

AN OPERATING BRIEF

Bo's Coffee

One operating record for Bo's Coffee's next 200 stores.

2026 · SEVEN SHEETS

What is Frankenstein

Good systems are assembled, not bought.



We assemble yours.

Frankenstein builds Ensemble, an AI-native ERP for growing companies in Southeast Asia. We build it into the way your business already runs.

AN AI-NATIVE ERP

Most ERPs promise to run everything, then do too little of it well enough for how businesses in the Philippines actually work. Every Ensemble build is fitted to your processes and SOPs.

AN OPERATING SYSTEM FOR YOUR BUSINESS

It connects the systems your business already runs, from your POS and accounting to payroll and group chats. Its AI handles the routine work across all of it.

A COMPANY BRAIN

One record of the whole business. When your team shares a supplier bill, a photo from the floor or a message thread, Ensemble files it where it belongs.

WE INTEGRATE PROVEN AI

The AI inside is the same proven technology behind tools you already know. We put it to work on your business, and we say plainly where it won't help.

WE RUN IT OURSELVES

We don't sell anything we wouldn't run our own company on. Our company runs on the same kind of system, and yours starts from that foundation.

Thirty years in, Bo's is planning for around 400 stores.

Read from your own pages and published reports. The details are yours to sharpen.

FROM ONE KIOSK TO 200 STORES

Bo's opened as one kiosk at Ayala Center Cebu in 1996. Thirty years later, it opened its 200th store at City di Mare in Cebu City.

MORE THAN THE STORES

Beyond its stores, Bo's sells through an online shop and delivery, with subscriptions, packaged coffee, gifting, and corporate and wholesale orders.

COMPANY AND FRANCHISED STORES

Bo's grows through both, and franchisees get support “from store setup and operations to training and ongoing business guidance.” Branches also run in Qatar and the United Arab Emirates.

THE 2030 PLAN

Bo's told BusinessWorld in April 2026, “by 2030, we're targeting around 400 stores,” with 25 to 30 more targeted for 2026. Its newer formats include the first full-service restaurant, opened in Greenhills in July 2025.

THE KINDS OF STORE THE PLAN HAS TO CARRY

9

KIOSK · DRIVE-THRU · 24-HOUR · AIRPORT · EXPRESSWAY AND FUEL STOP · HOSPITAL · FULL-SERVICE RESTAURANT · TRIBUTE STORE · OVERSEAS PARTNER STORE

Nine kinds of store, counted only from your own pages and published reports. One store, City di Mare, runs drive-thru, dine-in and take-out, 4 a.m. to midnight.

What we'd ask first

We would open with these three questions, then ask the eight below. Choose the ones that apply to you.

WHY NOW	WHAT MATTERS MOST	WHAT GOOD LOOKS LIKE
What makes now the right time to build the foundation for your next 200 stores?	Which part of how you work would you most want made easier?	What would the right system let you do that you can't today?

☐ 01 **OPENING A STORE**

With around 400 stores in the 2030 plan, which part of opening a new one is hardest to repeat?

☐ 02 **LAUNCHING ACROSS OWNERS**

When a new drink or promo goes out to company and franchised stores, how do you see where it ran and how it did?

☐ 03 **THE MONTHLY PICTURE**

How do company stores and franchised stores come together into one picture of the business each month?

☐ 04 **CHOOSING FORMATS**

Kiosks, drive-thrus and full-service stores earn in different ways. How do you compare them when deciding what to open next?

☐ 05 **MONEY COMING IN**

Store sales, franchise fees, the online shop and corporate orders each land differently. How do they get tied to what reached the bank?

☐ 06 **KEEPING STANDARDS**

When a recipe or service standard changes, how does it reach the crews at franchised stores?

☐ 07 **DATES TO KEEP**

Every store carries its own permits, lease and franchise dates. How do they stay in view as the network grows?

☐ 08 **READING DEMAND**

Between the stores, the delivery apps and the online shop, how do you see where demand is growing?

The ones you choose set the agenda for our working session.

B Bo's Coffee Ensemble

Search

Leadership
- Today
- Network by format

Capture 4

DEPARTMENTS

Stores
- Company
- Franchised

Openings
- Pipeline
- Dates

Franchise
- Owners
- Standards

Marketing
- Launches
- Results

Finance
- Reconciliation
- Royalties

Connections LS +5

Bo's Coffee

Good to have you back. Ensemble has been keeping the records.

WHAT NEEDS ATTENTION

Launch steps waiting across owners

6 waiting · ⚠ 2 stale · 1 unrouted

Company and franchised stores, from store sales and the launch checklist

Reading · New drink launch

The new drink launch is running behind at some stores. Several have not yet confirmed the recipe update.

Store sales | Launch checklist

DUE NEXT

New drive-thru opening	Crew training in progress	9 days · Running
Franchise renewal	One store, from its agreement	14 days · ⚠ Due soon
Business permits to renew	Each operator files its own	3 stores · ⚠ Due soon

WHERE THINGS STAND

Drive-thrus	Kiosks	Online shop
+5%	−2%	+3%
Store sales, against a usual week	Store sales, against a usual week	Orders, against a usual week

New drive-thru store

Franchised store opening

9 days to opening

1 step holding it up

From the opening checklist and the franchise agreement

WHERE IT IS

✓	Agreement and site On file	Oct 12 Done
◷	Crew training Two crew left to finish	Due Friday Current
3	Final store check	Awaiting
4	Opening day	Awaiting

READING

Reading

This opening may slip a week. Crew training is not finished, and the final store check waits on it.

Opening checklist | Training record

BO'S COFFEE ON ENSEMBLE · SAMPLE DATA, SHOWING WHAT WE WOULD BUILD AND SET UP FOR BO'S

Your operation on Ensemble

LS Central stays at your counters. Ensemble takes over the head-office work around it.

THE SOURCES WE WOULD CONNECT

- LS CENTRAL SALES, VIA A CONNECTOR WE'D BUILD
- ONLINE SHOP
- DELIVERY STATEMENTS
- BANK STATEMENTS
- YOUR BOOKS
- FRANCHISE AGREEMENTS

ONE RECORD OF THE WHOLE BUSINESS

THE COMPANY BRAIN

- SALES BY STORE, FORMAT AND OWNER
- STORES AND OWNERS
- OPENINGS AND LAUNCHES
- BILLED AND RECEIVED
- STANDARDS, TRAINING AND DATES
- ACTIVITY LOG
- CHECKED + APPROVED

WHAT WE WOULD BUILD FOR BO'S

OPENINGS AND LAUNCHES

INSIGHTS

One checklist across owners for each opening or launch, then a before-and-after read of sales by store and format.

THE NETWORK PICTURE

INSIGHTS

Results by format, owner and opening group, within what each franchise agreement allows.

FRANCHISE MONEY AND STANDARDS

INSIGHTS

Sales and agreement terms tied to what was billed and received, plus standards, training and dates. Your accounting still invoices and collects.

WHERE YOUR TEAM WORKS

ENSEMBLE APP

THE SCREENS YOUR TEAM WORKS IN

COMPANION CHAT IN THE APP

ASK ABOUT ANY RECORD · IT ANSWERS FROM YOUR DATA

TELEGRAM COMPANION IN A DIRECT CHAT

SEND A PHOTO OR A NOTE FROM THE FLOOR · IT FILES IT

SAFEGUARDS

EVERY CHANGE IS RECORDED · ACCESS IS SET BY ROLE · EVERY FIGURE CARRIES ITS SOURCE · YOUR DATA STAYS YOURS · YOUR PEOPLE MAKE THE CALLS

Where this goes

A FIRST CHAT

We look forward to speaking.

A WORKING SESSION

One hour with your team, starting from the eight questions on sheet four. Wherever the real pains turn out to be, that's what we build first.

A PILOT BEFORE THE FULL BUILD

We prove it on one workflow first. If it doesn't hold up on your floor, you walk away with the process maps we drew.

CONTACT

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SCAN TO OPEN THIS BRIEF

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