

OFF-PREMISE ORDER TROUBLESHOOTING AND REFUND GUIDE January 2020



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Overview

With third-party delivery accounting for a significant percentage of off-premise sales, there has been a corresponding increase in fees. These fees are a combination of:

- The \$0.50 OLO transaction fee for each Dispatch order
- Third-party commissions
- Discrepancies between the amount of delivery sales in the POS and the amount of sales reported by each delivery partner
- Error charges, refunds, and check adjustments

While some of the fees (e.g., commissions and OLO fees) are standard and out of your control, you do have direct control over payment discrepancies and error charges, refunds and adjustments.

To assist with identifying, reducing and correcting payment discrepancies and errors, this document provides troubleshooting procedures and outlines the common reasons for the error charges, refunds, and adjustments, as well as the steps that can be taken to control them.

To control fees, you must review the sales reporting from your delivery partners and follow up with your To Go Specialists and BOH Teams if there are issues with missing or incorrect items. You must also reach out to your delivery partners if you identify debits that you believe to be incorrect so the debits can be reversed, thereby avoiding delivery fees.

In addition to reviewing the error charges, refunds, and adjustments, you must also compare the sales reported in Rosnet/POS to the sales reported by your delivery partners. Closing checks to the wrong delivery partner (e.g., DoorDash instead of Grubhub), or closing a cash/credit card check to delivery, will result in discrepancies adding to fees.



Troubleshooting Fees

Each day, your deliveries are tracked and charged. You must carefully review your daily/weekly pay statements to ensure the charges to your restaurant are correct. Follow these steps to ensure you minimize delivery fees resulting from error charges or other deductions:

- 1. Review the daily/weekly pay statements or activity reports from each Delivery Service Provider (DSP).
- 2. Research any error charges, adjustments, or refunds. If the deduction is related to a missing/incorrect item or a quality issue, follow up with the To Go Specialists and BOH Team as needed. If you have proof that all items were sent with the Driver or other concerns about the deduction, contact the DSP and ask to be paid in full for the order.
- 3. If a deduction was due to a cancelled order, check to see if you prepared the food. If the food was prepared, contact the DSP and request to be paid in full for the order.
- 4. To request reimbursement, use the following contact information:
 - **DoorDash:** Use the "Help" function in the DoorDash Merchant Portal
 - **Grubhub:** Contact Elite Care via phone or email
 - **Uber Eats:** t.uber.com/refundhelp
 - **Dispatch:** my.olo.com select the order and refund order

Additionally, review the information on the following pages provided by the DSPs on how they identify when a charge should be paid by the restaurant and when it should be paid by the DSP.

To dispute a charge that should be charged to the DSP rather than your restaurant, follow the listed steps for reimbursement.

Understanding Refunds: DoorDash

NOTE: The information in this section is based on information provided by DoorDash.

SUMMARY

At a high level, DoorDash is working to foster a mutually beneficial relationship between Merchants and DoorDash with the goal of ensuring great customer experiences through reduction of low 'quality' deliveries. When consumers experience an issue with the accuracy of their order and report this to DoorDash, the goal is to share this data with our Merchant partners and share in the overall refunds given to our customers.

This allows Merchants to use these charges as a discovery mechanism to realize the opportunity cost of low quality deliveries and ultimately reduce errors through operational and product changes.

DETERMINING WHETHER TO CHARGE A REFUND BACK TO A MERCHANT

Depending on the reason for the credit or refund offered to the customer, DoorDash may charge up to 100% of the value (inclusive of Item Costs, Service Fees, Delivery Fees, and Tax) back to the restaurant. Our main priorities are to maintain customer satisfaction, encourage customers to continue ordering from the merchant, and limit any customer abuse of our Credits & Refunds policy.

DETERMINING THE AMOUNT THAT IS CHARGED BACK AND/OR REFUNDED

To determine the specific amount, we use the following general rules*:

- For items in the order that are marked missing (e.g., missing a dessert), customers may be refunded and merchants may be charged up to 100% of the value for the item(s).
- Where only part of the item is missing (e.g., fries in a combo meal), the charge may be up to 50% of the value for the item(s).
- For items marked as "incorrect," the charge may be up to 50% of the item(s).
- * These rules are subject to change as we work to find the right balance of maintaining customer satisfaction and merchant feedback.

HOW CAN I REVIEW ORDER ACCURACY ERRORS?

Merchants can access the Error Report from the dashboard of their Merchant Portal for a selected timeframe. The report exports as a .csv file, so it is viewable across devices.



WHAT DOOR DASH DOES TO INHIBIT ABUSE BY CUSTOMERS AND DASHERS

DoorDash has a team dedicated to identifying and reducing abuse across the platform by both consumers and dashers. The following rules are meant to protect Merchants specifically:

- The large majority of abuse on the platform is committed by first-time users. Those users are **always excluded** from our chargeback policy, and DoorDash covers those costs.
- Users who are identified as abusers of our Credits & Refunds policy are banned from using our in-app tools and must contact an agent to discuss their particular situation.
- When customers consistently request a high number of refunds, they are given a badge.
 Once they have the badge, they are prevented from getting any credit or refund in the future without escalating directly to our support team.
- We have launched two factor authentications to aid in preventing fraudulent customers from joining in the first place.
- Data shows Driver fraud is very rare. DoorDash has conducted sealed bag tests with partners, and order accuracy did not improve.

If you think an order error adjustment is incorrect or unwarranted, please submit a case via the Merchant Portal within 10 days of the order error or order's delivery date.

Note that every order error adjustment is evaluated on a case-by-case basis. Multiple factors are considered and we have measures in place to protect against potentially fraudulent activity by customers or Dashers, as noted above. Accordingly, any reversals are entirely at DoorDash's discretion and are not a guarantee of future reversals.

SUBMITTING FOR A REFUND

To submit a refund request, please have the order number and date. You may submit multiple requests at once by uploading an .xls file to: Merchant Portal > Help > Account Support > Payments.

Example of .xls file:

Uluei Date Uluei III	Time DoorDash Deliver	ID Merchant Delivery ID	Error Type	Item Name	Customer	Dasher	Delivery Link	Applebee's comments
8/13/2020 8:43	43 PM 82412	794 6ffacb3f-bedd-ea11-aaa7-127ae3b5580d	missing	Half Rack Double-Glazed Baby Back Ribs	Tammy T.	Angela L.	https://www.doordash.com/merchant/deliveries/824123794?store_id=337497	Verified with video and with dasher signature on driver delivery log that order was complete and accurate at pickup
8/13/2020 8:43	43 PM 82412	794 6ffacb3f-bedd-ea11-aaa7-127ae3b5580d	missing	KraftÂ [®] Macaroni & Cheese	Tammy T.	Angela L.	https://www.doordash.com/merchant/deliveries/824123794?store_id=337497	Verified with video and with dasher signature on driver delivery log that order was complete and accurate at pickup
8/13/2020 8:38	38 PM 82419	643 0663506b-c0dd-ea11-aaa7-127ae3b5580d	missing	Chicken Fajita Rollup	Madeline M.	Candy B.	https://www.doordash.com/merchant/deliveries/824190643?store_id=337497	Verified with video and with dasher signature on driver delivery log that order was complete and accurate at pickup
8/13/2020 9:19	19 PM 82427	622 6159ed5b-c3dd-ea11-aaa7-127ae3b5580d	missing	Double Crunch Shrimp	Vanjia W.	Fenghua P.	https://www.doordash.com/merchant/deliveries/824279622?store_id=337497	Verified with video and with dasher signature on driver delivery log that order was complete and accurate at pickup
8/13/2020 9:19	19 PM 82427	622 6159ed5b-c3dd-ea11-aaa7-127ae3b5580d	missing	Kirds Cheesy Pizza	Vanjia W.	Fenghua P.	https://www.doordash.com/merchant/deliveries/824279622?store_id=337497	Verified with video and with dasher signature on driver delivery log that order was complete and accurate at pickup
8/13/2020 9:51	51 PM 82431	501 2750d574-c4dd-ea11-aaa7-127ae3b5580d	incorrect	6 oz. Top Sirloin*	Anthony B.	Bredaun W.	https://www.doordash.com/merchant/deliveries/824312501?store_id=337497	
8/13/2020 10:23	23 PM 82442	456 Oc155a8a-c8dd-ea11-aaa7-127ae3b5580d	missing	Riblet Platter	Destine R.	Gherri F.	https://www.doordash.com/merchant/deliveries/824427456?store_id=337497	Verified with video and with dasher signature on driver delivery log that order was complete and accurate at pickup
8/13/2020 10:23	23 PM 82442	456 Oc155a8a-c8dd-ea11-aaa7-127ae3b5580d	missing	The Classic Combo	Destine R.	Gherri F.	https://www.doordash.com/merchant/deliveries/824427456?store_id=337497	Verified with video and with dasher signature on driver delivery log that order was complete and accurate at pickup
8/13/2020 10:57	57 PM 82451	463 d9cbaaf8-cbdd-ea11-aaa7-127ae3b5580d	incorrect	Shrimp 'N Parmesan Sirloin*	Jaheim S.	Alexander H.	https://www.doordash.com/merchant/deliveries/824516463?store_id=337497	

https://www.doordash.com/merchant



Understanding Refunds: Grubhub

NOTE: The information in this section is based on information provided by Grubhub.

CATEGORIES OF REFUNDS/ADJUSTMENTS

Cat 1 = Grubhub Issue	Cat 2 = Restaurant Issue	Cat 3 = Brand Issue
Long delivery time	Incorrect order	Foreign body in food
Product spilled or	 Portion size 	Undercooked
smooshed	 Issues with food 	
Overcharge	temperature	REFUND PAID BY RESTAURANT
Driver-related	DEFLIND DAID DV	RESTAURANT
Website issues	REFUND PAID BY RESTAURANT	
REFUND PAID BY GRUBHUB		

REFUND PAID BY RESTAURANT AND GRUBHUB

- No driver.
- Example: Customer cancels order before food was made; change of plans.
- Null transaction: Restaurant did not make the food, so we would credit the diner back and not take any money from the restaurant for that order.

INSTANCES OF GRUBHUB FAULT

- Example: Order too late; driver on the way; customer cancelled.
- Grubhub would credit you because we assumed you made the food.

ADJUSTMENT FOR COMBOS

Example:

- Order total \$45
- Items: Soft Drink, Combo #1, 2 other items
- Refund for "Missing Combo Item Combo #1"
- Refund Amount = \$20
- We do not have an itemized breakdown of the food cost, so we unfortunately refund the whole combo price.



CANCELLATION REASON CODES

Delivery and Pickup Issues

Cancel Reason	Sub Reason Selection	Additional Description
	Order picked up by another driver	Used when the order is not at the restaurant because it was picked up by another driver (GHD or another 3rd party driver)
Driver unable to finish delivery		Used in situations involving any vehicle issues, driver emergency, car accidents, etc
	Order not ready / is taking too long	Used when the restaurant received the order but driver is not willing to wait. Do not use this option when diner applied the wrong address.
	Late delivery (order is too late)	Used when diner requests to cancel because the order is past the ETA.
Delivery and Pickup Issues	Market Closed	Used when we are closing the market for that area. All GHD orders in that specific market are closed.

Restaurant Issues

Cancel Reason	Sub Reason Selection	Additional Description
	Order outside delivery area	Self Delivery only: Used when the restaurant refuses to delivery to the diner's address due to far distance.
	Restaurant cannot accommodate special instructions	Used when the restaurant can not follow the special instructions on the order. Such as: Does not have the extra ingredient requested.
	Restaurant Closed	Used when the driver/diner arrives to the restaurant and see the restaurant is closed.
	Restaurant cannot fulfill order	Used when the restaurant is not able complete the order. Can also be used when a restaurant will not serve a diner.
	Cannot Contact Diner	Used when the diner is not answering both driver's calls and agent's calls.
	Menu Item Missing	Used when an item is missing from the order and can not be replaced.
	No Driver	Used when there is no driver available to deliver the order.
	Restaurant too busy	Used when the restaurant is too busy and needs to catch up before taking any more orders.
Restaurant Issues	Minimum Advance Notice Not Met	Used when the minimum amount is does not meet the minimum set.

Diner Issues

Cancel Reason	Sub Reason Selection	Additional Description
	Diner chose wrong address	Used when the diner chose the wrong address upon checkout.
	Diner chose wrong order / items	Used when the diner chose the wrong items or wrong order. This can happen when using the Express Checkout option.
	Delivery mode updated (pickup to delivery, delivery to pickup)	Used when the diner change the delivery mode.
	Change of Plans	Used when diner wants to cancel within the ETA
	Ordered by Mistake (e.g. duplicate order)	Used when the diner placed the order by mistake. Sometimes a duplicate order or an accidental express reorder.
Diner Issues	Order Not Received	Used when the diner has not received order and the order is marked as fulfilled.

Transmission/Fraud Issues

Cancel Reason	Sub Reason Selection	Additional Description
	Failed order	Used for Failed Non-POS order
	Non-confirm	Used when the order has not been confirmed by the restaurant.
	Restaurant did not receive the order	Used for restaurant contacts where they request to cancel due to not receiving the order
Transmission Issues	POS failed to transmit	Used for POS orders
Fraud	Fraud	Used only by CXT or the Fraud team for compromised accounts

SUBMITTING FOR A REFUND

• Elite Care: (Enterprise Restaurants Only) - 8AM to 10PM Daily

• Phone: 877-866-4482 +1

• Email: elitecare@grubhub.com



Understanding Refunds: Uber Eats

NOTE: The information in this section is based on information provided by Uber Eats.

A GUIDE TO OUR REFUND POLICY*

Our refund policy has been established together with our restaurant partners. It covers a wide variety of situations that lead to inaccurate orders and helps ensure that restaurants are not held responsible for delivery errors that are not their fault.

*Policy is subject to change.

Error	Refund policy	Restaurant Partner to pay for refund?
Missing, incorrect, or damaged items due to courier error Example: Spilled soups or drinks, tampered orders	Full order or item-level refund	No
Missing/Undelivered order due to courier fraud or associated with a courier who has been flagged for possible fraudulent activity	Full order refund	No
Eater complaint about poor food integrity Example: Food arrived cold	Full order refund	No
Eater complaint about late delivery	Determined by agent	No
Eater cancels order after food has been prepared	N/A	No
Delivery partner cancels order after food has been prepared	Full order refund	No
Missing/Incorrect items or orders that are reported >48 hours after order has been placed	Full or item-level refund	No
Incorrect combo meal Example: Missing fries, missing soft drink, etc.	Full order refund	No
Missing item(s) due to courier not being given all bags/food items	Full order refund	Yes
Wrong order entirely	Full order refund	Yes
Missing item(s) within the order Example: Missing appetizer, missing dessert	Item-level refund	Yes
Incorrect order/item size Example: Ordered a large French fries and was given a small French fries	Item-level refund	Yes
hours after order has been placed Incorrect combo meal Example: Missing fries, missing soft drink, etc. Missing item(s) due to courier not being given all bags/food items Wrong order entirely Missing item(s) within the order Example: Missing appetizer, missing dessert Incorrect order/item size Example: Ordered a large French fries and was given a	Full order refund Full order refund Full order refund Item-level refund	No Yes Yes

PRO TIPS: HOW TO MINIMIZE ORDER ACCURACY ERRORS

Getting the right order to the right eater is key when it comes to making new eaters happy and keeping your current eaters coming back. We recommend doing the following things to make sure orders are leaving your restaurant 100% correct:

- Logging into the Uber Eats Restaurant Manager portal to ensure your menu is current and customizations are correct.
- Checking off items on a printed receipt to confirm the contents in the bag are accurate.



- Sealing each delivery bag when an order is complete.
- Writing the five-digit order number on the bag.
- If there are multiple bags on the order, numbering them ("1 of 2," "2 of 2", etc.).
- Double-checking during hand-off to ensure every bag gets picked up by the correct delivery partner.

SUBMITTING FOR A REFUND

If you feel an item or order was refunded in error, please contact us at **t.uber.com/refundhelp** and we'll look into it immediately. We're committed to always making it right for you and will get back to you within 48 hours. Together we look forward to delivering the best customer experience possible. Thank you for your partnership!

OLO Dispatch - Orders "Cancelled Before Food Made"

Another area of opportunity for managing delivery fees is from OLO Dispatch orders that were "cancelled before food made."

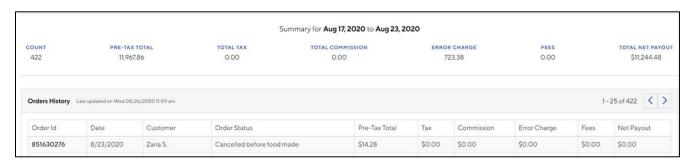
Occasionally, orders are cancelled by DoorDash after the order was received by the restaurant and after the food was prepared. DoorDash assumes that the food wasn't made and doesn't pay you for the order(s), resulting in a delivery fee when there is a difference between the POS and the payments from DoorDash.

These transactions are not on the transaction reports, are not reported as error charges and can only be identified when reviewing the orders in the DoorDash Merchant Portal.

Take the following steps to ensure that you are paid for all orders in this situation:

- Review orders in the Merchant Portal on a daily basis.
- Research any orders with the status "Cancelled before food made" to determine if the food was prepared. If the order is listed in the OLO dashboard, it made it to the POS/KDS and was likely made.
- Use the "Help" function in the DoorDash Merchant Portal to request payment for the order.
 - Help > Account Support > Payments.
- Only request payment if your team was not aware of the cancellation and the food was prepared.

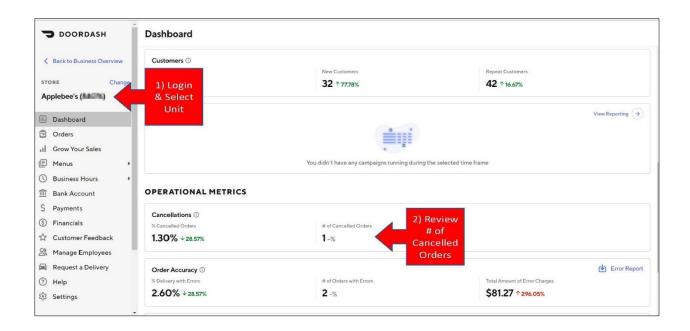
Below is an example of this situation as shown in the DoorDash Portal and the OLO Dashboard.





IDENTIFYING ORDERS THAT WERE "CANCELLED BEFORE FOOD MADE"

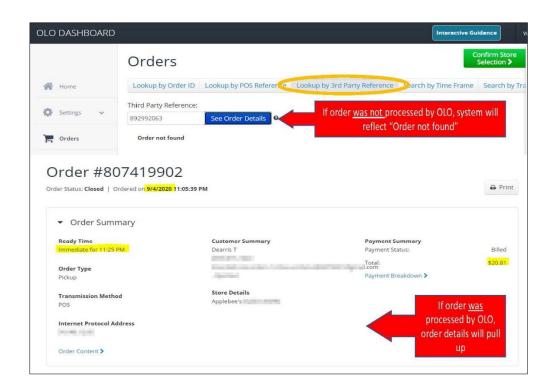
Log into your DoorDash Merchant Portal and look for orders with "Cancelled before food made" status.

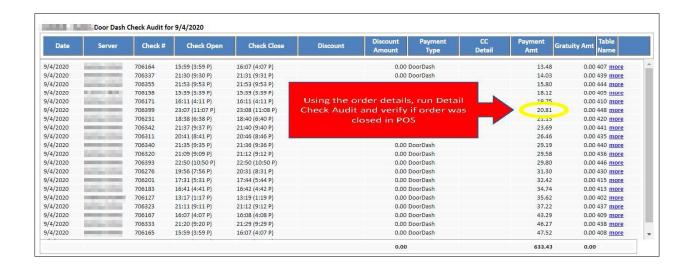






Log in the OLO Dashboard to determine if the food was made.







If food was made, use the "Help" function in the DoorDash Merchant Portal to request payment for the order.

