

PATENT OWNER  
EXHIBIT 2018

## FS/TEC Awards 2009

At 1:23

Rob Grimes: Ok So let's hand out some awards to we can get down to the nitty gritty with this year's winners. The FS/TEC 2009 project excellence award goes to Church's Chicken. The Atlanta based Church's is being recognized for the deployment of purchasing, and invoice management software in all 260 company operated quick service restaurants. The roll out Church's IT leaders said streamline unit level purchasing processes through electronic invoicing and automation of certain previously manual tasks, including data entry. The result was improved order accuracy and delivery management while cutting the time individual store managers spent on such functions by from 1.5 to 3 hours weekly, depending on their unit level and skill set. Other benefits brought about by the software and the integration with the electronic systems of 6 distributors included accelerated auto reconciliation, centralized control of unit invoice payments, when needed, to net discounts for on time payments. Accepting on behalf of Church's, is Alan Stokalski.

At 2:55

Alan

Stokalski: Ok, I guess I have to say a few words. Most of my team's already gone home, but I guess that's really who deserves all the credit. Team director of restaurant systems, David Taylor, Heather Carpenter, director of restaurant systems money management, and then really our providers from an IT standpoint, Aerostream, who provided our supplier chain software and invoicing integration software, and did all the dealing with our distributors and making sure our interfaces came in on time every day by 8 in the morning, and got the data to the store and into our POS system with radiant and blue cube red prairie. So, thank you guys, and thanks everybody.

Music, clapping.

At 3:55

MC: The recipient of the 2009 FS/TEC team excellence award is Darden Restaurants, Inc., parent of the Red Lobster, Olive Garden, and Longhorn Steakhouse chains, among others. The 170 member Darden IT team is being recognized for the Darden's application for service and hospitality initiative, DASH, as it was known in shorthand, was the fastest POS rollout in Darden history, covering 1300 restaurants in 21 months. But DASH isn't the only achievement contributing to Darden's award winning recognition. Also a feather in its cap, the company's IT

team is the rapid integration into core systems of the Longhorn chain and its sister concept, and achievement expected to contribute to a 7-figure savings from synergies going forward. Accepting on behalf of Darden is Patty Rally-White, the company's senior vice president, and chief information officer.

Music, clapping.

At 5:09

Patty Rally-

White: Thanks, Alan and Rob. Let me say on behalf of the talented members, 170 talented members, of my organization, who I had the privilege of leading, thank you for this award. We would not be receiving this award without the support and contribution of nearly 180,000 employees of Darden restaurants, and I want to take this opportunity to thank them for allowing me to represent their achievements as well. Our successful integration of rare hospitality was really a highlight of my career. We integrated rare's business into Darden's application in 10 months, leading to a significant portion of the 40 million dollars cost synergies that Darden expects to realize this fiscal year. It truly was a rewarding project. So too was our point of sales system project, fondly called DASH, as Alan mentioned, which stands for Darden's Application for Service and Hospitality. In the span of 21 months, our team successfully rolled out DASH to 1300 restaurants across the country. When I stop and look back at that project in particular, I'm reminded about the strong partnership we have in IT with our operating companies. The team grew to love looking forward to Monday mornings, when the employees of up to 40 restaurants would come in and start using the new system. Two of Darden's core values are teamwork and excellence. I'm proud to say our organization lives those values each and every day, and this award is a testament to the commitment of our organization to those values. Thanks again.

Music, clapping.

At 7:06

MC: Dave White is the senior vice president, and the chief information officer of the McDonald's corp. He is also the FS/TEC 2009 distinguished career achievement honoree. During his 11 year tenure with McDonald's, Mr. White has overseen numerous projects, including development of a global point of sales system, expected to be in 25000 restaurants within 3 years, and the rollout of technology supporting credit and debit payments in all 13000 US restaurants in less than 18

during his tenure, as has 31000 plus unit McDonald's chain, which now has more restaurants abroad than at home. On Mr. White's watch, the software and the silicon systems that some of the CIO's might view partially and primarily as a means to facilitate transactions and control costs, have accomplished much more. McDonald's president and chief operating officer Ralph Alvarez said of his CIO, "He has been instrumental in leveraging the power of technology to improve our restaurant operations, and ultimately enhance our customers' experience. And I might add from my own interactions with others in food service IT, Dave White is a respected as any person and innovator outside as well as inside of McDonald's". Please join me in applauding our 2009 FS/TEC distinguished achievement honoree, Dave White.

Music, clapping:

At 9:00

Dave White: Thank you Rob, and Alan...[...] Thanks to FS/TEC and Acuvia and Nation's Restaurant News for the award. Clearly it's an honor to win a personal award, but I'll tell you that my core belief is that any award or any individual or any degree of success that an individual achieves is because of the people that surround them, and the environment. And McDonald's is an organization that allows us to contribute to improving the proposition we offer our customers, the experience we offer them, and offer superior restaurant operations, but they give us the chance to bring technology to the table, and I think that's one of the things that makes us able to make a significant contribution. And then secondly, as others have said, I believe that the people around me are the ones that bring things to life. You know, it's the (gullible?) IT team we have folks that work for us, and whether they're in Vienna, Austria, or Sidney, Australia, or Chicago or wherever they are, they're the ones that help bring our ideas and strategies, and concepts to life, and I thank them because it's certainly through them that we're able to achieve these things. So, it's great to work for a company that gets it, it's great to have a fabulous team around you, and I appreciate them and they're the ones this award is really for, so thanks everybody. Have a great one.

Music, clapping.

At 10:33

MC: Anyone who's ever wondered what restaurant chains might do to take advantage of new media marketing, web 2-0 such as social networks, or the proliferation of cellular phones and internet

their knockdown, drag out battle for supremacy within these new channels and environments, the 2009 FS/TEC innovation awards are simultaneously being presented to Domino's Pizza Inc., Papa John's International Inc., and Pizza Hut Division of Yum Brands Inc. From development of mobile device ordering platforms to interfaces with social networks to mobile coupons to proprietary widgets, the IT teams of these chains often in collaboration with marketing, E-commerce, or other departments, are leaving no customer facing technology stones unturned in their quest to become the easiest and the most fun to use pizza purveyor. That's really an effort in this part of these players, being fun and easy to use. We're just glad there's plenty of glory to go around because we wouldn't want to have to make a single choice in this category. Accepting for Pizza Hut is Delaney Bellingers, CIO of Yum Brands, Inc. Glen West, senior vice president of information systems and electronic commerce is accepting for Papa John's, and Domino's chief information officer Chris McLaughlin is accepting on behalf of that organization. Please join me in applauding the achievements of this group, as they make their way to the stage.

Music, talking.

MC: Delaney?

?: No.

MC: No?

?: (\_\_\_\_) all the babies

MC: Yes

?: Let's see, (\_\_\_\_)

MC: Nope, got it backwards.....Ok, so...

?: Don't wanna mix 'em up

At 12:29

Delaney

Bellingers

(female): Let's keep them separated so we don't get into a big tussle up here. Um, Baron Concourse is the CIO for Pizza Hut, and he was unable to be here today, so I'm delighted to accept the award, and it's really for the achievements of the Pizza Hut IT team as well as the Pizza Hut marketing team, who just made tremendous progress in the last 18 months with social networking interfaces, widgets, mobile and text ordering, and it's been a long time coming. As I look back in the late 90s, we really made a run at this and it wasn't successful, so I'm also really happy that

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