Cakes.com & The Magic of Cakes Kiosk

Multi-Platform Cake Ordering System

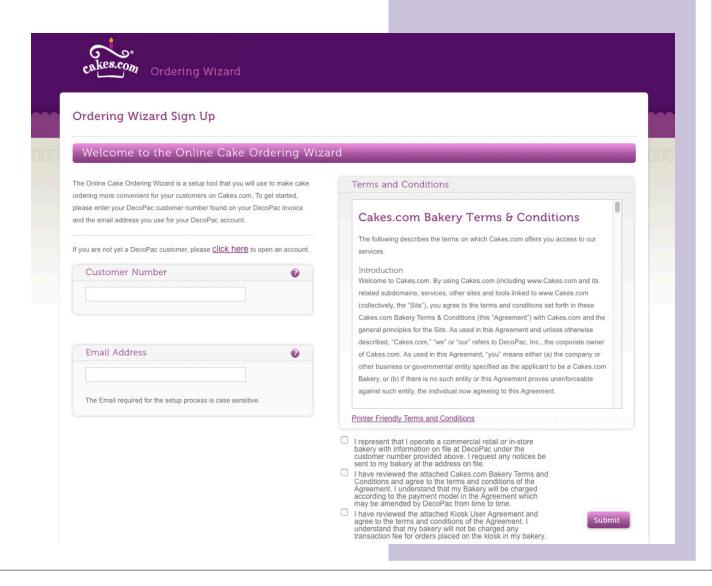


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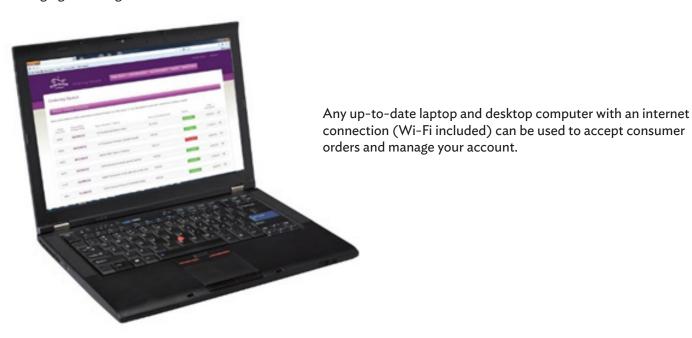
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Online Cake Ordering Overview

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Technical Requirements and Equipment

Our Cake Ordering website/kiosk offerings are designed to function on the device of your choice, which gives you the ability purchase your preferred hardware at the vendor of your choice. Once you've acquired your hardware all that is needed is an internet connection. You are then able to setup and manage your account, along with accepting and managing incoming orders.



In order to provide the most compatible system in the market, we've designed the The Magic of Cakes Kiosk functionality so that it can be used with any mobile device (e.g. iOS and Droid operating systems).

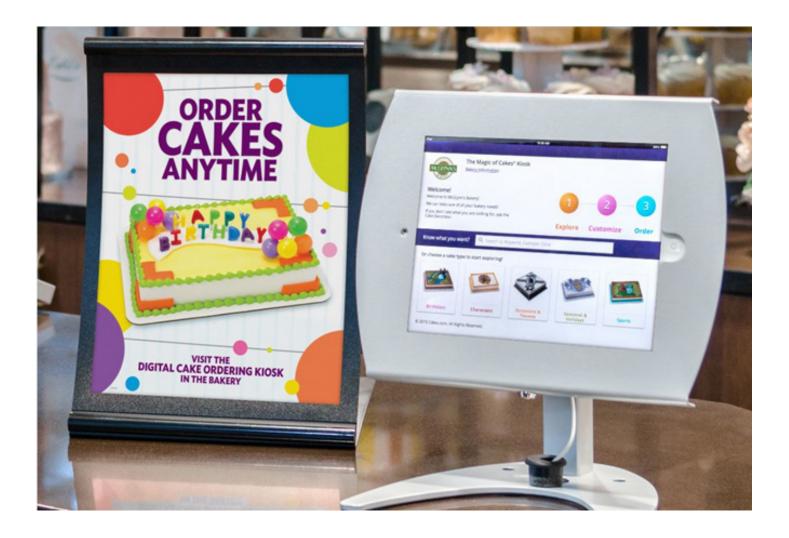


Merchandising Solutions and Tips

Overview

Implementing new technology into your bakery or retail store unleashes the opportunity to increase efficiency and consumer outreach on the sales floor. To utilize the full potential of in-store kiosk cake ordering, a merchandising strategy is essential. DecoPac has helped numerous bakeries and retail chains set up online cake ordering kiosks and gained insight about best practices for merchandising The Magic of Cakes Kiosk.

The following tips should serve as a starting point for your merchandising strategy, which should ultimately be tailored to your unique consumer base and bakery / retail store brand. These tips are guidelines about the placement, presentation, and staff involvement considerations that should be taken into account when implementing The Magic of Cakes Kiosk in your establishment.



Promote Kiosk Usage

In-store online cake ordering may be new to some consumers. Use promotions, signage, demonstrations and kiosk placement to increase consumer understanding, satisfaction and utilization rates. Consider wayfinding when placing signage in order to create a navigation flow that directs consumers to the kiosk.

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- Location: Kiosks work best when they are placed in high-traffic areas. If a customer has to walk far to find the kiosk, they will not bother.
- Promotion: Adequate signage should help the customer find the kiosk and know what it is for. Consider overhead
 or floor signage directing customers to the kiosk and signage on the kiosk to articulate the benefits of using it. And,
 don't forget to include your unique QR Code so the customer can take your new ordering system on-the-go to
 order when convenient.

Consider the following ways you could promote the kiosk:

- Ceiling Signage
- Floor Clings
- Header Card on the Kiosk
- Cake Case Cling
- Stanchion Signs
- Direct Mail, including your unique QR code in the offer for consumer to scan and order from home or on-the-go
- Advertising

Staff Involvement

To ensure the best consumer experience, ensure that staff is trained to be able to answer any usage questions.

- 1. Conduct an overview of how to place an order using your new kiosk.
- 2. Provide a copy of the "Consumer Experience The Magic of Cakes Kiosk" section of this manual for reference in the bakery. See the Frequently Asked Questions section of this guide as a resource for potential customer usage questions.
- 3. Place a few tests with each member of the team to ensure everyone knows how to use the system.

Product Merchandising

Create an "Endless Aisle"

The Magic of Cakes Kiosk and the Cakes.com Cake Ordering system are designed to accept DecoPac cakes as well as other cake designs and your bakery's original designs. Including a vast array of products in the kiosk creates an "endless aisle" to be shopped by your customers and delivers more opportunities to convert to purchase.

Photography Tips for Custom Cake Images

Ensure products look their best when they appear on the screen by considering the following photography tips.

- 1. Light: Natural light works best for any type of photo.
- 2. White Background: A clean white background looks best since it creates a focus on the product itself.
- 3. Provide a sense of scale by including an item in the image that people are familiar with for products where size may be unclear.
- 4. Show a particular item in lots of colors by using more than one photo in the offer or by having them all in one photo. This can help customers visualize the possibilities.

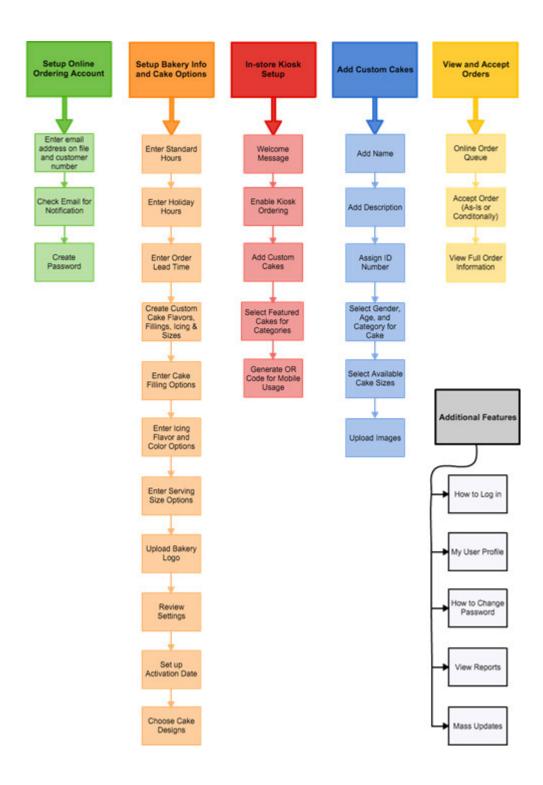
Out of Stock

Customers can get frustrated when an item is out of stock. Ensure a world class experience by considering one of these two options:

- 1. Removing the item from sale in The Magic of Cakes Kiosk and/or Cakes.com. See page 42 for details on how to do this
- 2. Change the lead times in the admin settings to give you ample time to order the required products.

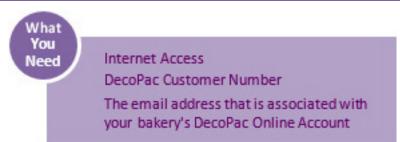
Online Cake Ordering Wizard Overview

The Cake Ordering Wizard is an online tool from DecoPac that makes it easy for DecoPac customers to create online cake ordering on Cakes.com. When Online Cake Ordering is active, Bakeries and other retail outlets are able to provide online ordering options on Cakes.com to their consumers. Payment is handled by the bakery or store at time of order pickup.



How To Get Started

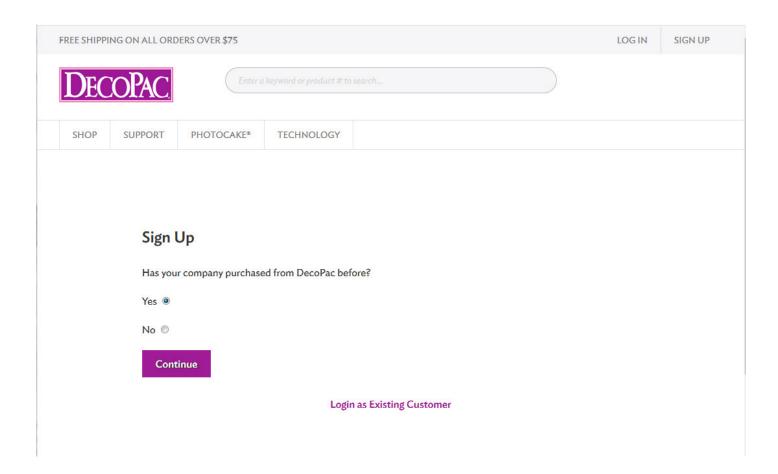
Setting up and configuring your Online Cake Ordering Wizard account is easy once you have everything you need.



All bakeries and other retail outlets are required to have a DecoPac Online Account before using the Online Cake Ordering Wizard. If your bakery has an account with DecoPac, then gather your bakery's DecoPac customer number and the email address used to log in to DecoPac.com.

If your bakery or retail outlet does not have a DecoPac Online Account, then you can go to the following link to establish an online account:

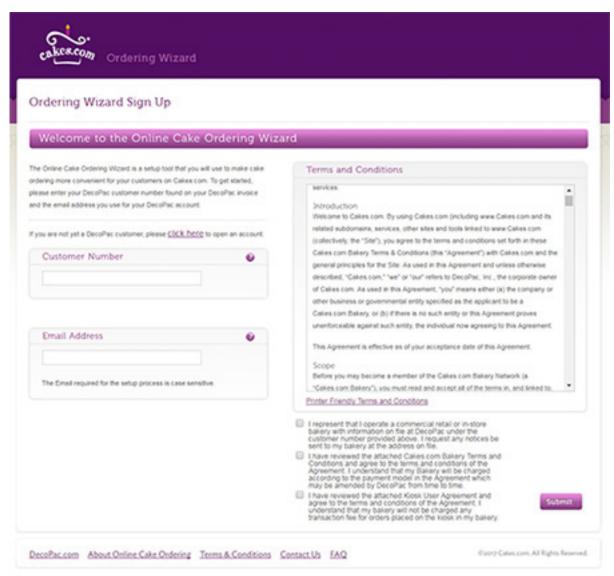
https://www.decopac.com/signup



If your bakery or retail outlet is an existing DecoPac customer, and has already established an online account on DecoPac. com, then continue to the next step. If not, proceed once you've established a bakery or retail account with DecoPac.com. Please note that it takes one business day for your new DecoPac account to be processed and become available on the Cakes.com Online Ordering Wizard.

Setting Up Online Cake Ordering

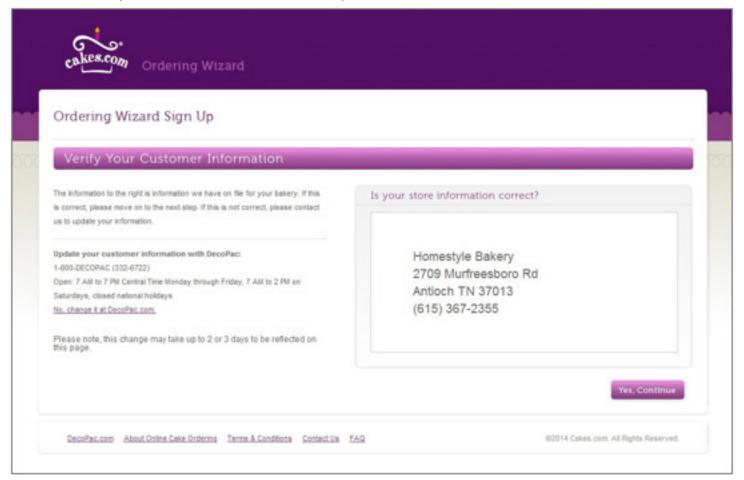
To set-up Online Cake Ordering, customers will need to go to the following URL: order.cakes.com/account-admin/setup or follow the link on https://www.decopac.com/online-cake-ordering. Steps on this page:



- Enter your bakery or retail outlet's DecoPac customer number. If you do not remember the DecoPac account number, it is possible to retrieve it from a previous DecoPac invoice.
- 2. Enter the email address for the DecoPac account. This is the same email address that is used to log in to DecoPac. com. The email address is case sensitive, so make sure to enter the proper case for your email address when setting up and logging in to your account.
- 3. Check all three of the agreement boxes under the Terms and Conditions.
- 4. Click the "Submit" button to continue.

Confirm Account Information

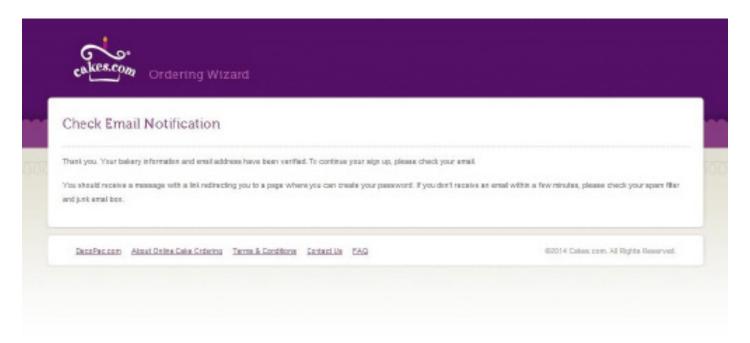
The following is information that DecoPac currently has on file for your bakery or retail outlet. If it is incorrect, then steps should be taken to make sure it is updated.



- 1. Review the store information for the bakery or retail account that is listed on the screen. This information has been imported from DecoPac.com. If the information is not correct, log in to the bakery or retail outlet's online account at DecoPac.com and change it there. (Please note: It will take 24-48 hours for changes to be reflected here.)
- 2. Click the "Yes, Continue" button to continue.

Check Email Notification

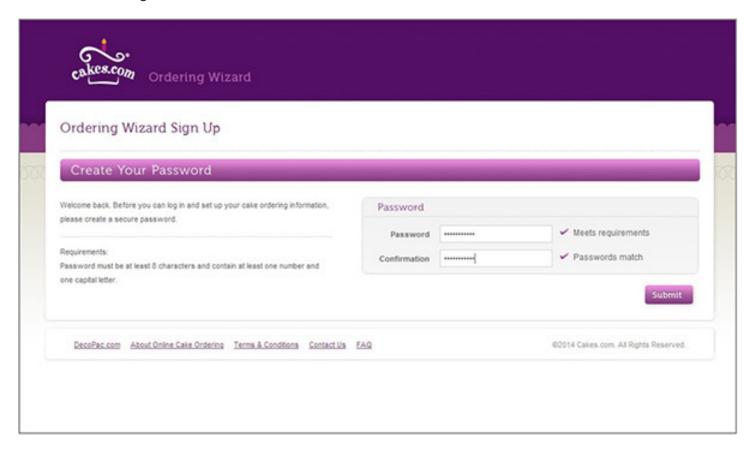
After the "Yes, Continue" button is clicked (on the prior page), you will be taken to the page below and instructed to check your email. You must open the email message you just received and click on the link inside to continue the Online Cake Ordering setup process.



- 1. Check the email account associated with DecoPac.com and your Cakes.com Online Cake Ordering Wizard account for a message with the subject line "Confirm your Cakes.com Online Cake Account".
- 2. Click on the link in the email to continue.
- 3. If you are not seeing the email in your Inbox, check your spam or junk email folder.

Create Your Password

The link in the confirmation email will take you to the following page, where you will need to create a password for the Online Cake Ordering Wizard account.



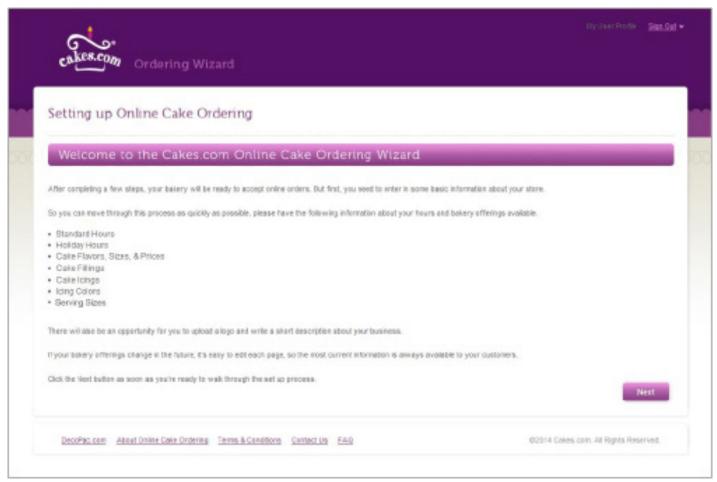
- 1. Enter a new password that fits the following password rules:
 - Must be at least 8 characters long
 - Must contain at least one number
 - Must contain at least one capitalized letter.
- 2. In the Confirmation box, re-type the same password to ensure the password is correct.
- 3. Click on the "Submit" button to continue to the Welcome screen.

Section 2: Bakery Setup

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Create the Online Cake Offering

After clicking the "Submit" button (on the previous page), you will be taken to the "Welcome" page (below). This page will provide you with information necessary to complete the next steps of the setup process.



Info Needed to Complete the Setup Process

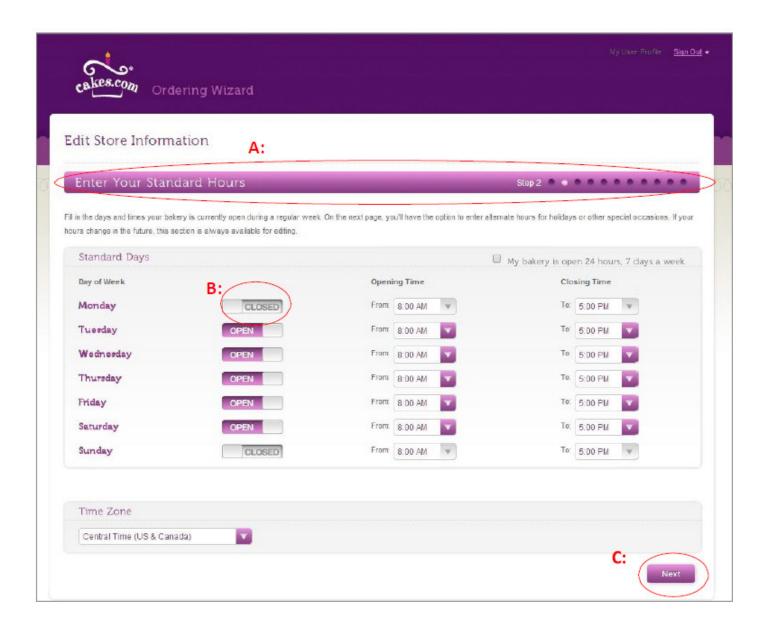
The Online Cake Wizard set-up will guide you through the configuration of each of the settings below. Make sure you have the following information available before beginning the setup process:

- Standard hours
- 2. Holiday hours
- 3. Order lead time
- 4. Cake flavors, sizes & prices
- 5. Cake Fillings, Icing types, Icing colors, Serving Sizes, and any associated up-charge prices
- 6. Business logo (optional; file format of jpg, gif or png; dimensions of 200 by 200 pixels)
- 7. Short description about the business (optional, maximum 200 characters)

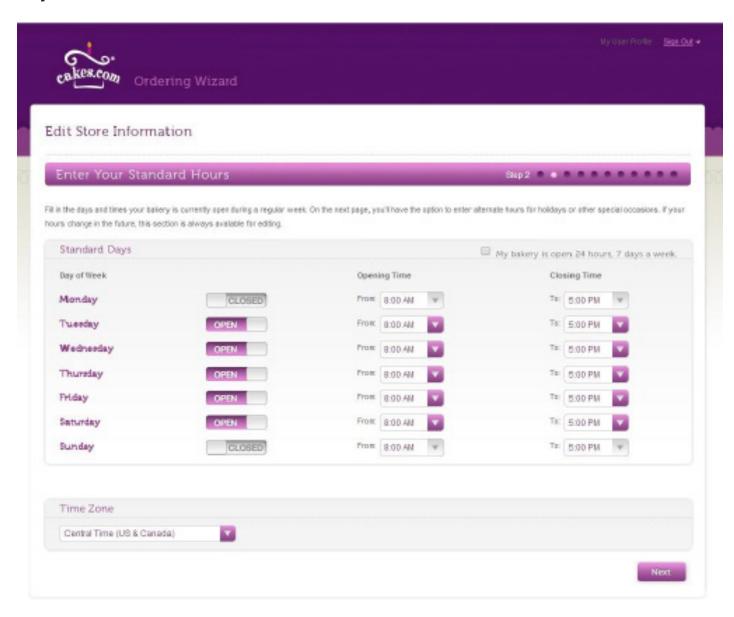
Notes about Setting up Online Ordering:

Before you being the online ordering setup process, please become familiar with the following terms and areas:

- A. The section title and step number are shown in the purple bar at the top of the page.
- B. The default values are shown in purple boxes. To change the default value, click in the purple area.
- C. The Next/Previous buttons are found on the bottom right of the page.



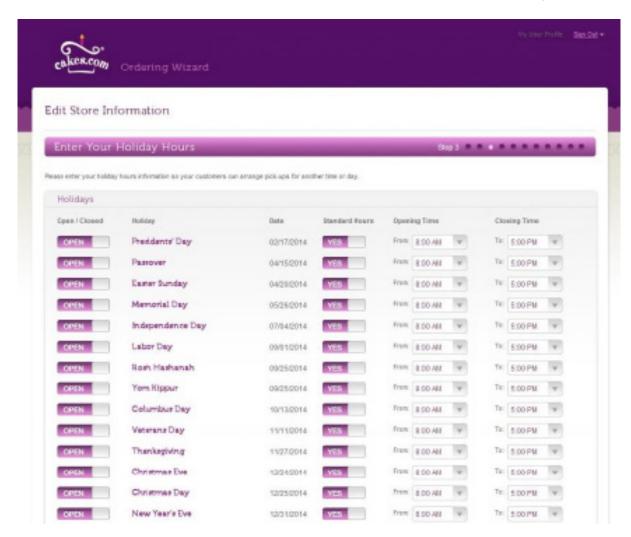
Step 1: Enter Standard Hours



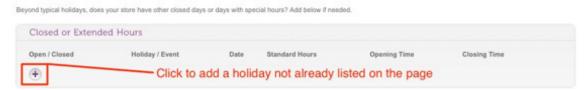
- 1. Select the days of the week that the bakery or retail outlet is open. If the store is closed on a certain day, click the purple "Open" button for that day to change that day to "Closed".
- 2. Make adjustments to the Opening/Closing Times based on store hours.
- 3. Select the Time Zone.
- 4. Click "Next" to continue.

Step 2: Enter Your Holiday Hours

If the store's hours are different for holidays or other special days, enter the holiday hours on this page.



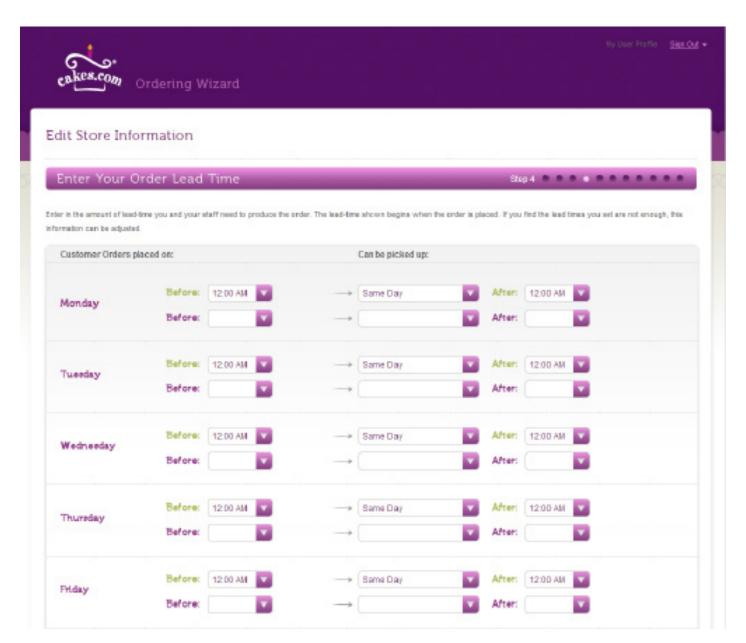
There is also an option to add a holiday if any of the days the store is closed are not already listed:



- Update hours/days as needed. If there are special holiday store hours, click the "Yes" button to change it to "No"
 and update those hours. If closed on any day, click the "Open" button to change it to "Closed". Add any holidays
 not already listed on the page, if necessary, and add store hours and the open or closed status for the store for
 those holidays.
- Click "Next" to continue

Step 3: Enter Your Order Lead Time

Enter the amount of lead-time the bakery or retail outlet will need to complete the order. These settings will govern what pickup dates and times are available to consumers when they create their online order.

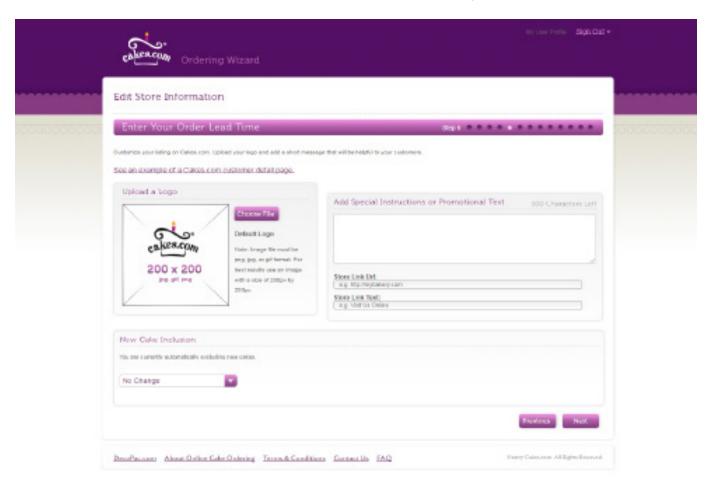


Steps on this page:

1. Make adjustments to lead times as needed. Click "Next" to continue.

Step 4: Enter Your Online Information (Optional)

The online information page will provide consumers with additional information about the bakery or retail outlet that they have chosen, if that bakery or retail outlet has already setup Online Cake Ordering.



Steps on this page:

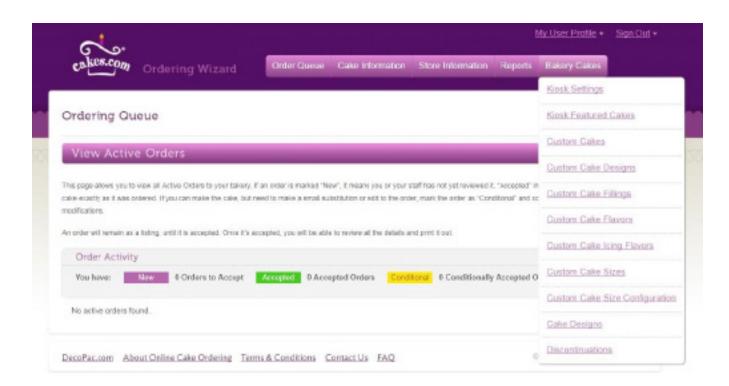
- 1. Add a logo (optional). The logo can be in gif, jpg or png format, and should be 200 pixels wide by 200 pixels high. If the bakery does not have a logo, then a default Online Cake Ordering logo will be displayed instead.
- 2. Add any special instructions. These could be more specific directions to the bakery or any type of additional marketing or promotional messaging. This text can be up to 200 characters.
 - a. Add Store Link URL. If you have a website for your business, you can enter it here.
 - b. Add store Link Text: This is the text a customer will click on to go to your website.

(Example - Visit our Website!)

3. New Cake Inclusion: New Cake Inclusion is set to automatically exclude new cakes from appearing as options for your customers to view. Select "Include all new cakes" to automatically include new cake designs without previewing the new items beforehand. The option to "Exclude all new cakes" is available if this option needs to be turned off at a future date.

Step 5: Create Custom Cake Designs, Fillings, Flavors, Icing Flavors & Sizes

If you have custom cake fillings, flavors, icing flavors or cake sizes, then this optional step in the setup process will allow you to define and make available the custom cake options that your bakery or retail store offers.



Under the "Bakery Cakes" menu category, there are five custom cake options that bakeries or retail stores can define for the cakes that they list on Cakes.com.

These user defined cake options are:

Custom Cake Designs (Page 22)

Custom Cake Fillings (Page 24)

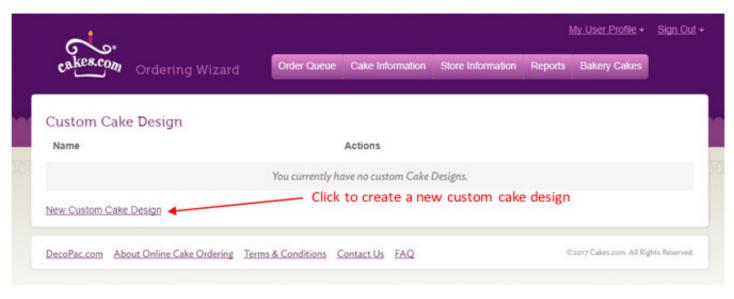
Custom Cake Flavors (Page 26)

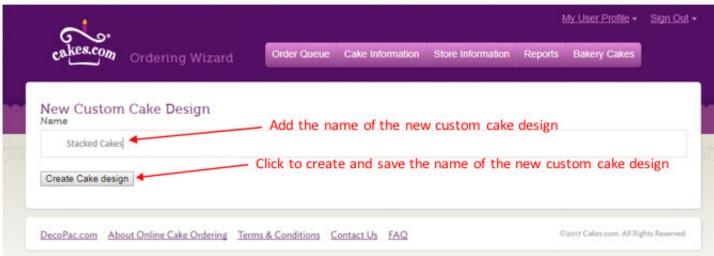
Custom Cake Icing Flavors (Page 28)

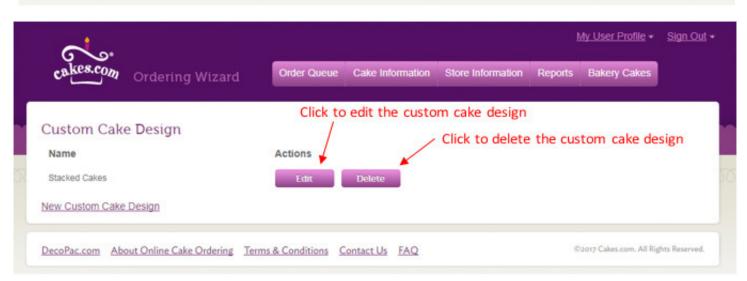
Custom Cake Sizes (Page 30)

Clicking on the relevant option will allow you to create custom cake fillings, flavors, icing flavors & sizes. The steps involved with creating each custom option follow.

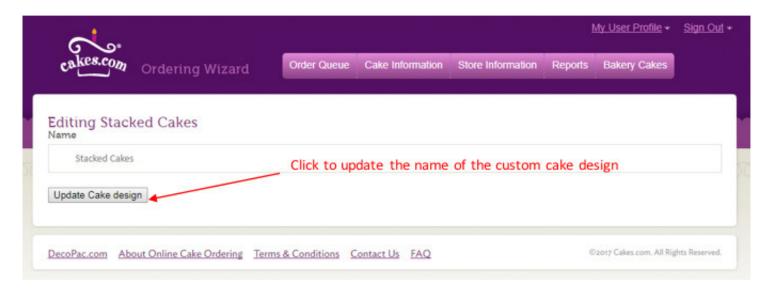
a. Create Custom Cake Design (used to create upcharge options)





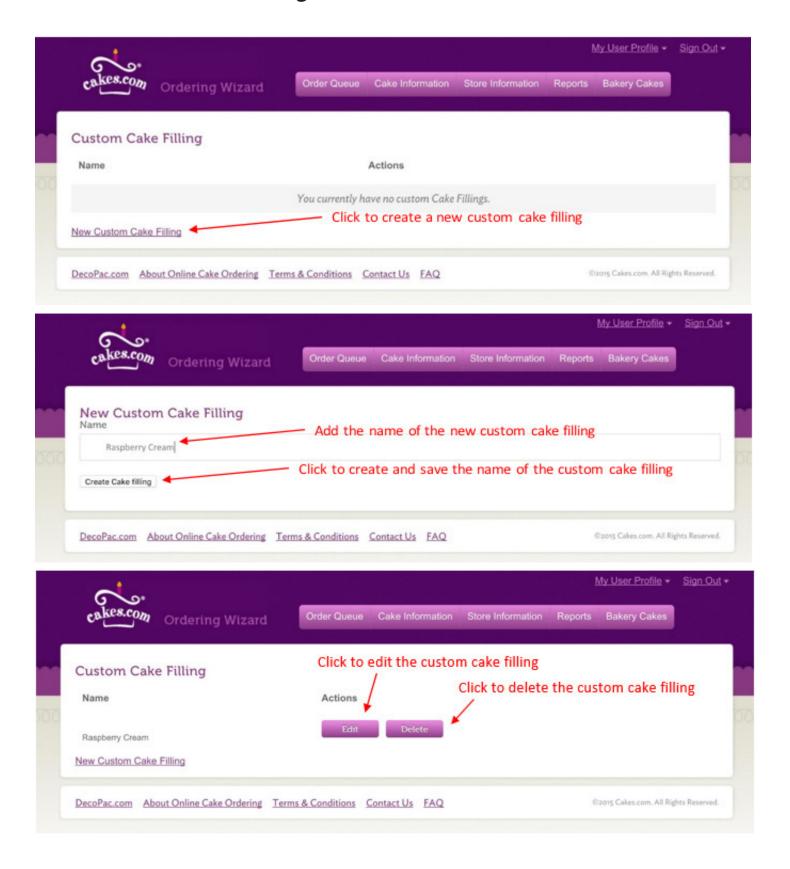


If you click the "edit" button, you will be brought to a page that allows you to edit a custom design:

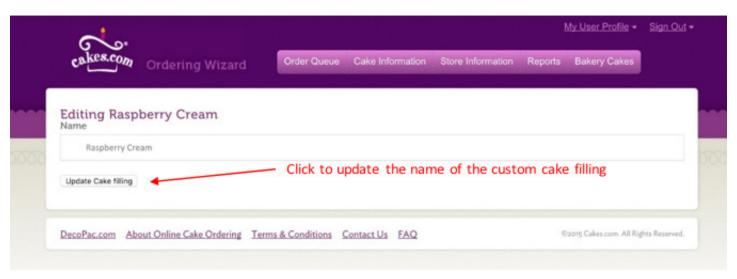


Once you have created and/or edited your custom cake design, you can add additional designs or create other custom cake options.

b. Create Custom Cake Fillings

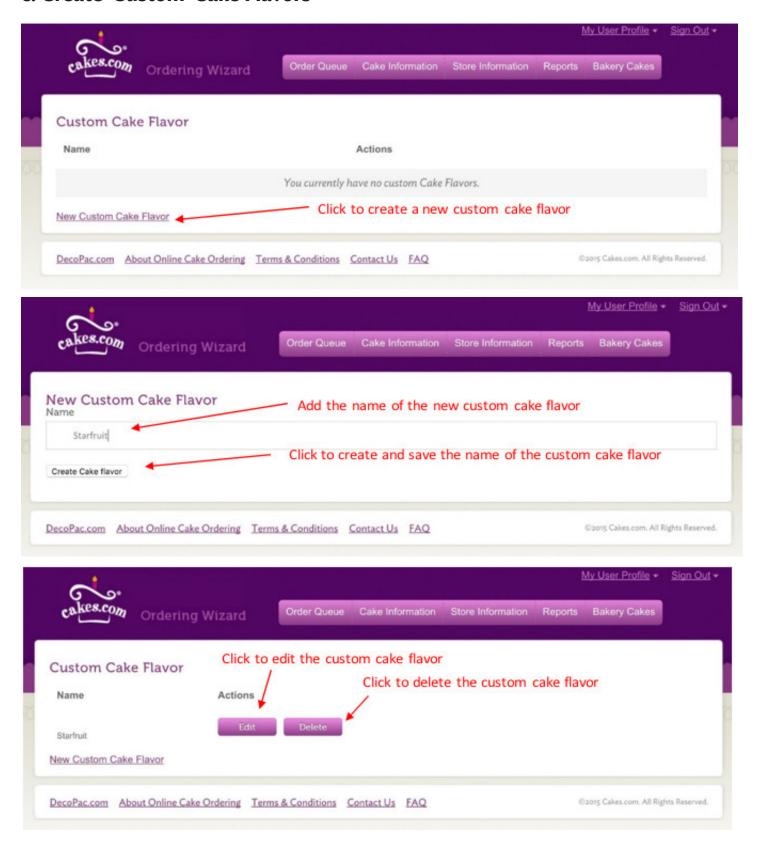


If you click the "edit" button, you will be brought to a page that allows you to edit a custom filling:

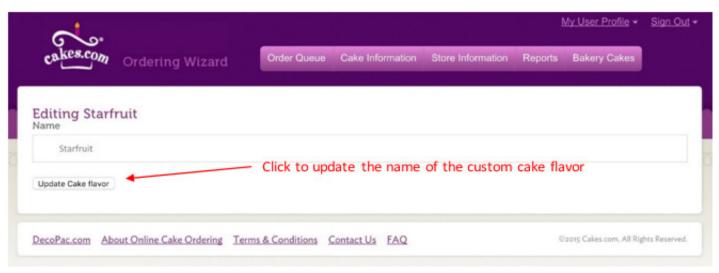


Once you have created and/or edited your custom cake filling, you can add additional fillings or create other custom cake options.

c. Create Custom Cake Flavors

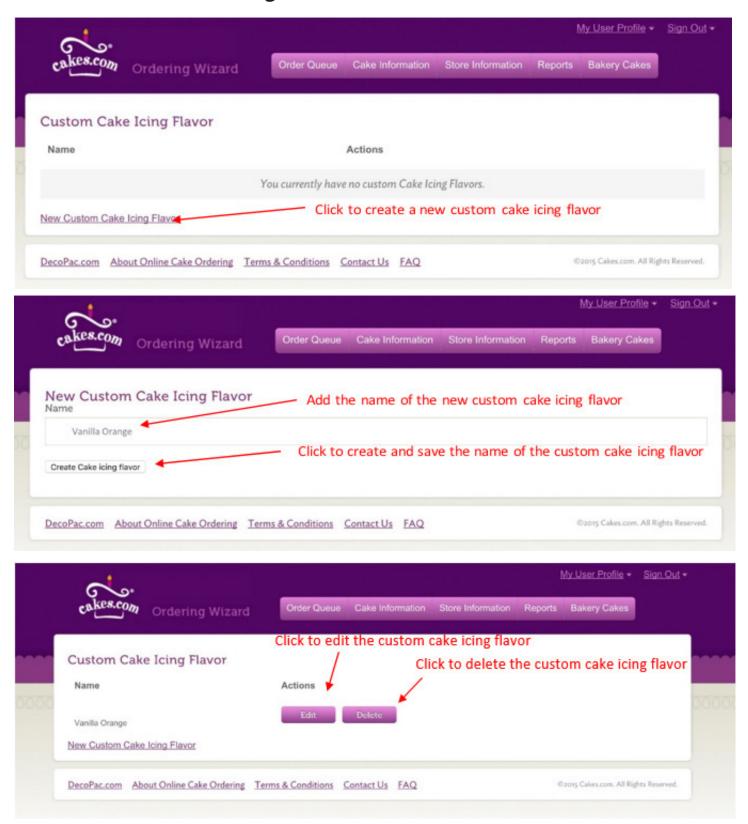


If you click the "edit" button, you will be brought to a page that allows you to edit a custom flavor:

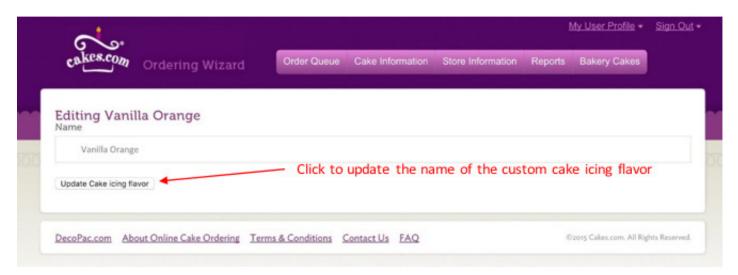


Once you have created and/or edited your custom cake flavor, you can add additional flavors or create other custom cake options.

d. Create Custom Cake Icing Flavors

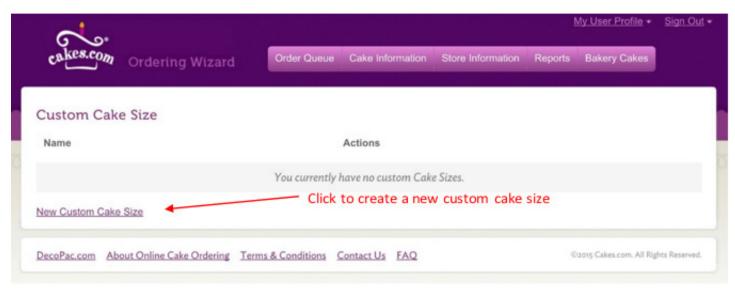


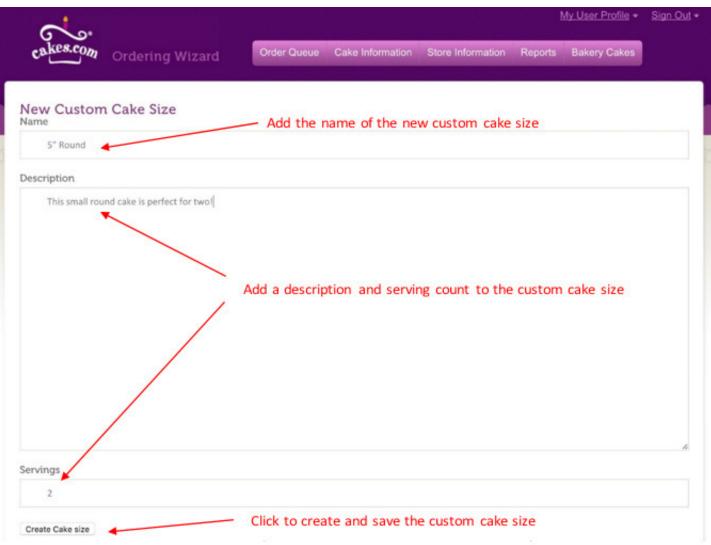
If you click the "edit" button, you will be brought to a page that allows you to edit a custom icing flavor:



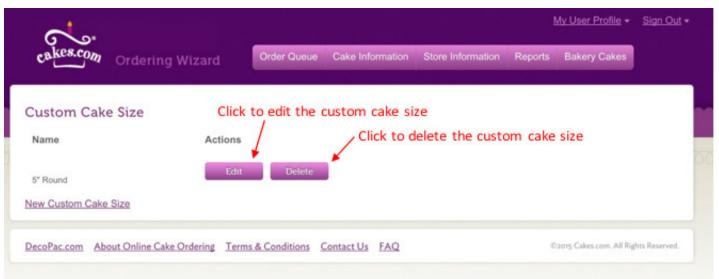
Once you have created and/or edited your custom cake icing flavor, you can add additional icing flavors or create other custom cake options.

e. Create Custom Cake Sizes

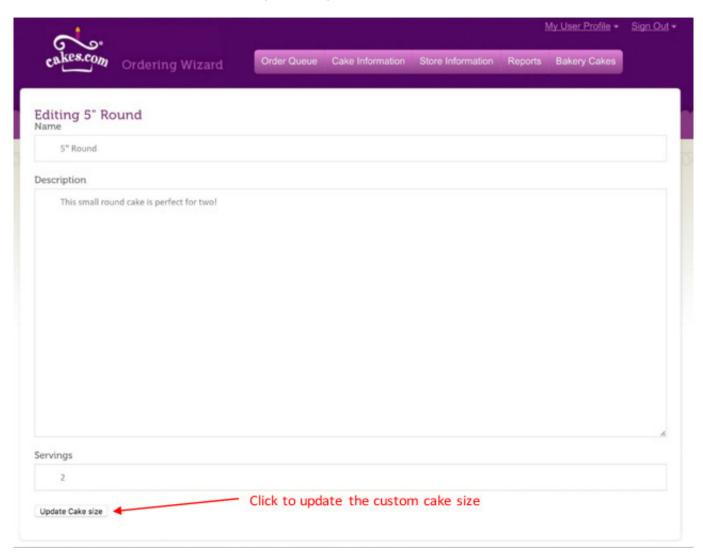




Online Cake Ordering Overview



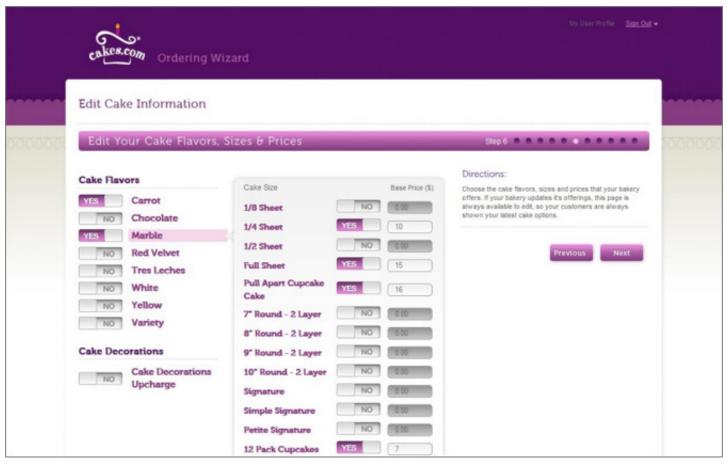
If you click the "edit" button, you will be brought to a page that allows you to edit a custom cake size:



Once you have created and/or edited your custom cake size, you can add additional cake sizes or create other custom cake options.

Step 6: Edit Your Cake Flavors, Sizes & Prices

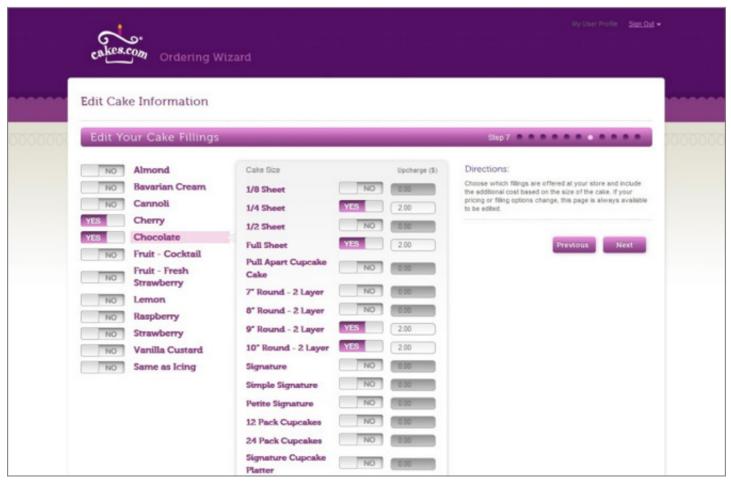
This is the first step in setting up the online cake options available to Consumers. When a Consumer selects a cake for a specific bakery, these are the options that will be available to them on Cakes.com.



- Select a Cake Flavor then choose the Cake Sizes that are available for that Cake Flavor. To select a Cake Size, you must
 first enable the Cake Flavor for that Cake Size. This is done by clicking on the "No" button alongside the flavor. Doing
 this will change the setting to "Yes".
- 2. To add the Base Price of the Cake Flavor/Size selected, click the "No" button alongside the Cake Size. This will change the setting to "Yes" so that the base price can be set for that Flavor/Size combination. Repeat this for each flavor and size of cake offered to set all the Base Prices.
- 3. If the bakery charges for additional Cake Decorations such as DecoSet® or Edible Image®, click the "No" button along-side "Cake Decorations Upcharge". This will change the setting to "Yes", and then allow additional charges to be added for these items.
- 4. To edit these settings after they are enabled and set, make sure to first select a Cake Flavor. When selected, the Cake Size options for that flavor will be displayed, and can then be updated.
- 5. Click "Next" to continue.

Step 7: Edit Your Cake Fillings

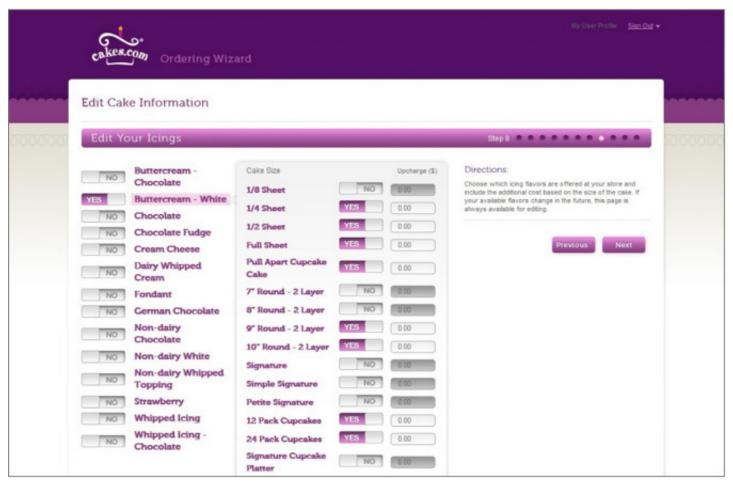
Choose the cake fillings offered at your store and include the additional cost based on the size of the cake.



- 1. Select a Cake Filling Flavor by clicking the "No" button alongside the Filling Flavor to change the available status to "Yes".
- 2. Then select Cake Sizes for that Filling Flavor by clicking the "No" button next to the Cake Size to change the available status to "Yes".
- 3. Once a Cake Size has been set to "Yes" you can add an Upcharge for that Cake Filling/Size combination. If there is no Upcharge, keep the amount set to "\$0.00".
- 4. Repeat Steps 1-3 for each Filling Flavor and Cake Size offered.
- 5. To edit these settings after they are enabled and set, make sure to first select the Cake Filling Flavor. When selected, the Cake Size options for that flavor will be displayed, and can then be updated.
- 6. Click "Next" to continue.

Step 8: Edit Your Icings

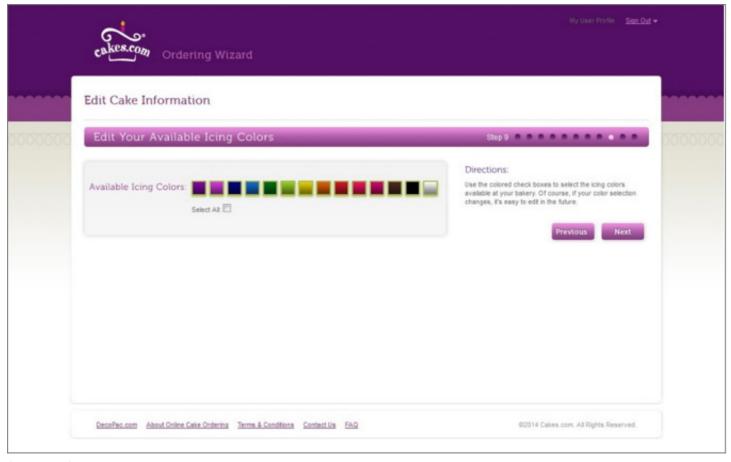
Choose the Icing Flavors that are offered at your store.



- Select an Icing Flavor by clicking the "No" button alongside the Icing Flavor to change the available status to "Yes".
- 2. Then select Cake Sizes for that Icing Flavor by clicking the "No" button next to the Cake Size to change the available status to "Yes".
- 3. Once a Cake Size has been set to "Yes" you can add an Upcharge for that Icing/Size combination. If there is no Upcharge, keep the amount set to "\$0.00".
- 4. Repeat Steps 1-3 for each Icing and Cake Size offered.
- 5. To edit these settings after they enabled and set, make sure to first select an Icing Flavor. When selected, the Cake Size options for that flavor will be displayed, and can then be updated.
- 6. Click "Next" to continue.

Step 9: Edit Your Available Icing Colors

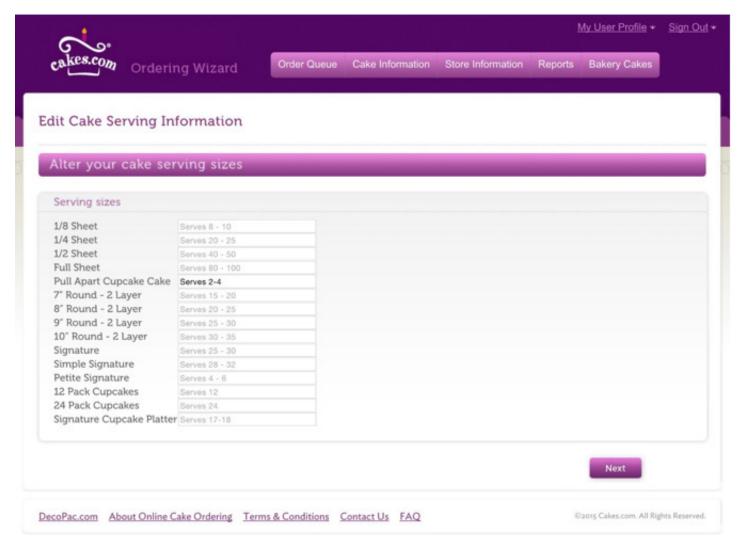
Use the colored check boxes to select the icing colors available at your bakery.



- 1. Select an Icing color by clicking on it. To select all colors, click the "Select All" checkbox.
- 2. Click "Next" to continue.

Step 10: Edit Your Serving Sizes

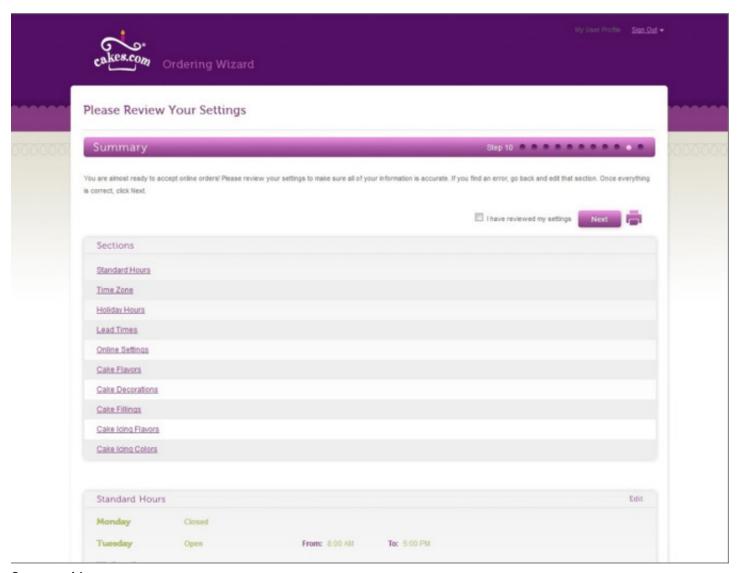
Set your Serving Sizes for each cake size that your bakery or retail store offers.



- 1. Look for the cake size for each cake size that your bakery offers.
- 2. Follow the suggested format of "Serves ..." and add a number or range for each cake size offered in the form field that is next to the appropriate cake size.
- 3. Click the "Next" button to continue to the next step.

Step 11: Review Your Settings

This is a review of all settings and options selected. You can edit any section from this page by clicking the link

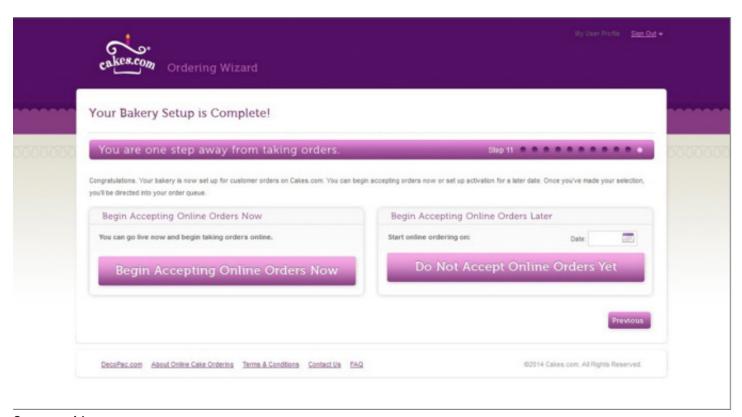


Steps on this page:

- 1. Review your settings to make sure all of your information is accurate. If you find an error, go back and edit that section by clicking on the "Edit" link to the right of the section you wish to edit.
- 2. Check the box alongside "I have reviewed my settings", and click "Next" to continue.

Step 12: Set the Activation Date

The Online Cake Ordering Wizard gives you the option to "go live" today with your Cake Ordering Options, or to schedule a "go live" date in the future.



Steps on this page:

- 1. To begin accepting online orders today, click on the "Begin Accepting Online Orders Now" button. Doing this will activate your online cake ordering option immediately.
- 2. To schedule a "go live" date in the future, select the date that you want to go live, then click the "Do Not Accept Online Orders Yet" button.

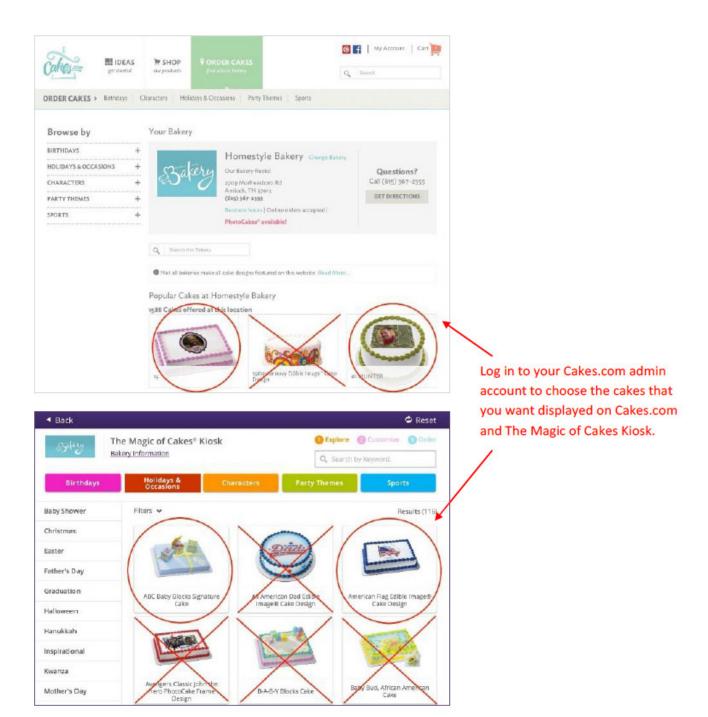
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Discontinued DecoPac Cake Designs Options	. 47

You Choose!

Select the Cake Designs you want to show on Cakes.com or on The Magic Of Cakes Kiosk!

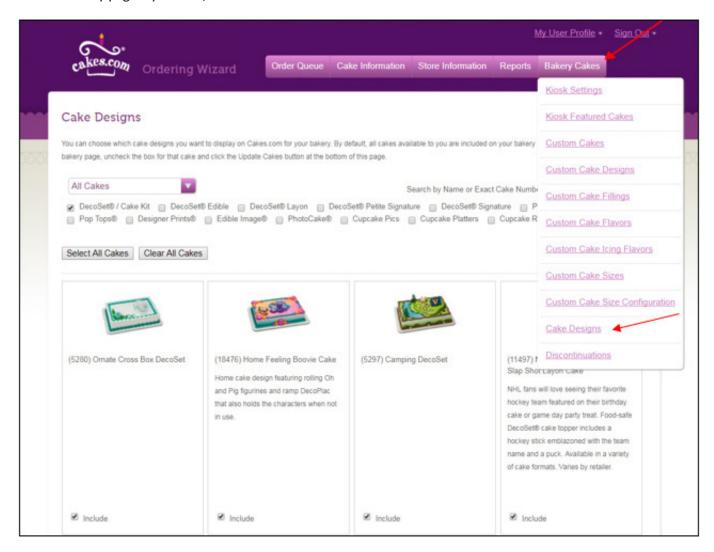
Choose which cakes you want available for online (Cakes.com) or kiosk ordering (The Magic of Cakes Kiosk). Follow the steps on the following pages to select the cakes you want!



Bakery Cakes Tab: Existing Cake Designs

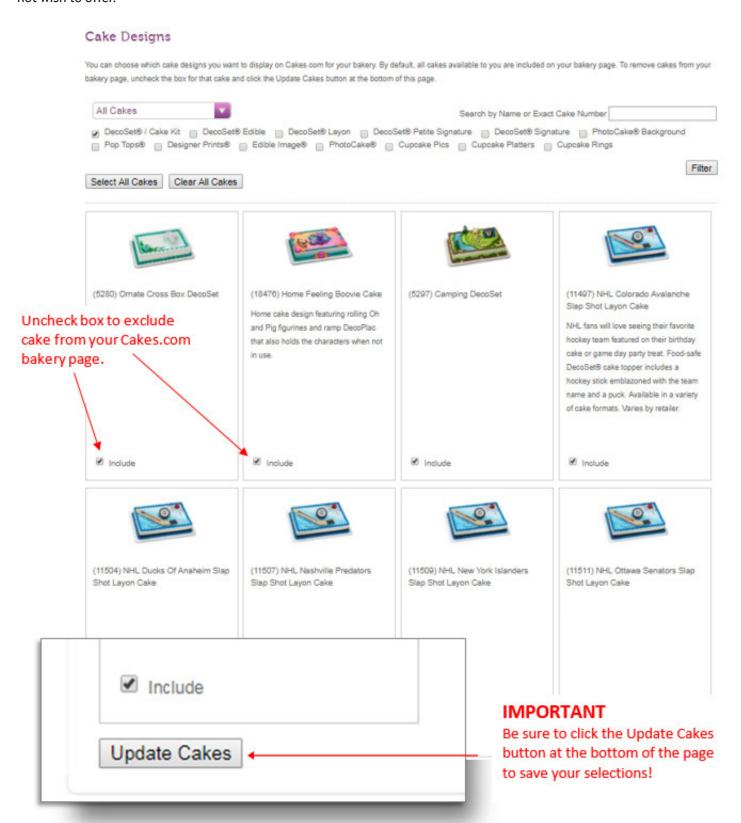
You'll see a new tab at the right called Bakery Cakes. Click this tab to begin selecting cakes.

Every cake design or decorating set you are able to purchase will show up as a cake for you to include or exclude on your Cakes.com bakery page. By default, all items are set to "include."



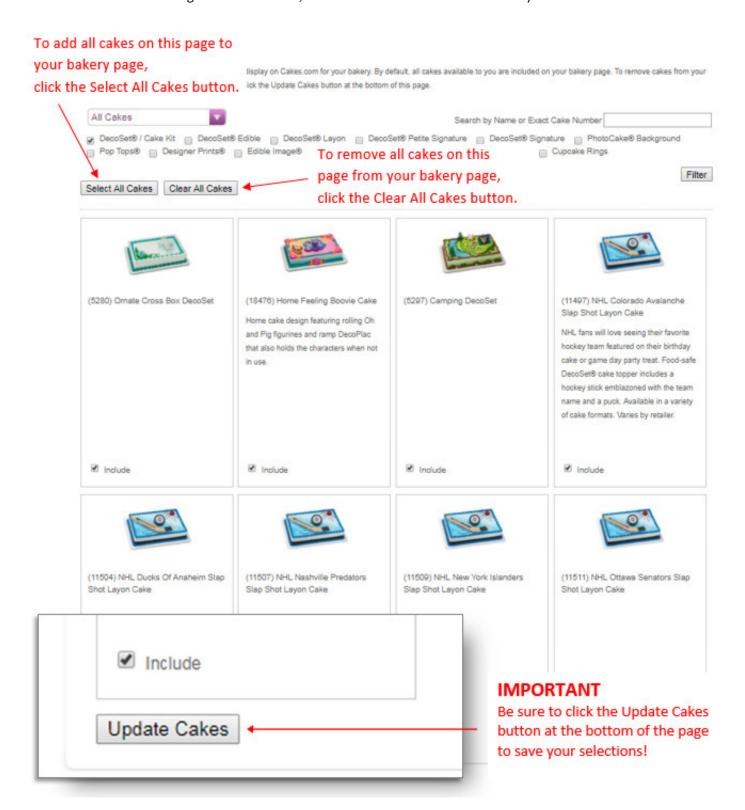
Select Cakes to Include or Exclude

If you wish to only have certain cakes available for online ordering, you will need to uncheck the box next to cakes you do not wish to offer.



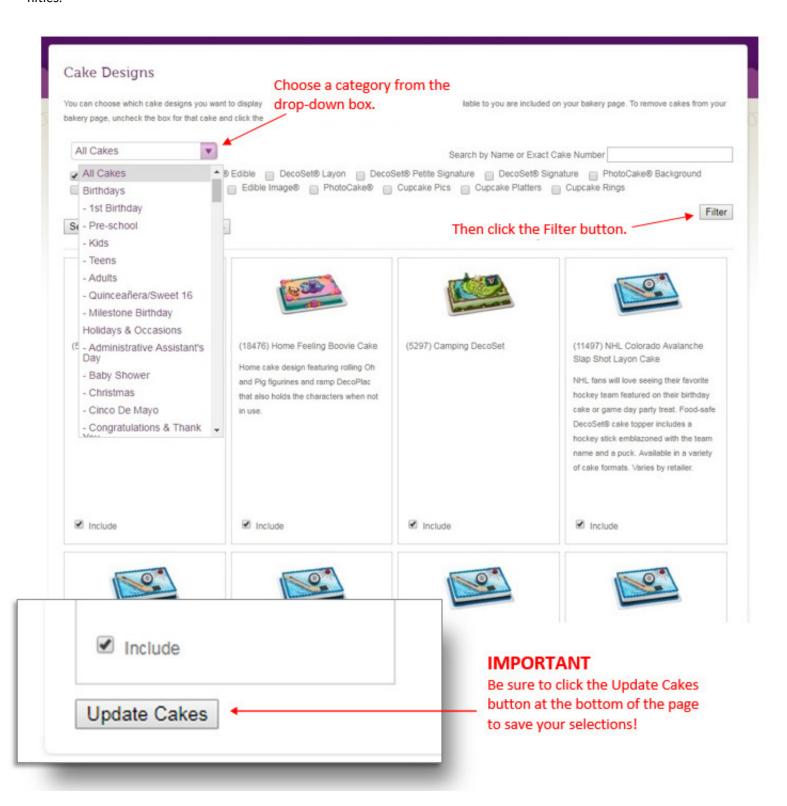
Select Cakes Shortcuts: Clear All and Select All Buttons

With hundreds of cake designs to choose from, we've made it easier to find the cakes you want.



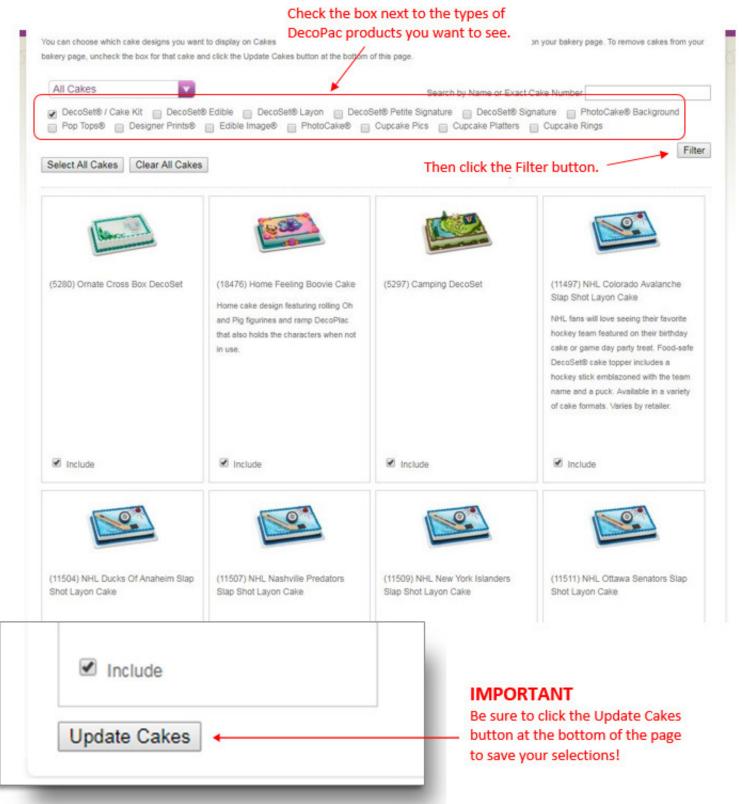
Select Cakes Shortcuts: Cakes by Category

You can view cakes by category by using the drop-down box and clicking the Filter button. By default, any new cake designs we've introduced will be shown to you on the first page so you won't miss out on any new designs and sales opportunities!



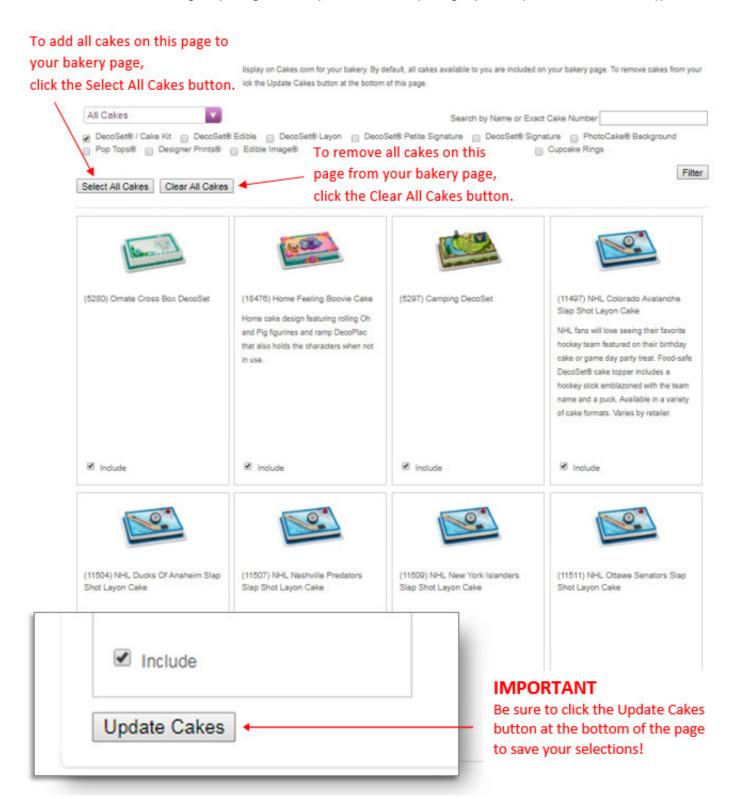
Select Cakes Shortcuts: Filter by Product Type

You can filter cakes by the kind of DecoPac product it is: Signature Cakes, DecoSets, Petite Signature cakes and Edible Images.



Select Cakes Shortcuts: Search

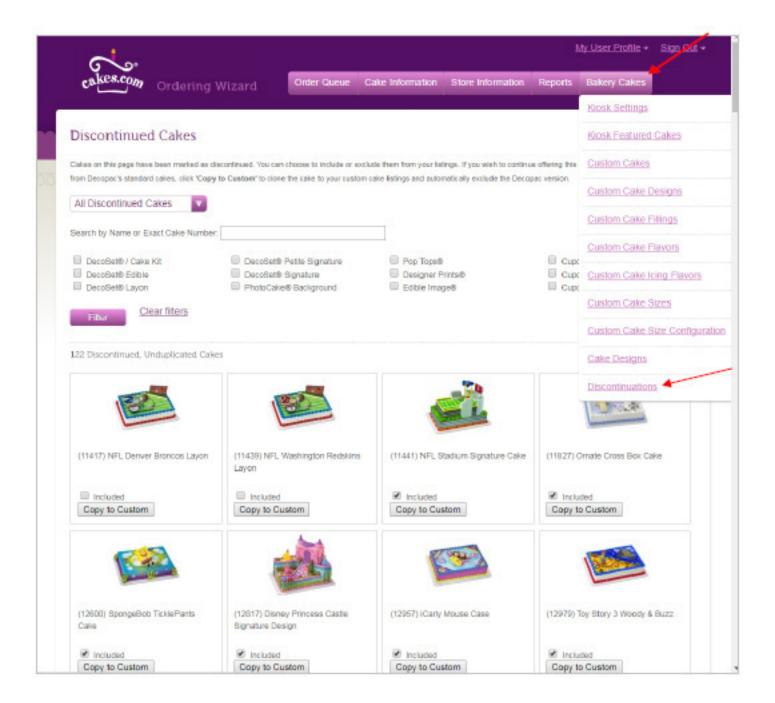
You can search for cake designs by using DecoPac product IDs, or by using keywords (such as Dora or Mickey).



Bakery Cakes Tab: Discontinued Cake Designs

Under the Bakery Cakes tab, select the 'Discontinuations' option from the drop-down menu.

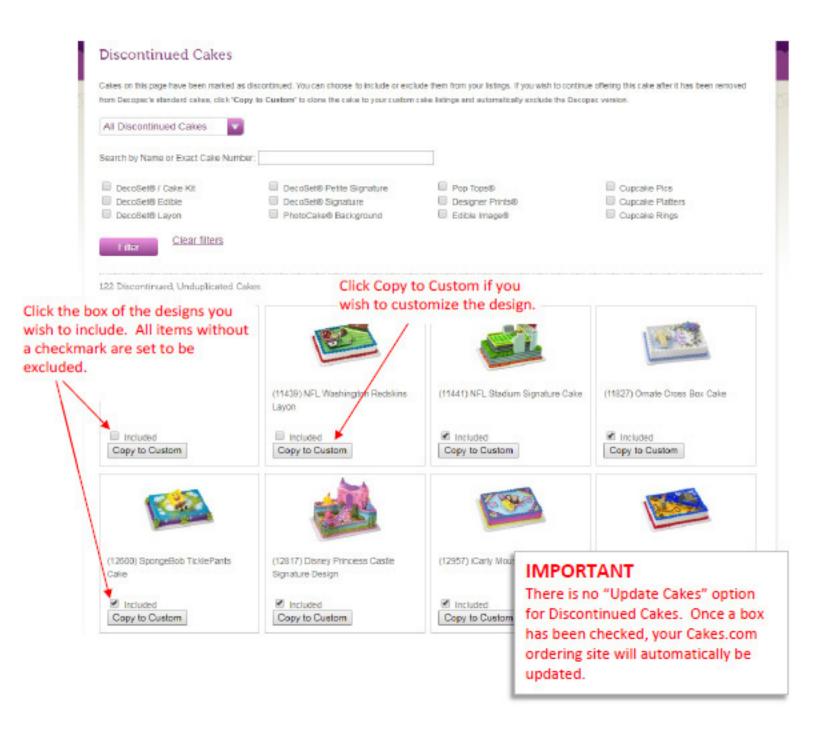
Every cake design or decorating set that has been discontinued by DecoPac is available to access and showcase if you still have on-hand inventory of the design. Once you have been able to deplete your inventory, you are then able to exclude the cake design from your Cakes.com bakery page. By default, all items are set to "exclude."



Select Discontinued Cakes to: Exclude, Include, or Copy to Custom

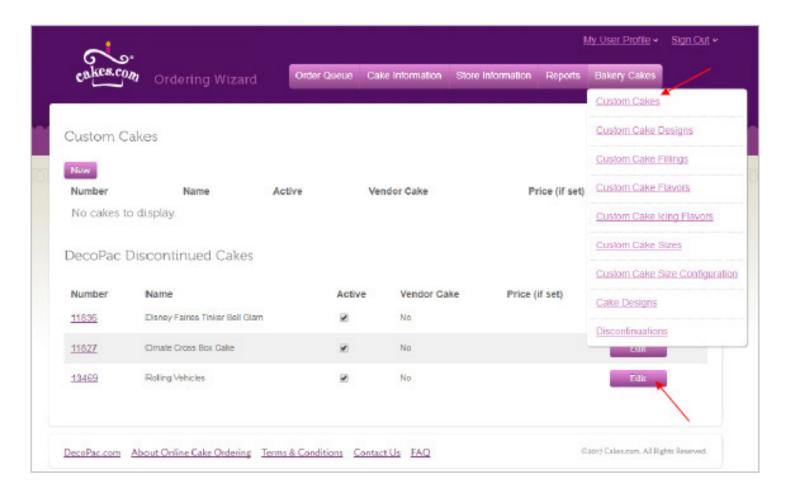
Discontinued cake designs and decorating sets are automatically removed from the 'Cake Designs' tab and Cakes.com as options 30 days after the item has been discontinued. If you wish to continue to show certain cakes designs available for online ordering, you will need to check the box next to the cakes you wish to still offer.

If you wish to customize a discontinued cake design, click "Copy to Custom". This option will allow all of the parameters to be copied over to the Custom Cakes section to be amended as needed (e.g. change the item # or image).



Select Discontinued Cakes to: Copy to Custom

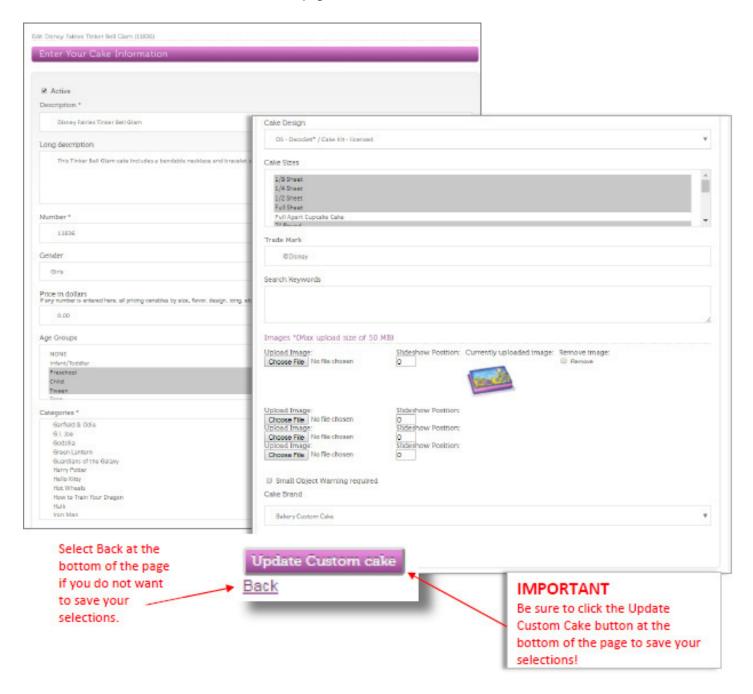
Once you have selected all of the discontinued cake designs you wish to Copy to Custom select the Bakery Cakes tab again and select Custom Cakes. Click Edit to make any changes to the parameters of a discontinued cake design.



Discontinued Cakes: Customizing

Click Edit to make any changes to the parameters of a discontinued cake design and then select Update Custom Cake when edits have been completed. Tip: To choose more than one size, hold the Ctrl key while you click on all your selections.

For more information on Custom Cakes, refer to pages 54.

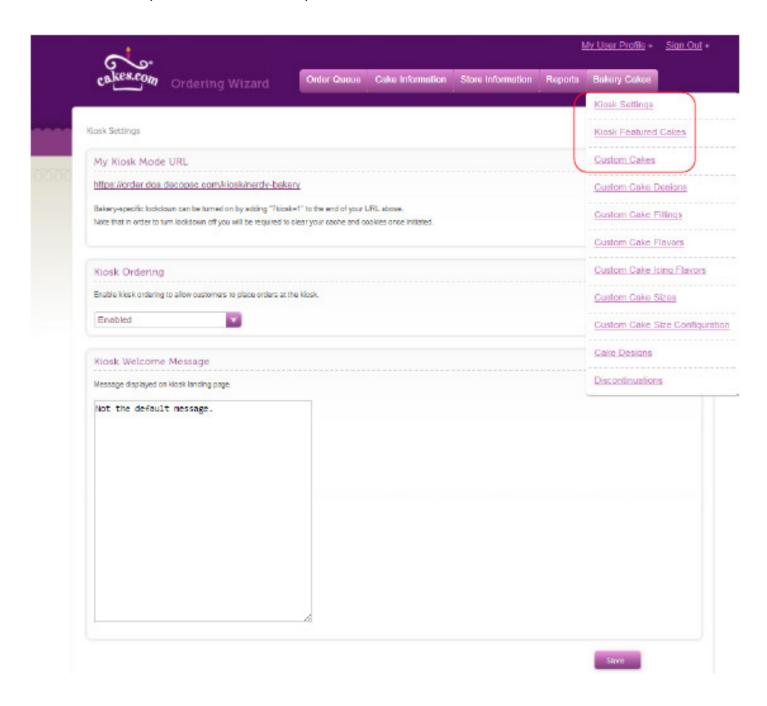


Section 4: Set Up In-Store Kiosk Cakes

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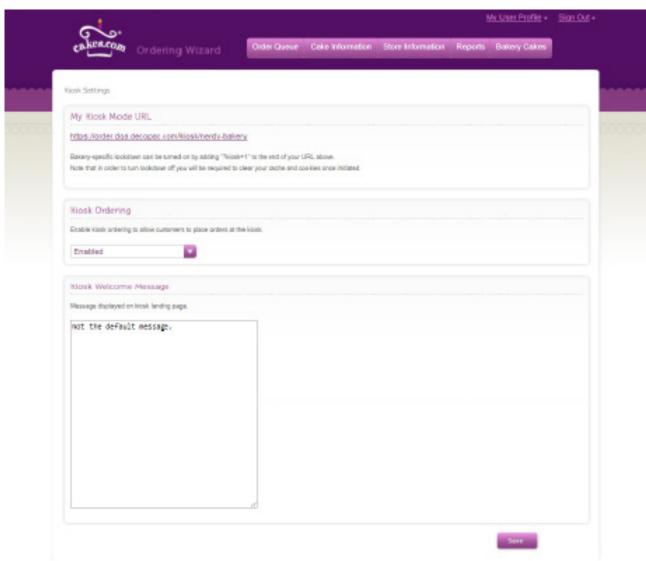
Kiosk Options

Hover over the Bakery Cakes tab to see Kiosk Options.



Kiosk Settings

Set up your main Kiosk settings:

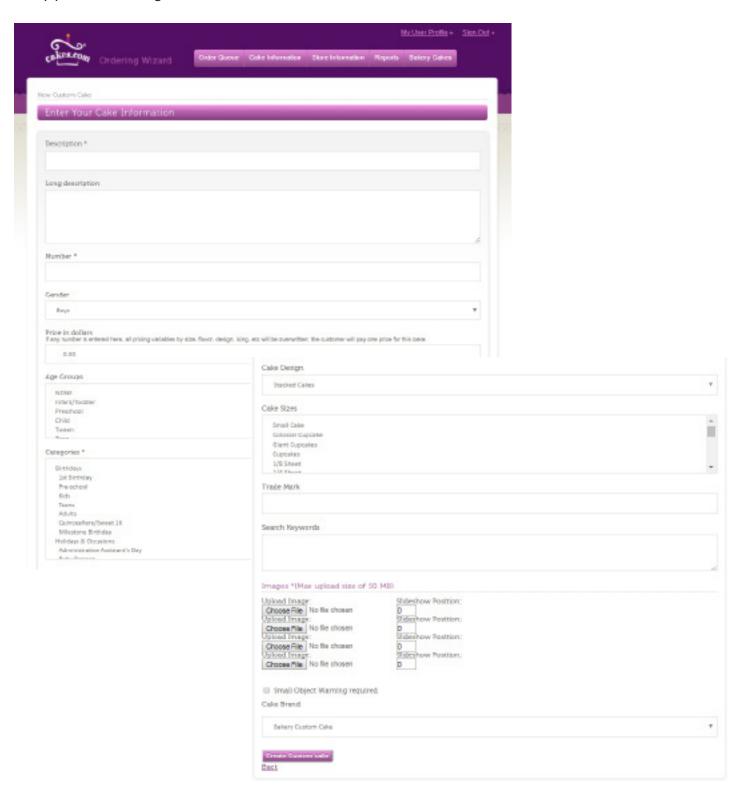


Steps on this page:

- 1. My Kiosk Mode URL is the address you will use on your in-bakery device. This URL will ensure your customers cannot search for alternate bakeries.
 - Note: Each device will have its own setup process to ensure this URL works correctly. A separate document will be provided with instructions on how to set this up on your specific device.
- 2. Kiosk Ordering: Select an option to enable or disable Kiosk ordering. If kiosk ordering is disabled, then the order button on the kiosk will be replaced with the following message: "Speak with your bakery decorator to place an order."
- Enter a welcome message. This text will appear on the first page of your in-store website on your tablet.

Kiosk Custom Cakes

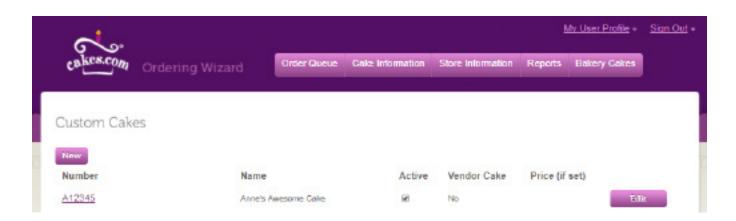
Set up your custom designs:



Steps on New Custom Cakes page:

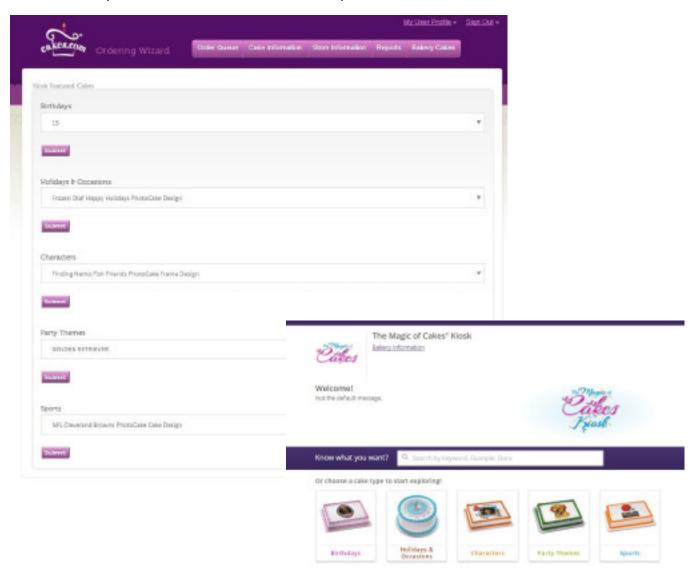
- Create a name and enter it in the Description field. You can also supply some additional descriptive text in the Long Description field.
- 2. Create an Item Number. You cannot use any item number already used (e.g. any DecoPac cake item number.) An Item Number can contain letters and/or numbers.
- 3. Choosing categories for Age, Gender, and Categories will help determine where this cake will show up in your kiosk. Tip: To choose more than one size, hold the Ctrl key while you click on all your selections.
- 4. If applicable, choose a set price in the Price in Dollars field. By entering a price here, the price will override any other variable pricing set in place. Leave this field blank if the item can have a variable price.
- Choose all Cake Designs available for this cake. This will allow you to create upcharges dependent on the cake design type (e.g. Licensed DecoSet, Non Licensed Edible Image, etc.)
- Choose all cake sizes available for this cake.
- 7. Trademark: If you are adding a cake with a licensed or trademarked image or character, you are responsible for ensuring the proper credits are used.
- 8. Choose up to 4 images for your cake. Note: The maximum upload size, in total, is 50 MB.
- 9. Small Objects Warning Required: If you are using a cake decoration that may pose a choking risk, please check the box.
- 10. Cake Brand: Please select the Bakery Custom Cakes Option.
- 11. Click the Create Custom Cake button at the bottom of the page when completed.

Your new cake will now appear on the list.



Kiosk Featured Cakes

Choose the cakes you want featured on the first screen of your TMOC Kiosk.



Steps on this page:

1. Select a cake to be featured for Birthdays. Then click the Submit button next to this list.

NOTE: You will need to select a cake for each category separately, and click the Submit button for each category.

Create a QR Code

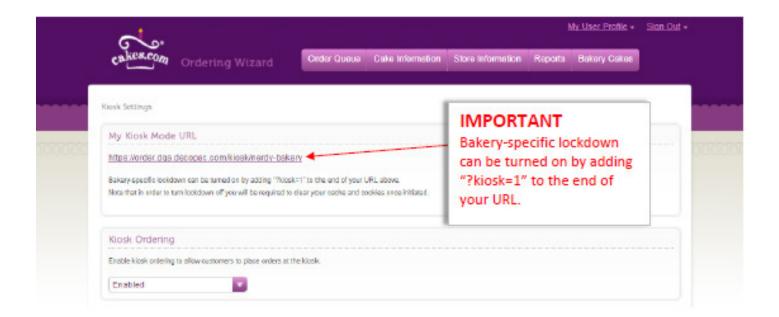
A QR Code (also known as a 2D code) allows your customers to order cakes through your kiosk website using their own smartphone or tablet. This can be helpful if your customer does not have time to use the kiosk in your store, or if there is another customer at the kiosk.

The QR Code can be used on in-store signage, header cards, or anywhere your customer can access the code.



There are several online resources available to generate your QR code.

You will need your Kiosk Mode URL to make your QR Code. You can find this under Bakery Cakes, then Kiosk Settings.

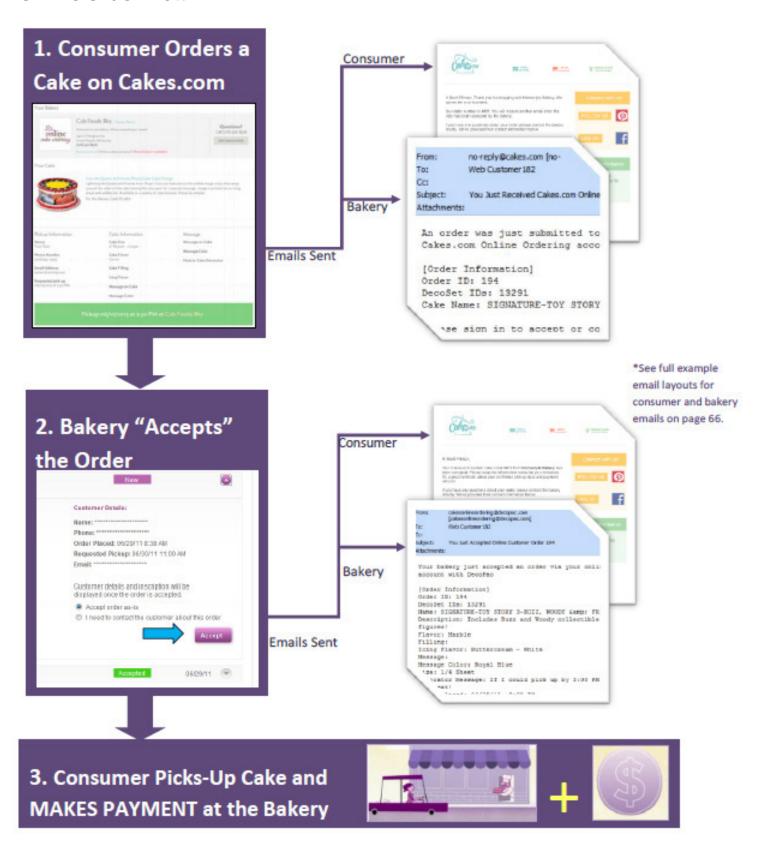


For more information, and to create a QR code, visit www.QRstuff.com.

Section 5: Online Orders

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Online Order Flow



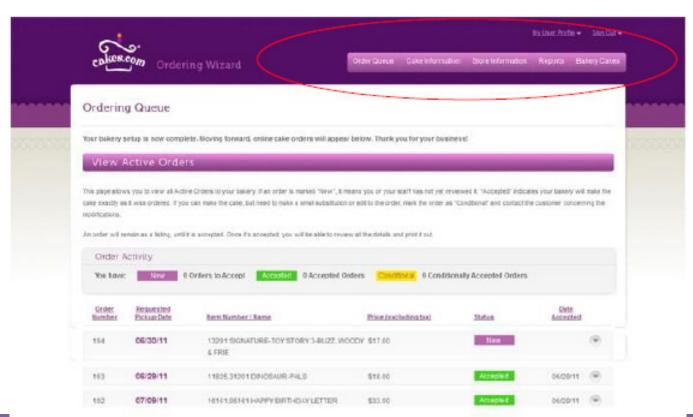
View Active Orders

When you log in, you'll be taken to the main page of the Online Cake Ordering Wizard. On this page you'll be able to see Order Activity and Detail, and also access other features like Reporting, User Profile settings, Store Information, and Cake Information.

Additional Features on this page:

Additional features are discussed in more detail at the end of this document.

- My User Profile (link in upper right of page): Click this link to edit settings like Password, Email Addresses or Email Notification options.
- Menu Bar Options (pink menu bar at top of page)
 - a. Order Queue: Select "Active Orders" or "Order History" available under this option. See page 61.
 - b. Reports: To view reports for past orders or performance statistics related to orders, select the "Orders" or "Performance" links available in the "Reports" menu bar option. See page 72.
 - c. Cake Information and Store Information: For instructions on editing cake flavors, designs, fillings, in-store or online store information, please reference pages 15 38.
 - d. Bakery Cakes: Select which cake designs you want to allow ordering for. You can also upload pictures of your own cake designs here.



Online Ordering Queue

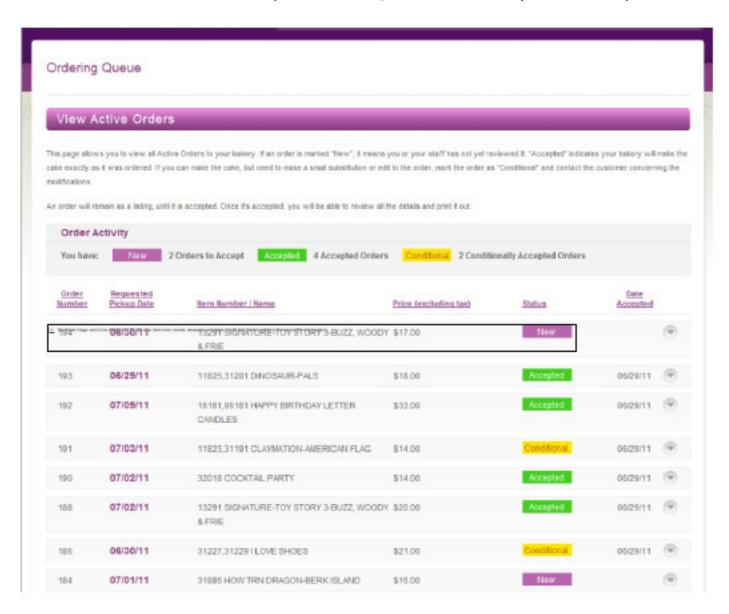
Your Online Orders Queue will show all orders made through Cakes.com. Orders are color-coded so you can easily see new orders as they come in. Please check your online Orders Queue on a daily basis to ensure enough time for you to accept and process your orders!

Order Status

Orders in your Queue can have one of 3 statuses:

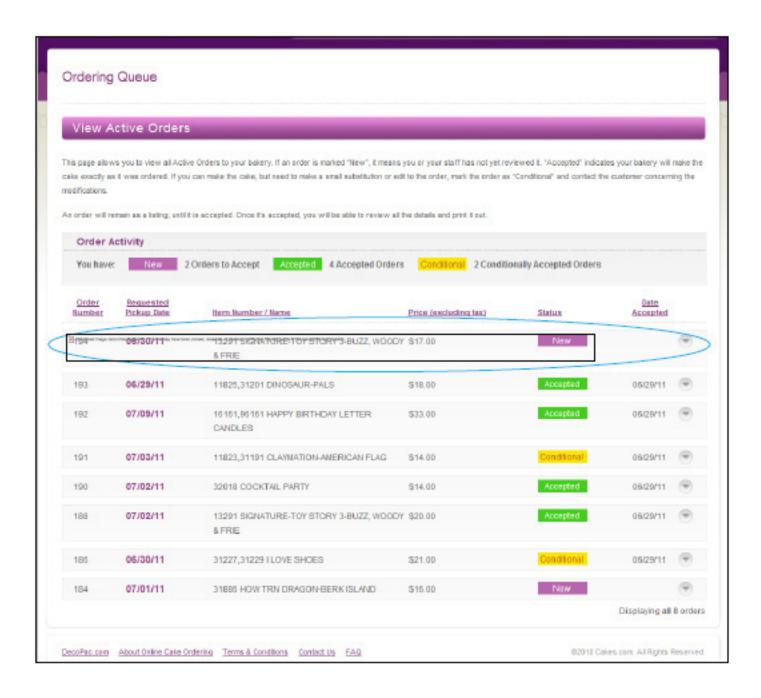
New:	Orders that have not been accepted or cancelled by the bakery
Accepted:	Orders that have been accepted; no communication with the consumer is needed
Conditional:	Orders that require additional communication between the bakery and consumer

Note: Cancelled orders will be removed from your Order Queue, but will be available in your Order History.



New Orders

New Orders are orders you have not yet accepted, and are indicated with a purple box in the Status column of your Order Queue. You will not be able to see the customer's name, phone or email until you accept the order.



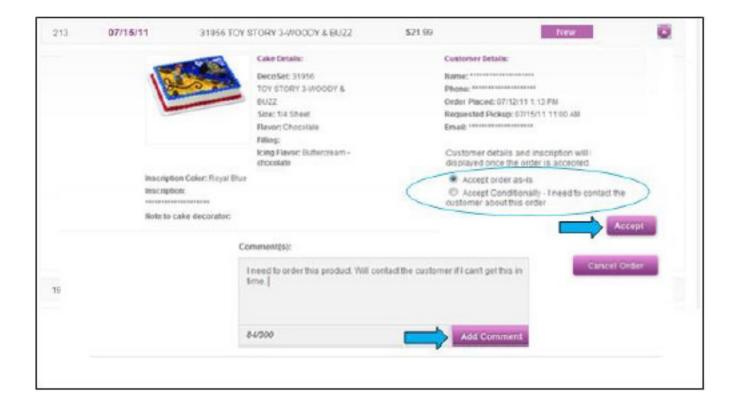
How To Accept an Order

Step 1: Accept As-Is or Conditionally

To Accept an Order click on the down arrow to the right of the order. This will display details about the order. Review the information provided.

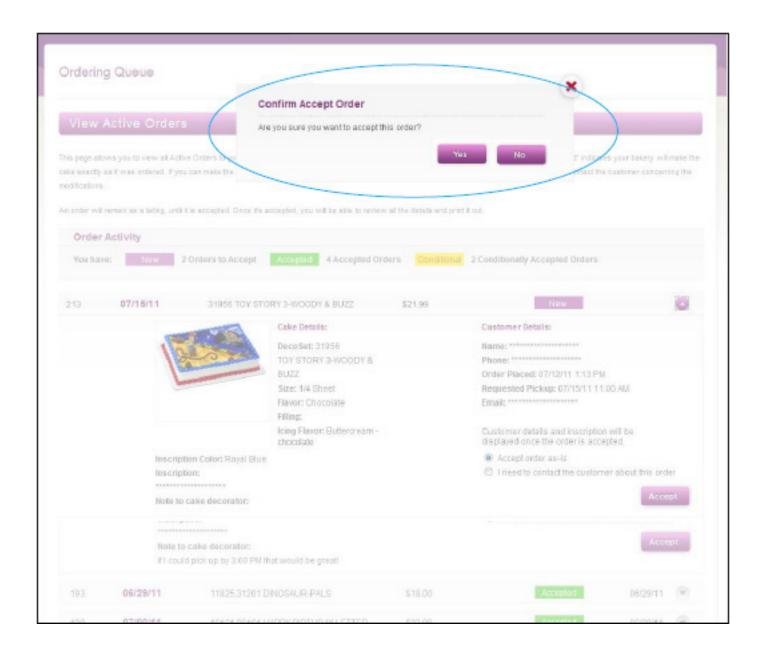


If you can accept the order without further contact from the customer, select the circle next to "Accept order as- is" and click the purple "Accept" button. If you need to contact the customer for additional information or clarification, select the circle next to "I need to contact the customer about the order" and then click the "Accept" button. You can also cancel the order by clicking the "Cancel Order" button.



Step 2: Confirm you Accept the Order

A small window will pop up asking you to confirm that you want to accept the order.

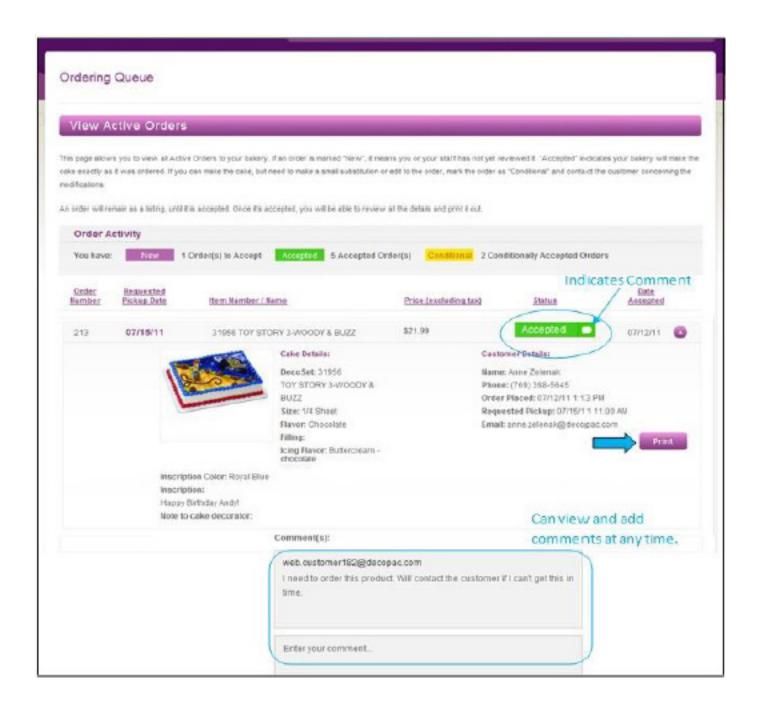


Step 3: Order Status Changes to "Accepted"

After you have accepted the order, the status will be set to "Accepted" in your Order Queue.

Step 4: View Full Order Information

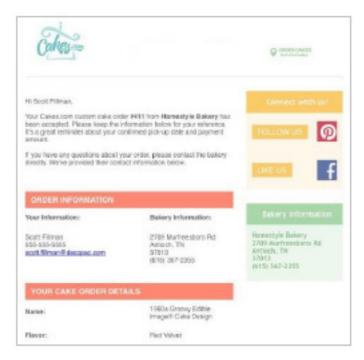
For Accepted orders, you will now be able to see the customer contact information when you click on the down arrow next to the order. You can also print the order information by clicking the "Print" button on the bottom right of the order.



Email Notifications

Both the bakery and the customer will receive an email notification when the order is accepted as-is, accepted conditionally, or if you cancel the order.

Customer Email



Bakery Email

```
You Just Accepted Cakes.com Online Customer Order #411

cavas.devilgnal.com

there Thursday June 18, 2016 at 564 PM

the Book A Princip

Your beloary has accepted an order via your Cakes.com thickey the devilence with Decoher.

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Consumer Tile (*45501)
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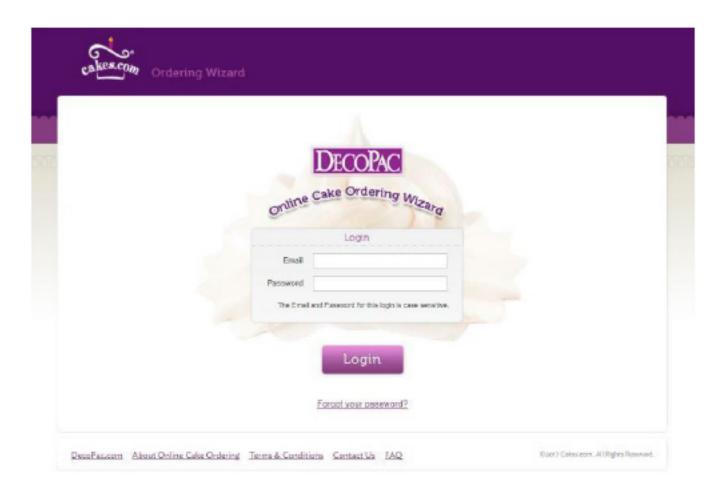
Section 6: Additional Information

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Viewing Orders	69
Managing Your User Profile	70
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Bakery FAQs	76

How to Log In

After you've setup your Online Cake Ordering account, you'll be able to login and change any of your settings whenever you'd like. To login, go to the following URL:

order.cakes.com/account-admin/login or go to www.decopac.com/onlinecakeordering and follow the links



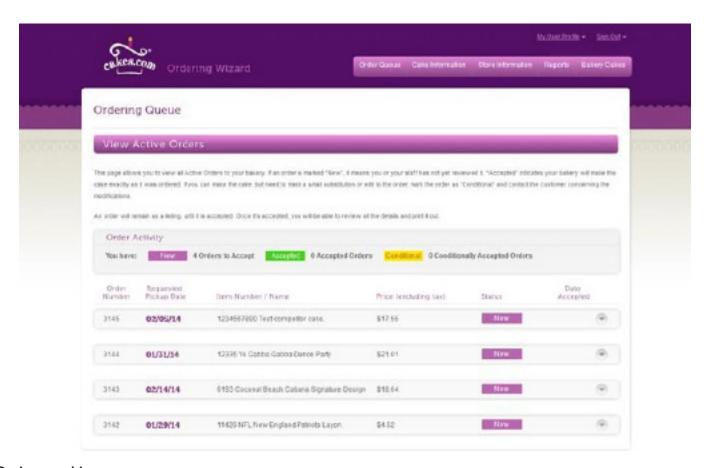
Steps on this page:

- 1. To login, enter your email address and the password that you have setup
- 2. Click the "Login" button to continue.

If you've forgotten your password, click on the "I forgot my password" link. You'll be asked to provide your Customer Number and Email Address.

Ordering Queue

When your setup is complete, you'll be taken to the main page of the Online Cake Ordering Wizard. On this page you'll be able to see Order Activity and Detail, and also access other features like Reporting, User Profile settings, Store Information, and Cake Information.



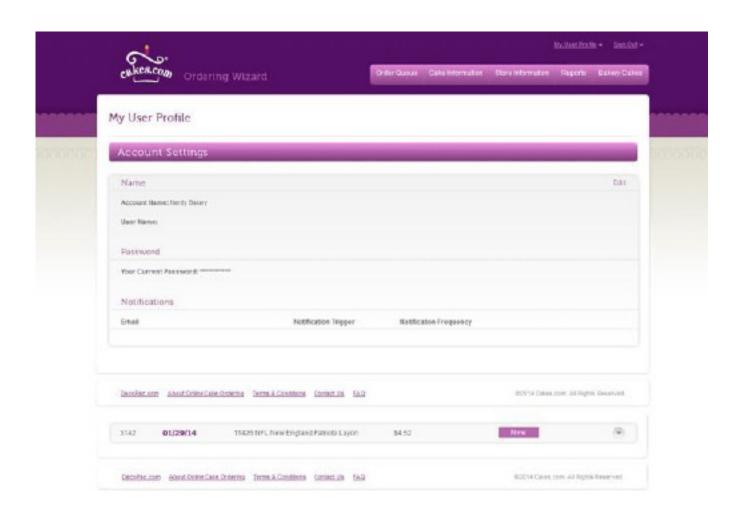
Options on this page:

- To edit settings like Password, Email Addresses or Email Notification options, select the "My User Profile" in the upper right corner.
- To view active orders or order history, select the "Active Orders" or "Order History" links available in the "Order Queue" menu bar option.
- To edit cake flavors, designs, fillings, or icings select the "Flavors & Designs", "Fillings", or "Icings" links available in the "Cake Information" menu bar option.
- To edit in store or online store information select the "In Store" or "Online" links available in the "Store Information" menu bar option.
- To view reports for past orders or performance statistics related to orders select the "Orders" or "Performance" links available in the "Reports" menu bar option.

My User Profile

To view and update your account and profile information, click on the "My User Profile" link in the top right corner of the screen. Please note, you will not be able to update your Name or User Name online. Please contact DecoPac to update your name or username.

To change your password or your email notifications, click the word "Edit" to the right of your business name.



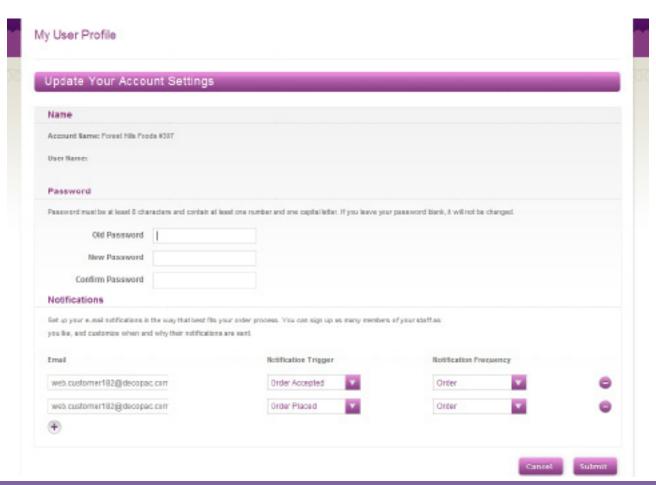
Change Password

To change your password, you will need to know your current password. Your new password must be at least 8 characters long, and must contain at least one number and one capital letter. If you do not want to change your password, leave these fields blank.

Email Notifications

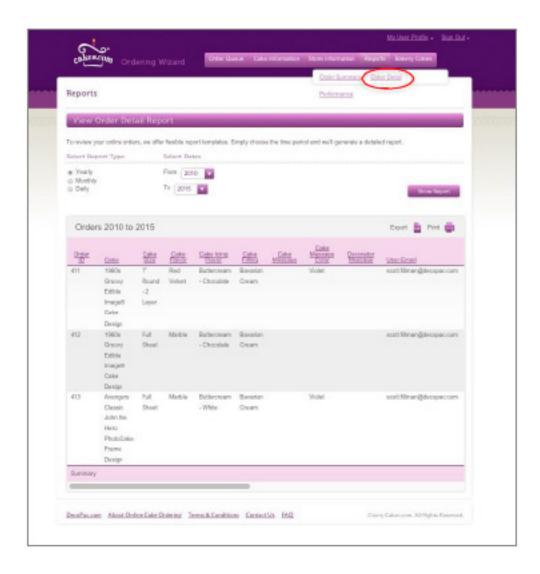
Get an email notification when orders are placed by your customers, and when orders are accepted by you or one of your staff.

- 1. Enter an email address where you want your email notification to be sent.
- 2. Select if you want the email to be triggered when an order is placed or when an order is accepted.
- 3. Under Notification Frequency, select if you want to receive an email every time an order is placed/accepted, or if you only want to receive a summary on a daily basis.
- 4. To add additional notifications to be sent to the same or alternate email addresses, click on the purple plus sign under the last email address entered. To remove a notification, click on the purple minus sign next to that notification.
- 5. Click the "Submit" button to save your changes.



Reporting - Order Details

The Online Cake Ordering tool provides reporting related to online cake ordering. Reports are available after the Bakery or Retail outlet has activated Online Cake Ordering. To view reports for past orders or performance statistics related to orders select the "Order Details", "Order Summary", or "Performance" links available in the "Reports" menu bar option. For the Order Details report select "Order Details" in the menu bar.



Steps on this page:

- 1. Select "Yearly Summary", "Monthly Summary", or "Daily Summary".
- 2. Select the year or years of reporting you want to view.
- 3. Click the "Show Report" button to continue.

Reporting - Order Summary

To view reports related to online order performance, select the "Order Summary" link available in the "Reports" menu bar option.

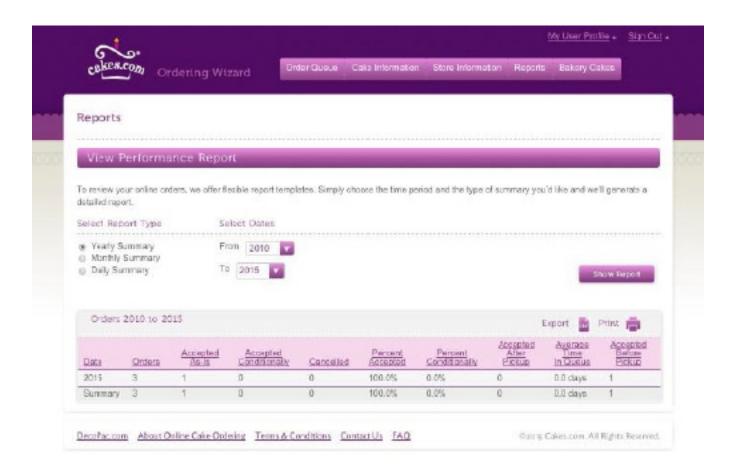


Steps on this page:

- 1. Select "Yearly Summary", "Monthly Summary", or "Daily Summary".
- 2. Select the year or years of reporting you want to view
- 3. Click the "Show Report" button to continue.

Reporting - Performance

To view reports related to online order performance, select the "Performance" link available in the "Reports" menu bar option.



Steps on this page:

- 1. Select "Yearly Summary", "Monthly Summary", or "Daily Summary".
- 2. Select the year or years of reporting you want to view
- 3. Click the "Show Report" button to continue.

Consumer FAQs:

I can't find the cake I'm looking for.

Try entering a term into the search box to find your specific character or cake.

How do I know the bakery received my order?

You will receive an email confirmation from the email address no-reply@cakes.com with the subject "Your Cake Order." If you do not see the email, check your spam folders.

I need to change my order. How do I do that?

At this time, you cannot make changes to orders on Cakes.com or on an in-store kiosk. Please contact your bakery directly.

How do I pay for my order?

You will pay for the order at the time of pick-up or other method dependent on your bakery's request.

Bakery Manager/Decorator FAQs:

What if I don't have, or can't get, an item in-stock for an order?

You will have the option to accept an order "as-is" or "conditionally." Once you accept the order, you can see contact information for your customer. Please contact your customer to discuss your options.

To prevent this issue in the future, consider the following:

- Order Lead Time: You can adjust your order lead time to ensure you have time to get the necessary items in stock to fulfill an order. See page 18 for instructions.
- Cake Design Selection: If you will no longer carry a cake design, you can remove that design from your kiosk and cakes.com. See page 26 for instructions.

My in-store kiosk is not working. Who do I contact for assistance?

If you are having a problem with the kiosk showing your home page, cakes, or ordering process, please contact DecoPac at 1-800-DECOPAC to report the problem.

If you are having problems with the hardware (the kiosk won't turn on or is not showing your Online Ordering home page), please contact your appropriate IT department or the manufacturer of your equipment.

My customer entered a pick-up time when I am not open.

Customers are only allowed to place orders for pick-up during your selected open hours. Please refer to pages 17-18 for setting up store hours and holiday hours.

Section 7: Mass Updates

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Mass Updates - Overview

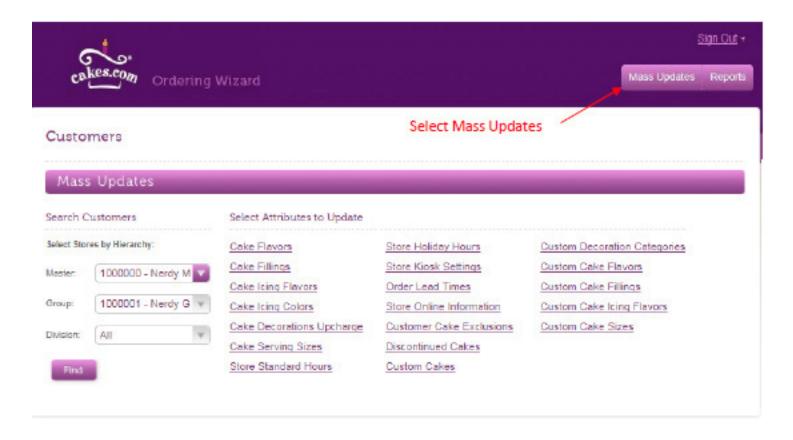
For bakeries and retail stores with more than one location, the Online Cake Ordering Wizard allows multiple updates or changes to be set and pushed to multiple in-store kiosks or store listings on Cakes.com. This saves time and allows for uniform offerings, options and business information to be easily managed and deployed across multiple business locations.

The following attributes and options can utilize the mass updates feature:

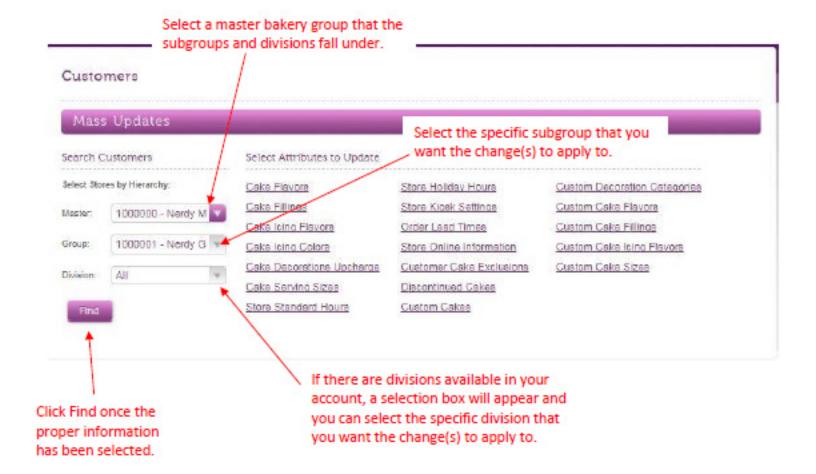
- Cake Flavors and Designs
- Cake Fillings
- Cake Icing Flavors
- Cake Icing Colors
- Cake Decorations Upcharge
- Cake Serving Sizes
- Store Standard Hours
- Store Holiday Hours
- Store Kiosk Settings
- Order Lead Times
- Store Online Information
- Customer Cake Exclusions
- Discontinued Cakes
- Custom Cakes
- Custom Decoration Categories
- Custom Cake Flavors
- Custom Cake Fillings
- Custom Cake Icing Flavors
- Custom Cake Sizes

Mass updates utilize a master group and can deploy updates to multiple business locations that exist in the subgroups of the master group and even individual locations within the master or subgroups if necessary.

On the account administration landing page for stores with multiple locations (this is the first page that you are directed to upon successful log in) select Mass Updates.



First, select the master group and specific subgroup that you want the mass change deployment to apply to. Then, select Find.



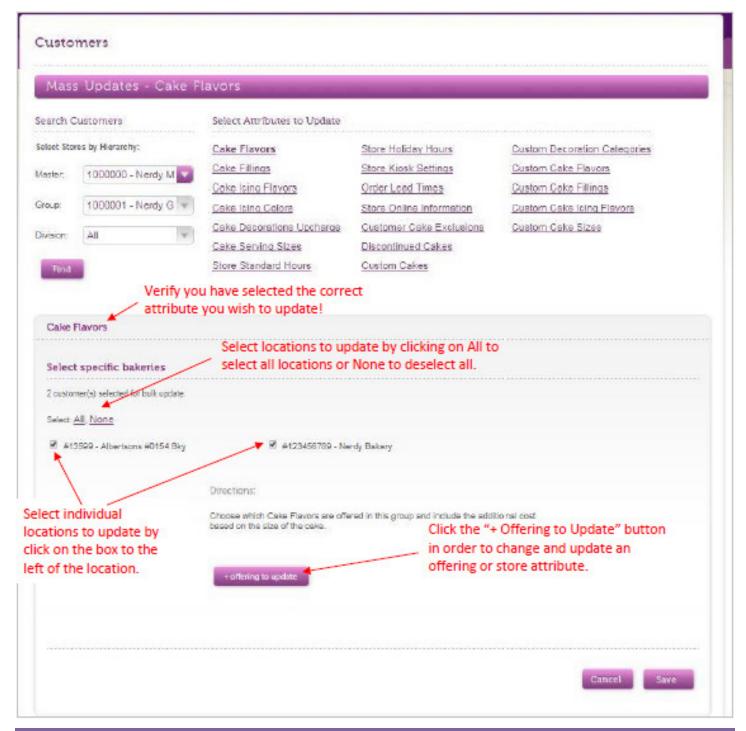
Click the link for the section that you would like to update.



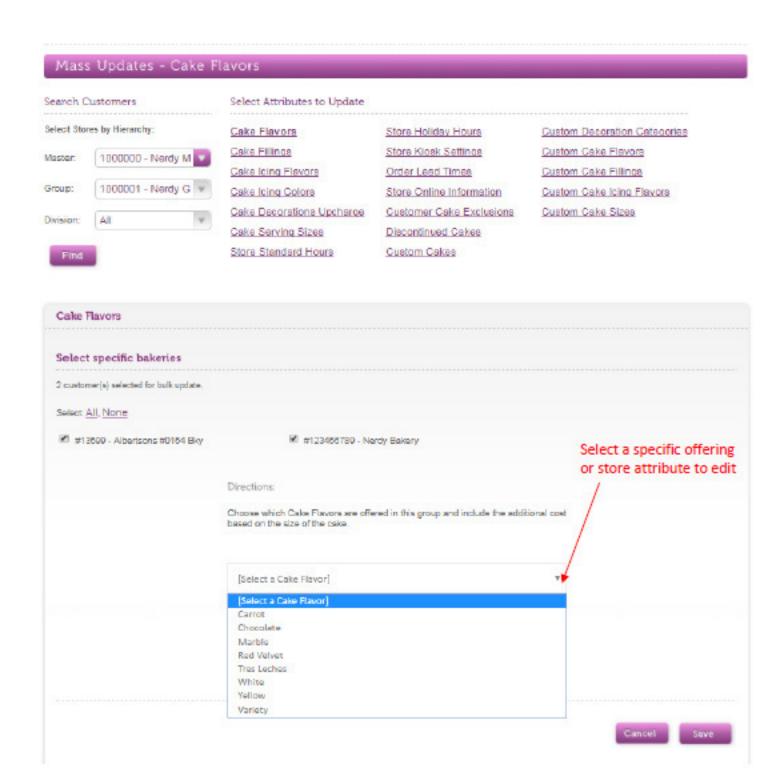
Select and click on a section that you would like to update for the group selected.

After selecting a section to edit, choose which locations to update by either selecting "All" or "None" or click on the specific locations you wish to include in this mass update. The default is set to include all customers within this group.

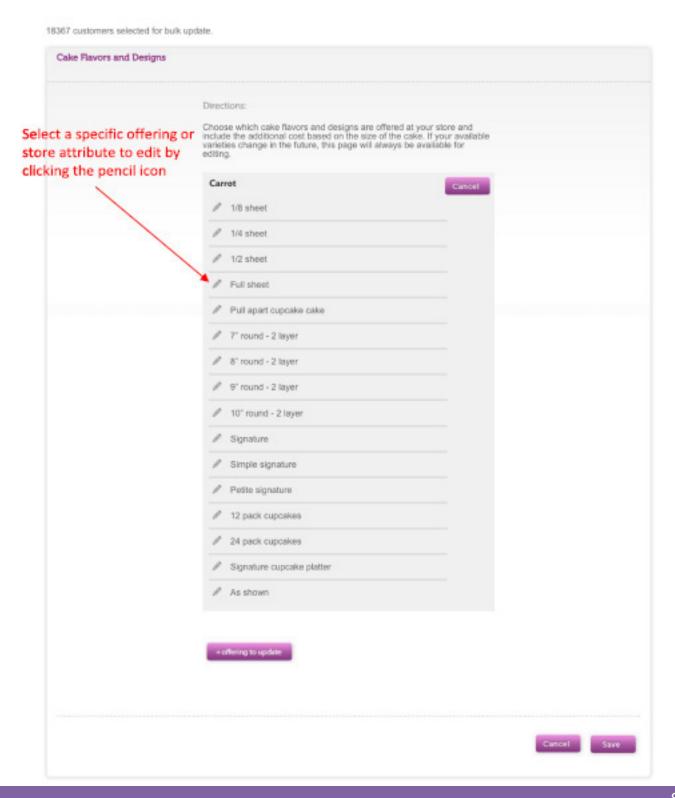
Once the locations have been selected, scroll down and click the "+ Offering to Update" button in order to begin to create the mass update for an offering or store attribute.



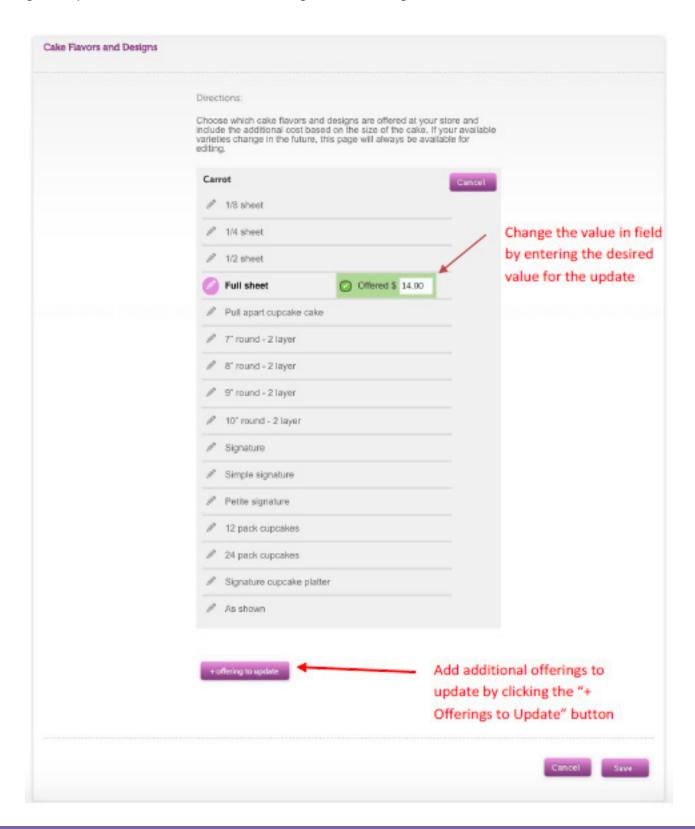
After clicking the "+ Offering to Update" button, use the select menu to choose a specific offering to update.



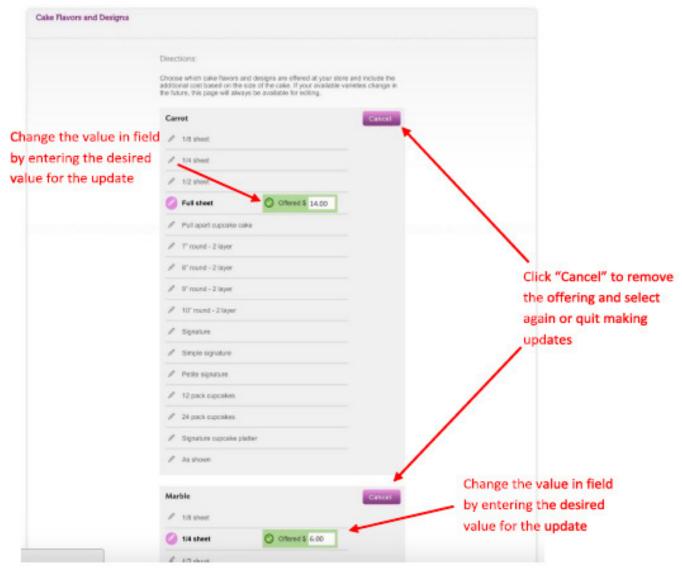
Once you select a specific offering or store attribute to edit, a list of editable fields will appear. Click on the pencil icon to open the editable field. You can also click the "+ Offering to Update" button to add additional offerings to update.



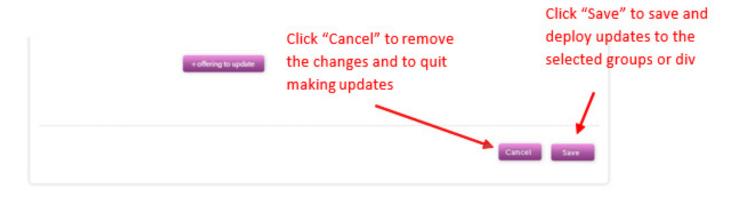
Once the editable field is opened, you can make changes to the values in the field. You can also edit multiple fields by clicking on the pencil icons for other fields and making additional changes.



Edit multiple fields for different offerings and deploy the mass update to the selected group, divisions, or specific locations.



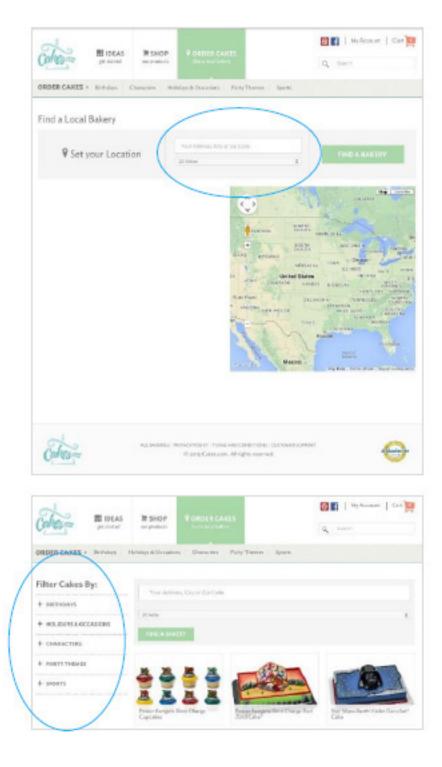
After making the necessary changes, click the "Save" button to deploy the changes or the "Cancel" button to nullify the changes and start over.



Appendix A: Consumer Experience on Cakes.com

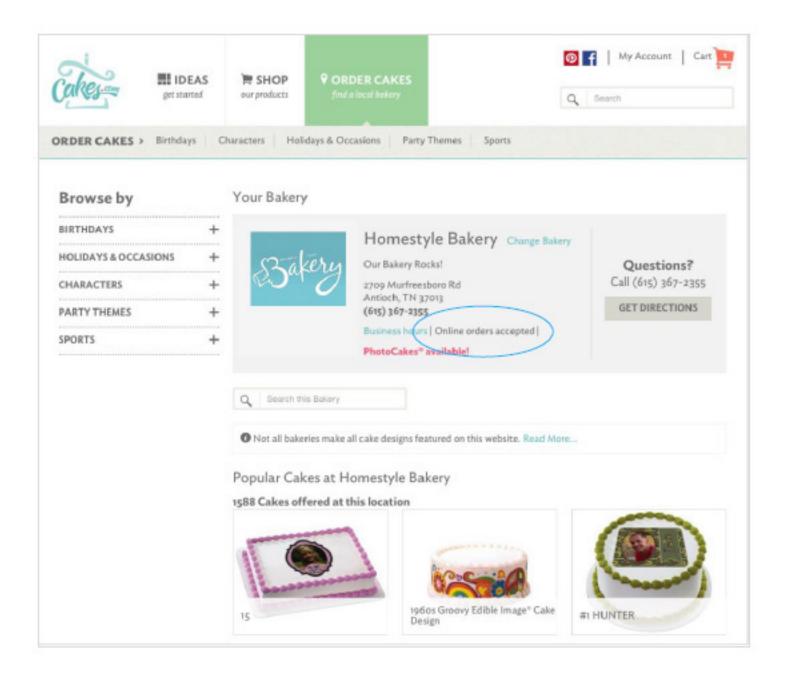
Here are the steps your consumer will go through on Cakes.com to place an online cake order.

Consumers Find a Bakery or a Cake



Consumers Select a Bakery with Online Ordering

Once your Online Ordering is set up and active, your Cake.com consumers will see an "Online Orders Accepted" message along with your bakery information.



Consumers Select Cake



50's Hot Rod Edible Image® Cake Design



Order this cake from Homestyle Bakery

f **P** □

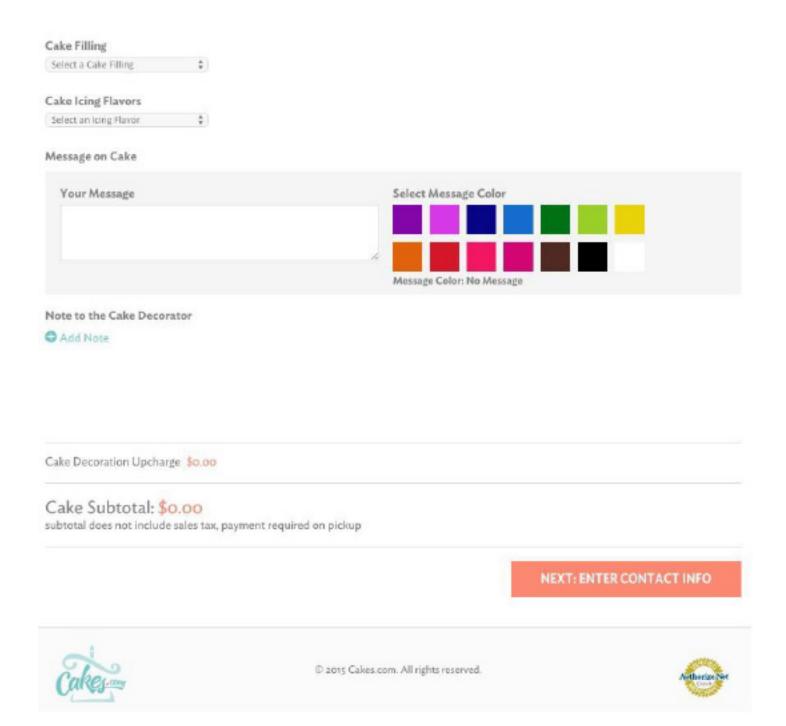
LACE AN ORDER

Help them remember the good old days with this classic 50's car Edible Image icing decoration. Great for car enthusiasts. Image is printed on an icing sheet with edible ink. Available in a variety of cake formats. Varies by retailer.

+ Cake ID: 43030



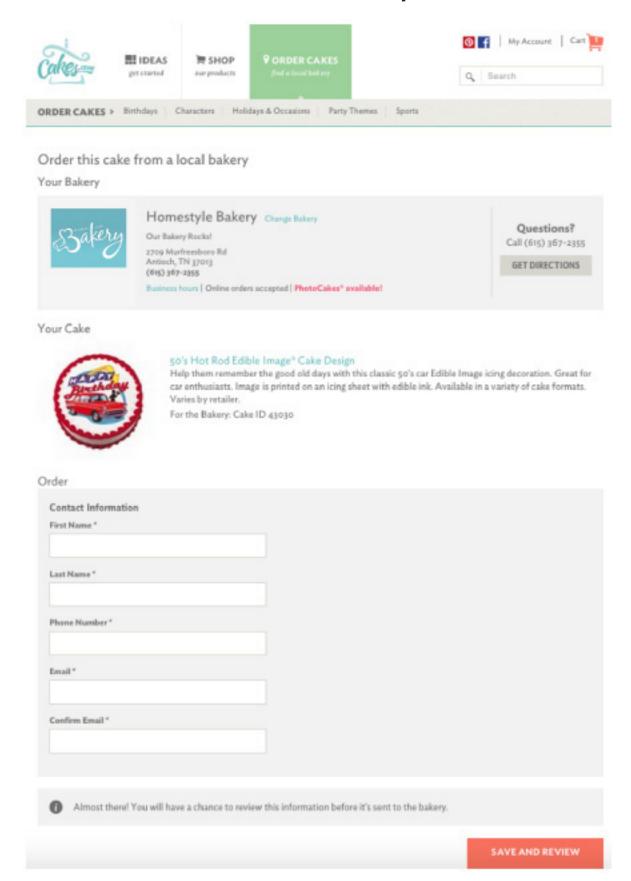
Consumers Select Cake Options



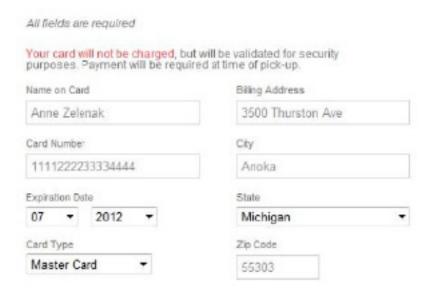
Option 1: Consumers Enter Info and Print Order to Bring to Bakery

Cakes	III IDEAS	₩ SHOP our products	ORDER CAKES find a local halony		My Account Cart
ORDER CAKES >	Birthdays	Characters Holic	days & Occasions Party Ti	hernes Sports	
Order this ca Your Bakery	ake from a	local baker	у		
Baker	Our Bak 2709 Mi Antioch (615) 36		Ty Change Bakery rs accepted PhotoCakes* av	rallable!	Questions? Call (615) 367-2355 GET DIRECTIONS
Your Cake		elp them rememb	ge is printed on an icing sh e ID 43030 edi'	his classic 50's car Edible	s Image icing decoration. Great for lable in a variety of cake formats.
Your Information	on				
First Name					
Last Name					
Email					
Phone Number					
Special Instruc	tions?				
			le		
A You are no to be place		ke anline. This for	m must be brought to your	local supermarket, bake	ry or ice cream shop for an order
					PRINT YOUR CAKE FORM

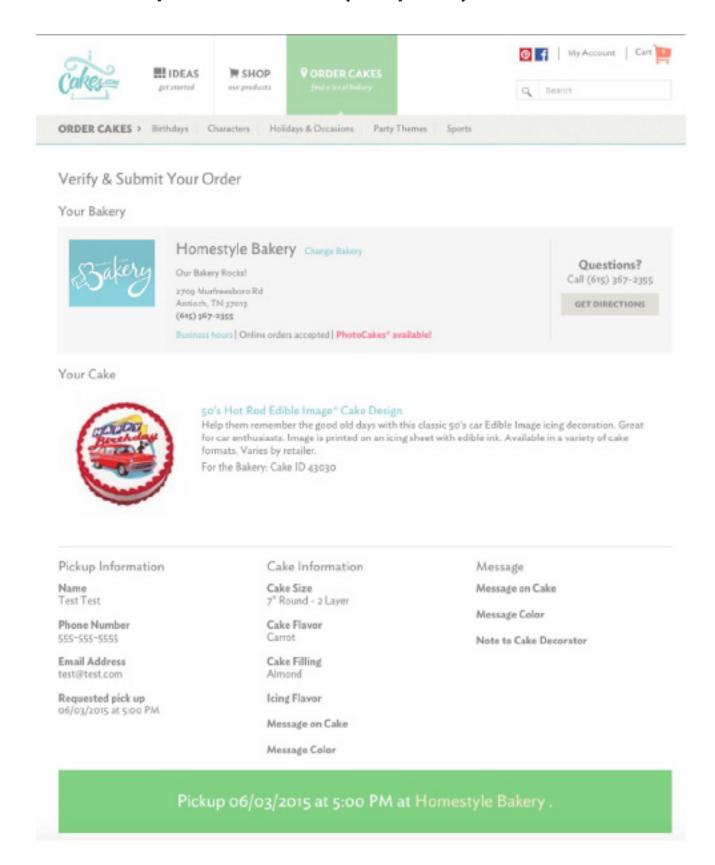
Option 2: Consumers Enter Contact Info to Complete Order Online



Consumers Enter Valid Credit Card Info (for Option 2 if credit card verification is set up in the online ordering system)



Consumers Verify and Submit Order (for Option 2)



Bakery Email Notification

Your bakery will receive an email notification about the new order:

Cakes.dev@gmail.com Sent: Thursday, June 18, 2015 at 8:18 PM To: Scott A. Fillman An order was just submitted to your bakery via your Cakes.com Online Ordering account with DecoPac.

Bakery Information Homestyle Bakery 2709 Murfreesboro Rd Antioch, TN 37013 (615) 367-2355

Order Information Order ID: 413 Product ID: 17387

Cake Name: Avengers Classic John the Hero PhotoCake Frame Design

You Just Received Cakes.com Online Customer Order #413

Photo Cake: Y

Pick-Up Date: 06/25/15 8:45 AM.

This is a PhotoCake Order

Click on the link below to sign in and accept or conditionally accept this order. https://demo.cakes.com/account-admin/orders/active

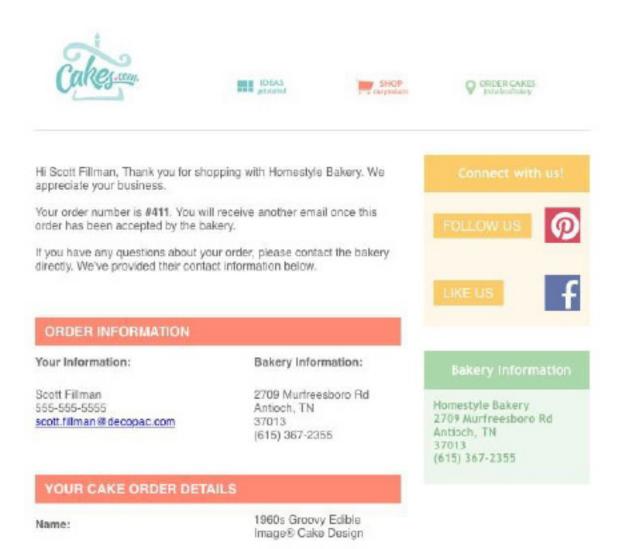
Thank you,

The Cakes.com Team

Consumer Email Notification

Flavor:

Your customer will also receive an email notification about the order:

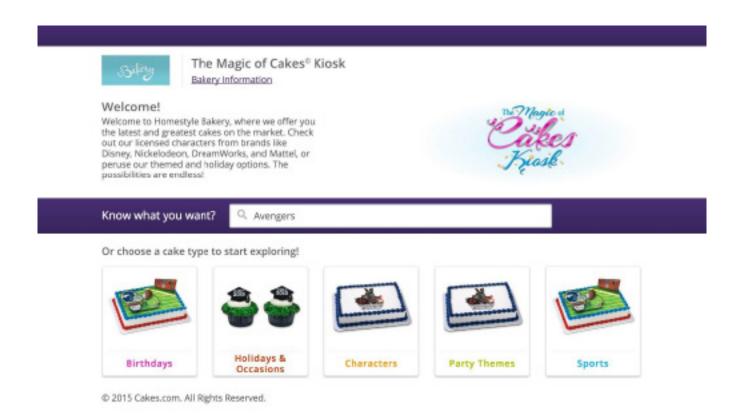


Red Velvet

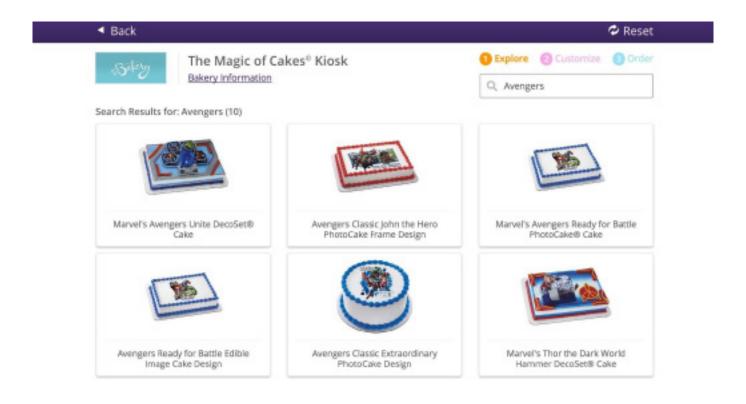
Appendix B: Consumer Experience In-Store Kiosk

Here are the steps your consumer will go through on Cakes.com to place an online cake order.

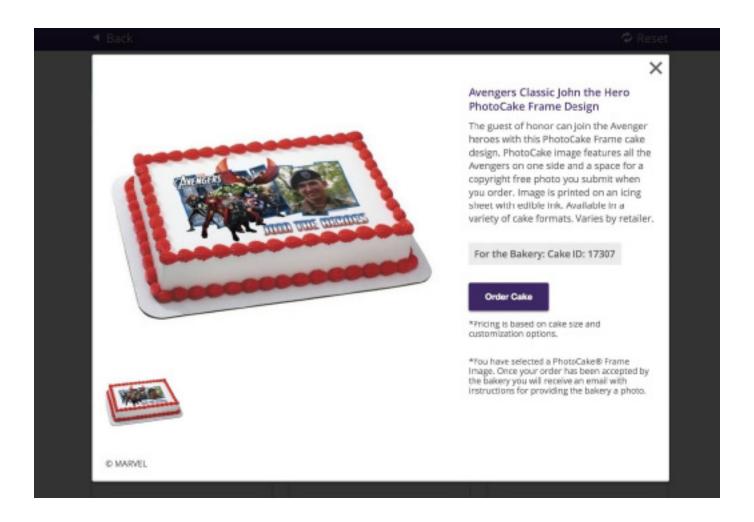
Consumers Browse Cakes or Enter Search Keyword



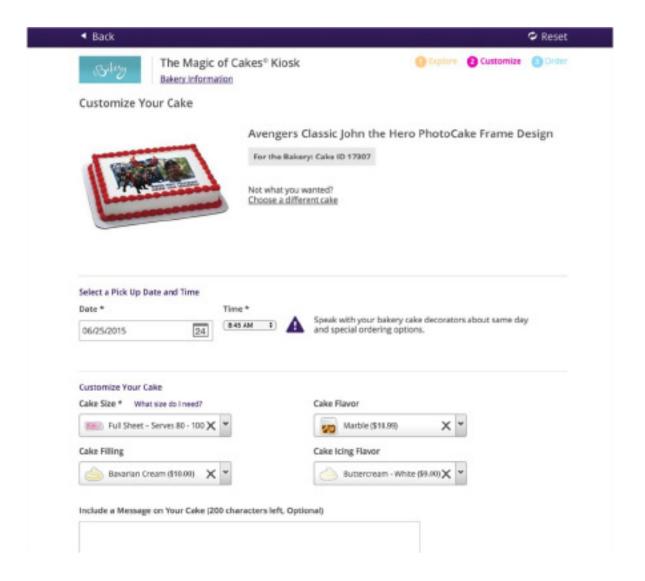
Consumer Selects a Cake



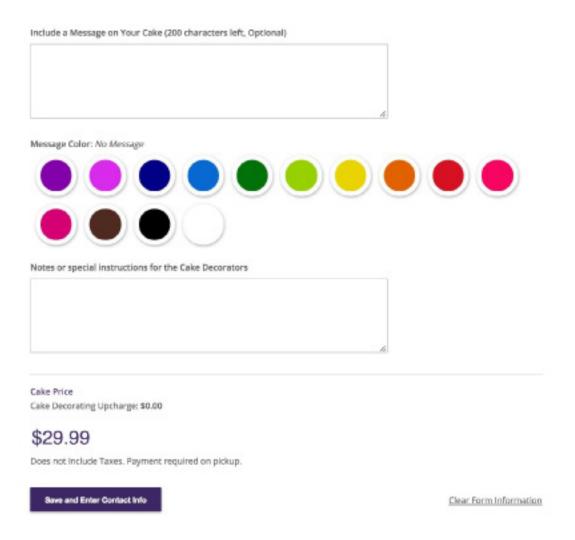
Consumer Clicks Order Cake Button



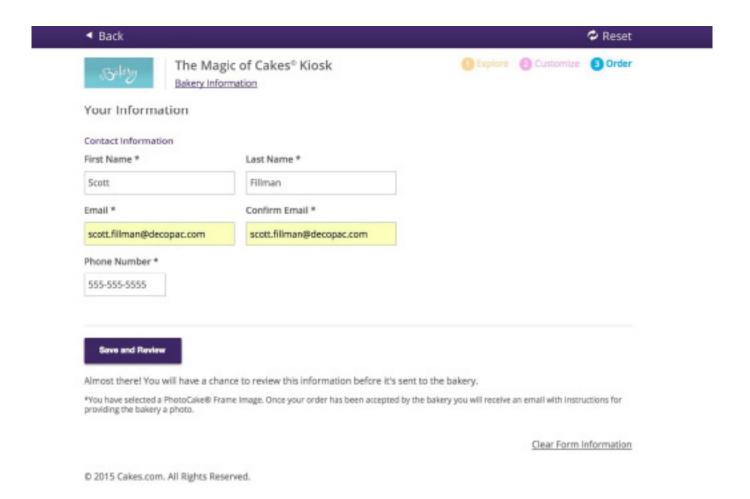
Consumer Selects Options for Size, Flavor and Icing



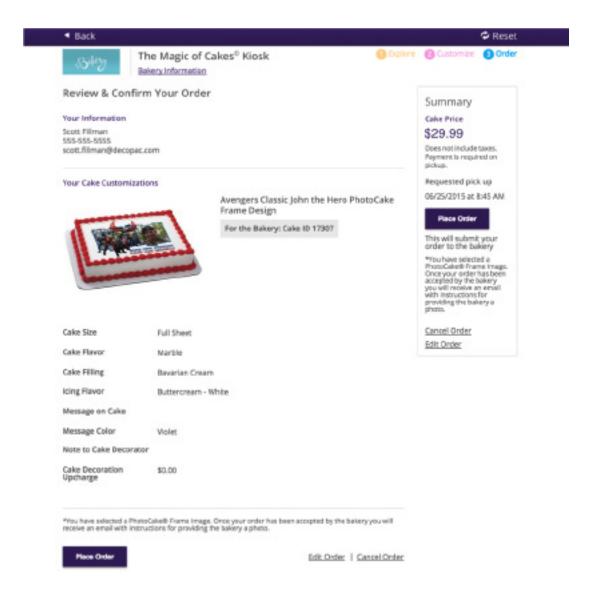
Consumer Adds a personal message to their cake



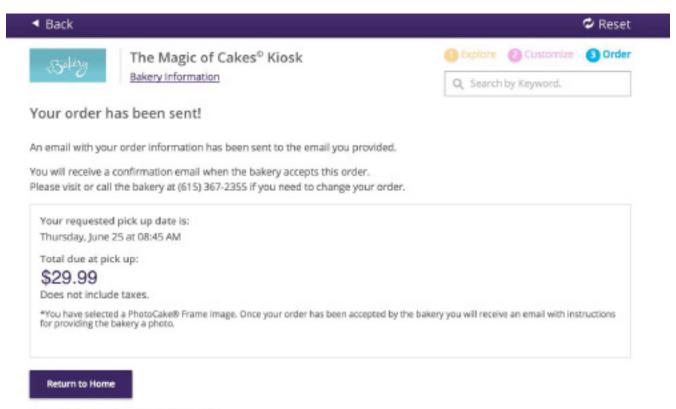
Consumer Enters Personal Information



Consumer Reviews Order Information



Consumer Confirms and Submits Order



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Consumer Receives Confirmation Email









Hi Scott Fillman, Thank you for shopping with Homestyle Bakery. We appreciate your business.

Your order #413 has been submitted to Homestyle Bakery. You will receive another email once this order has been accepted by the bakery.

Your order includes one of our fabulous PhotoCake® frame images. Once your order has been accepted by Homestyle Bakery, you will receive more information regarding how to upload or deliver your photo to them for inclusion on your cake.

FOLLOW US FOLLOW US LIKE US

ORDER INFORMATION

Your Information:

Scott Fillman 555-555-5555

scott.fillman@decopac.com

Bakery Information:

2709 Murfreesboro Rd Antioch, TN 37013 (615) 367-2355

Bakery Information

Homestyle Bakery 2709 Murfreesboro Rd Antioch, TN 37013 (615) 367-2355

YOUR CAKE ORDER DETAILS

Name: Avengers Classic John the

Hero PhotoCake Frame

Design

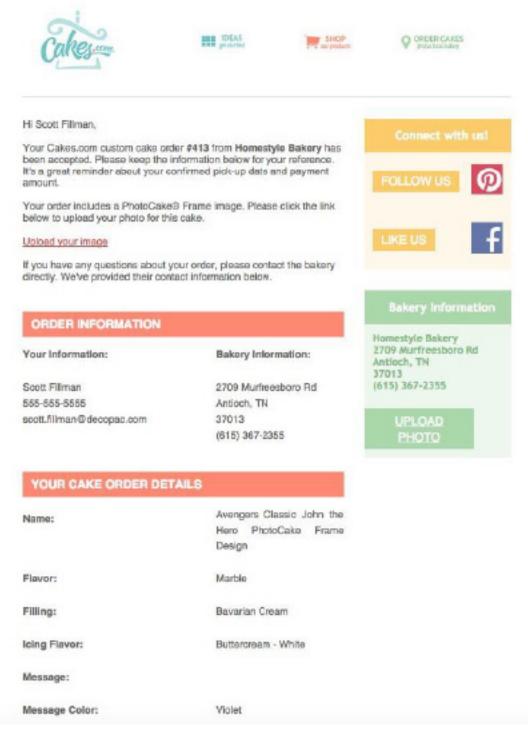
Flavor: Marble

Bakery Receives Confirmation Email

You Just Received Cakes.com Online Customer Order #413 cakes.dev@gmail.com Sent: Thursday, June 18, 2015 at 6:18 PM To: Scott A. Fillman An order was just submitted to your bakery via your Cakes.com Online Ordering account with DecoPac. Bakery Information Homestyle Bakery 2709 Murfreesboro Rd Antioch, TN 37013 (615) 367-2355 Order Information Order ID: 413 Product ID: 17307 Cake Name: Avengers Classic John the Hero FhotoCake Frame Design Photo Cake: Y Pick-Up Date: 06/25/15 8:45 AM. This is a PhotoCake Order Click or the link below to sign in and accept or conditionally accept this order. https://demo.cakes.com/account-admin/orders/active Thank you, The Cakes.com Team

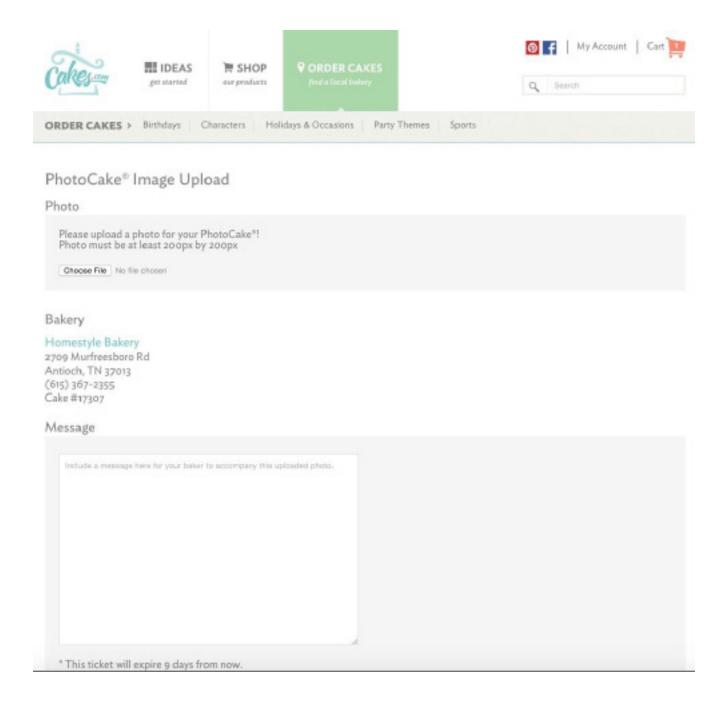
Bakeries can then accept, accept conditionally, or cancel the cake order. For PhotoCake custom edible image cake orders, additional steps are required and are outlined on the following pages.

PhotoCake Custom Edible Cake Image Cake Orders - Consumer Email



After the bakery accepts a cake order with a custom PhotoCake edible cake image, the consumer receives an email with a link to an image upload form.

PhotoCake Custom Edible Cake Image Cake Orders - Image Upload Form

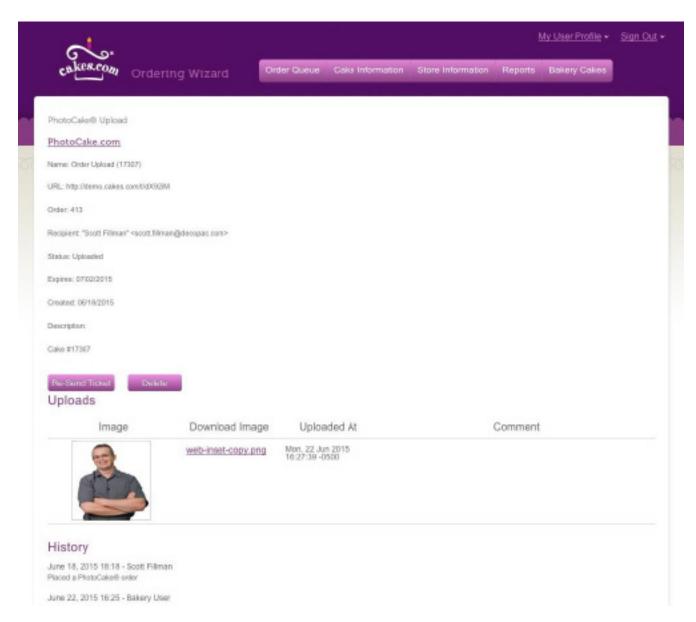


PhotoCake Custom Edible Cake Image Cake Orders - Thank You Page





PhotoCake Custom Edible Cake Image Cake Orders - Bakery Receives Uploaded Image



Bakeries can re-send a ticket to the consumer if the image provided is unusable, inappropriate, or is substandard in terms of image quality.

PhotoCake Custom Edible Cake Image Cake Orders - Email from Bakery Requesting a Different Uploaded Image from Consumer

```
Upload a photo for your PhotoCake® order!
cakes.dev@gmail.com
 Sent: Monday, June 22, 2015 at 4:29 PM
   To: Scott A. Fillman
Dear Scott Fillman,
Thank you for ordering a PhotoCake® from Homestyle Bakery.
Please click this link to upload the photo for this cake and get more information:
http://demo.cakes.com/t/dX92iM
Cake #17307
Order Number: 413
Order Date: 06/18/15 6:18 PM
Date of Pickup: 06/25/15 8:45 AM
-- Your Information --
Scott Fillman
555-555-5555
scott.fillman@decopac.com
```

Once the bakery has a usable image, the PhotoCake system can be used to complete the cake order.