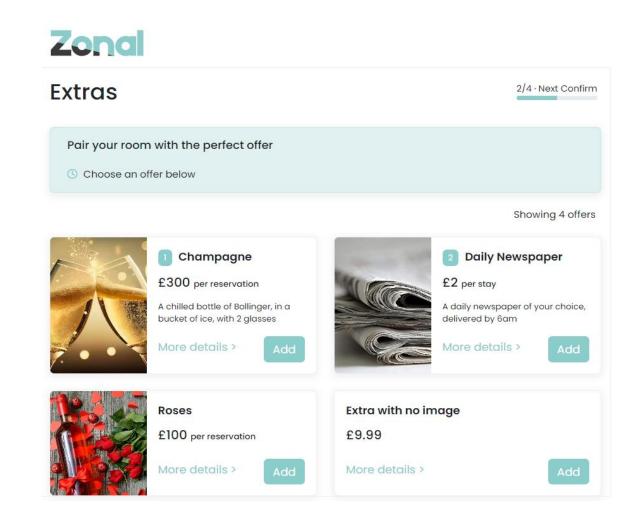






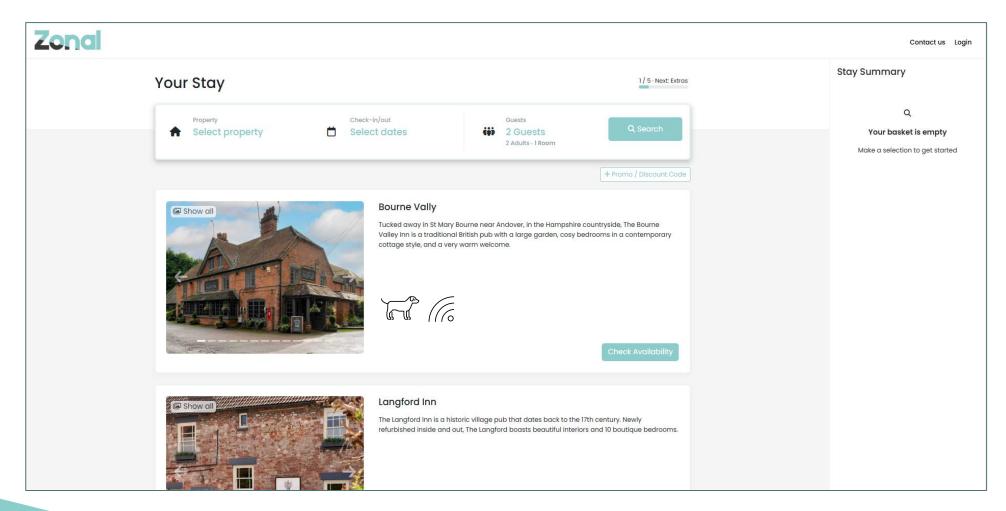
#### **E-Commerce Shop**

- Enhance up-sell opportunities.
- Embed URLs into pre-arrival emails.
- Offer up-sells to third-party bookings before arrival.
- Provide up-sell links in the customer self-serve portal.
- Seamlessly delivers and integrates purchases into reservations, visible on the products due dashboard.





# **Group Bookings Engine**





#### **EPOS (Aztec)**

- Hotel Check-in / Out via EPOS.
- Payment for hotel bookings via EPOS.
- EPOS products posted to PMS, not just sales divisions.
- Enable stock depletion for products sold on PMS to reduce EPOS inventory.
- Change the finance transfer method from FTP to API.





# Single Sign-On

- Users log in once to access multiple Zonal applications.
- Eliminates the need to remember multiple passwords.
- Enables stronger password policies and multi-factor authentication (MFA).
- Reduces time spent on password resets and support tickets.
- Simplifies user provisioning and deprovisioning.
- Promotes consistency in user access and Target roles management.

