



Tray and Esper help restaurants seamlessly revive legacy hardware

Say goodbye to hardware headaches and hello to a future where your devices effortlessly enhance every aspect of your restaurant operation.



Eliminating the rip-and-replace cycle

Tray's cloud-based POS software has been a game-changer for hundreds of restaurants, helping them make the most of their aging Android hardware. Instead of dealing with the headaches and costs of finding new hardware, Tray's customers can seamlessly integrate a modern POS system with their existing equipment.

As their customers hold on to older hardware, managing a mixed fleet of old and new devices becomes quite a challenge. That's why Tray turned to Esper. Esper's device management platform enables restaurants to take full control over their Android devices, whether they're old or new, all from one convenient interface. With intelligent tools, automated processes, and an intuitive dashboard, restaurants can efficiently manage their devices at any scale.

Together, Tray and Esper prove that innovation doesn't always mean upgrading to the latest hardware. Sometimes, it's about making the most of what you already have and turning it into something extraordinary. And by extraordinary, we mean effortlessly performing devices that save time and money.



Android gave us the capability of extending the life of legacy hardware for years, if not decades. Partnering with Esper gave us the capability to extend even beyond that. They can step up quickly to meet the needs of our clients using legacy platforms.

- **Brian Whitney**
CRO of Tray

Breathing new life into restaurant device fleets

Tray and Esper unlock a whole new world of efficiency for restaurants — one where old hardware works like new again, ensuring effortless performance for years and years to come.



Helping a global full service restaurant company avoid an expensive rip and replace

Tray was working with a popular casual dining brand that needed to modernize its POS experience across its franchises. But the brand's POS system was running on outdated legacy hardware that would be a costly and time-consuming nightmare to replace.

Through Tray and Esper, the restaurant brand extended the life of its hardware and avoided the dreaded rip-and-replace cycle. Without further hardware investment, the once outdated POS system transformed into a sleek and modern powerhouse, delivering a more efficient and satisfying experience for customers and employees.



Modernizing POS systems in 90 minutes — without disrupting business

You never want back of house operations disrupting business, which makes swapping out hardware a significant challenge. Tray and Esper worked together to make this transition seamless and hassle-free. Some restaurants even ripped their devices from a fully Windows client-server world to a fully Android cloud world in just 90 minutes. Talk about a productive lunch break!

With the power of Android at their fingertips, Tray's customers have witnessed a huge shift in operations. From a more intuitive user experience to reduced employee training time — some have even seen an increase in tips (as much as 30%!) based on their improved service



Freeing a restaurant brand from limiting hardware

A restaurant chain with 80+ stores was struggling with a 15-20 year old legacy platform. The real kicker? Their franchisees had already spent \$10-15,000 per store on brand-new hardware that simply didn't play well with the archaic system.

Tray and Esper tackled this challenge head-on by using Esper's hardware-agnostic solution with the newly acquired devices. Tray's customer is no longer constricted to certain hardware to get seamless performance, now or in the future. They're off to achieve their strategic goals with newfound vigor and speed!