

Compeat and POSitouch: Customer Case Study

Dallas BBQ enjoys seamless integration with Compeat back of house software and POSitouch POS

In 1936, Carl and Grace Wetanson began a four generation family-run restaurant operation that quickly began to landscape New York City and its surrounding areas. In 1980, the family opened the doors to **Dallas BBQ** – a one stop shop for delicious ribs, chicken, and steak at an affordable price. Dallas BBQ has installed Compeat Advantage, interfaced with **POSitouch POS**, in ten locations. This interview with Dallas BBQ’s Director of Purchasing, Frank Miehl, describes their experience.



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You are using two restaurant system companies: POSitouch for POS and Compeat for back office and accounting. How’s it going so far?

Frank Miehl: We are very happy with our two core systems – POSitouch and Compeat Advantage. We are working towards only using these two systems to run our entire operation. We recently added Advantage Workforce to manage our labor and we’re soon going to replace Quickbooks with Advantage to manage our accounting. We’re also hoping to start up with Compeat Payroll to complete the suite.

Are you getting all the information you need from your POSitouch system into Compeat and receiving reliable communication?

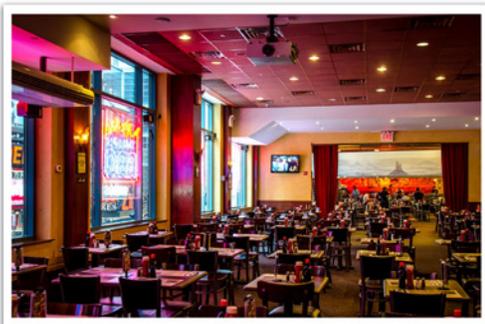
FM: Yes, they’re talking to each other very nicely. When we purchased Compeat, we set up all of our menu items in our Advantage software. Now we’re able to poll everything we need out of POSitouch. All of the numbers are there and our ducks are all in a row!

Is Compeat making it easier for you to audit your POSitouch POS financial information and make it ready for accounting?

FM: Compeat Advantage polls our POSitouch system daily and puts the POSI financial information in a Daily Sales Report that has been tailored to my needs. We enjoy the ability to go right in our Daily Sales Report to get any financial information we need.

What did you do prior to Compeat for back office and accounting and what did you like or dislike about it?

FM: Prior to Compeat we used ChefTec to handle the back office in our (then) six stores. However, ChefTec’s items were not universal.



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For example, in order to update inventory item prices to all of our other stores, we were required to go to each location and update them manually. We knew how much time we were wasting doing this and knew it would only get worse as we grew.

Why did you choose Compeat over the competition?

FM: We did a lot of research and ultimately felt Compeat was the best solution for what we were doing then, what we're doing now, and what we'll be doing in the future. Compeat allows us to grow our business in the most efficient manner.

Has Compeat allowed you to increase control over your daily operations?

FM: Absolutely. For example, every Monday we price out our commodities for the week and produce gets priced out on Mondays and Wednesdays. Compeat gives us control by allowing us to quickly change prices and vendors across the board working out of one restaurant.

Since implementing Compeat, have you reduced food, beverage or labor costs?

FM: Yes, we have lowered our food costs or at the least kept them the same. Food prices have gone up 13% over the last year and a half and we have not raised our menu prices, so for us to remain status quo is pretty remarkable in its own right.

Has Compeat allowed you to save time in your daily restaurant operations?

FM: We have definitely saved an immense amount of time in regards to inventory tracking. We also save time by being able to work in one restaurant to get everything accomplished and then updating that information to the other nine stores with a click of a mouse. This was something we were not able to do with our previous back office software and it saves us a huge amount of labor, headache, and room for error.

Are there any other benefits you have gained from using Compeat?

FM: We really enjoy the insight that Compeat provides. It's very nice to have a breakdown of all costs involved when we're setting up menu items. Compeat allows us to see all costs in a recipe, right down to the teaspoon of salt!