

# OVER 90% OF CUSTOMERS BENEFIT SIGNIFICANTLY FROM COMPEAT

Compeat Restaurant Management Systems, a leading provider of restaurant management and accounting software, surveyed their entire customer base to discover where their customers have benefited as a result of implementing Compeat. Nine key areas of possible benefit were identified and customers were asked to rate their experience. Over 90% of the respondents reported significant benefits in multiple areas related to reduction in food and beverage costs, reduction in labor requirements, and gains in operating efficiency.

## REDUCING FOOD & BEVERAGE COSTS WITH COMPEAT

The majority (almost 60%) of Compeat's customers reported reduced food and beverage costs. The average reported combined food and beverage cost savings was a whopping 5% (food = 2.68% and beverage = 2.34%). For a restaurant averaging \$1 million per year in revenue, this equates to \$50,000 annually. "We expected to lower our food costs, but didn't know they would go so much lower, or how quickly that would occur. Compeat is the tool that made it possible," said Jeremy DeBlieux, Director of New Business Operations for **Acme Oyster House** in New Orleans.

**Kona Grill** implemented Compeat in their 19 stores in 2008 and has seen a remarkable improvement in their bottom line. They have recognized an average 1.5% reduction in cost of goods sold per store resulting in an overall gain in profits of \$15,833 per store and over \$300,000 annually for the chain!

Other customers who have greatly reduced their costs are: **Crabby**

**Bill's Seafood** - 6% in food costs and 2% in beverage costs, **Ivar's Seafood** - 5% in food costs, **New Orleans Hamburger and Seafood Company** - 3% reduction in food and beverage costs, and **Turner Food and Spirits** - 2% in food costs and 3% in

beverage costs. **Kaizen Management LLC** also reported an 8% reduction in food costs and a 7% reduction in beverage costs after implementing Compeat in **Blue Shore Grill**.

## INCREASED LABOR EFFICIENCIES WITH COMPEAT

Labor reductions are not always recognized with a system like Compeat. This is because the added level of control that is made possible by Compeat can result in added work if these control processes were not previously in place. However, over 49% of the respondents reported improved labor efficiencies from Compeat. Over 74% of the respondents saw a decrease in the requirement for spreadsheets, 49% saw reduced company office administration needs, and over 38% reported reduced time requirements for store managers.

**Morton's Restaurant Group, Inc.** streamlined their inventory management and accounting.

Compeat software allowed Morton's to condense their 76 different inventories into one simplified master inventory. The result was Labor efficiencies gained in both the restaurants and at the corporate office. "With Compeat we have been able to achieve great advancements and efficiencies in our restaurant back office management and

we could not be more pleased," said Ron DiNella, Senior Vice President and CFO of Morton's.

**Southernmost Restaurant Group**, owner of four signature restaurants in the Key West area, report that by having an integrated back office and accounting system, they are able to eliminate a huge amount of administrative work and one

WE EXPECTED TO  
**LOWER OUR  
FOOD COSTS,**  
BUT DIDN'T KNOW  
THEY WOULD GO  
**SO MUCH  
LOWER**

full time employee. "It would take an entire accounting period to close the books prior to Compeat," reported Theresa Rothaus, Director of Operations at Southernmost. "Compeat has also resulted in increased job satisfaction as well as an increase in customer satisfaction since the managers now have more time to focus on the front of the house."

**Taste Bud's Management**, owner of 10 **Zea restaurants** and 1 **Semolina restaurant**, reported significant labor savings. Chris Rodrigue, Taste Bud's CEO states, "We run profit after cost of sales and labor 4% to 5% better than Darden, Cheesecake, Brinker and PF Chang's primarily due to Compeat." According to Rodrigue, Compeat has enabled Taste Buds to double in size and only increase their accounting department by one employee as well as eliminate the Unit Controller position in all restaurants.





# OVER 90% OF CUSTOMERS BENEFIT SIGNIFICANTLY FROM COMPEAT (CONTINUED)

## INCREASED EFFICIENCY IN OPERATIONS

Increased Efficiency as a result of implementing Compeat was the leading area for positive response. An amazing 83.6% of respondents reported better insight into their operations. Over 81% reported increased timeliness of information. Over 76% reported an increase in the availability of key information to all stakeholders and 83% reported better collection and unification of their Point of Sale, Back Office, and Accounting information.


**The Wedge Corp**, owner of 7 **Rock Wood Fired Pizza and Spirits**, outlined one of their gains in efficiency. "Compeat's eXcellent Financial Functions are a big factor in getting information into our restaurant managers' hands in a way that allows timely & intelligent decision making," reported Eric Edenholm, outside Consulting CPA for The Wedge Corporation.

**Sunshine Restaurant Corp.**, operator of 5 **Buffalo Wild Wings** franchise locations, reported significant gains in efficiency. "We were able to gain control and improve efficiency in how we order, transfer, and track our products," says Andrew Gross, President and CEO. "Compeat has really helped us tighten our operations and prepare for growth."

## COMPILATION OF COMPEAT BENEFITS SURVEY RESPONSES

Questions	% Agree	% Disagree	% Neutral	Average %
Reduced Food Cost %	58.2	10.9	30.9	2.68
Reduced Beverage Cost %	58.2	7.3	34.5	2.34
Reduced Admin. Labor Requirement	49.1	21.8	29.1	
Reduced Manager Office Time	38.3	27.2	34.5	
Reduced Use of Spreadsheets	74.5	7.3	18.2	
Better Insight to Operations	83.6	7.3	9.1	
Increased Timeliness of Information	81.9	3.6	14.5	
Increased Availability of Information	76.4	5.4	18.2	
Better Unify POS/BOS/ACCT Info	83.6	7.3	9.1	

## CONCLUSION

Out of 9 identified areas of benefit, Compeat Customers report benefiting in 6.6 of these areas on average. The majority of these customers have also reduced their food/ beverage costs, decreased their labor requirements, and increased efficiency in their operations. It appears that most Compeat customers would agree with Tim McEnery, President and Owner of **Cooper's Hawk Winery and Restaurant**, "I have no doubt that the solution has paid for itself five times over." 



To learn more about Compeat, or to find out if Compeat is a good fit for your organization, please contact a sales representative.

Compeat  
11940 Jollyville Road  
Suite 200N  
Austin, TX 78759  
(512) 279-0771  
sales@compeat.com  
www.compeat.com