

# Compeat and Aloha: Customer Case Study

*Colony Grill Simplifies with Aloha POS and Compeat*

In 1935, a post-Prohibition tavern named **Colony Grill** opened in an Irish neighborhood in Stamford, Connecticut. Since then, the “Colony” has become famous for what is now its only menu offering, a one-of-a-kind, thin-crust pizza that is served simply - with or without their signature hot oil. The Colony installed Compeat Advantage in September 2012 to manage inventory and accounting for its three restaurant locations. They also utilize **Aloha** for their POS system. Colony Grill’s Co-Founder and CEO, Paul Coniglio, describes their experience with Aloha and Compeat.



**You are using two restaurant system companies – Aloha for POS and Compeat for back office and accounting. How is that working out for you?**

**Paul Coniglio:** It is working out great. Setup of the interface between Aloha and Compeat was fairly simple, and now that it is setup, the interface runs automatically. Any changes we need to make are seamless.

**Are you getting all the information you need from your Aloha POS into Compeat? Are you experiencing reliable communication?**

**PC:** Yes. We now use Compeat as our system of record since all of the information is there. Communication is reliable and accurate, and if any issues arise, re-polling is a simple process.

**Is Compeat making it easier for you to audit your Aloha POS financial information and post it directly to accounting?**

**PC:** Absolutely. Once the system polls, we check the Compeat DSR to ensure it is accurate and reflects the Aloha deposit, and then post. It is a very simple process.

**What did you do prior to Compeat for back office and accounting?**

**PC:** Prior to Compeat, we relied on spreadsheets and reports pulled from various systems to manage our restaurant locations. The process was time consuming - it delayed access to the information and increased the probability for inaccuracy. We used Quickbooks to manage accounting. We did not have a polling interface with our Aloha POS and that hampered our accounting department’s ability to analyze business on a daily basis.

**Why did you choose Compeat over the competition?**

**PC:** We had two primary requirements for new restaurant management software: 1) a centrally hosted system so that all

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“ We’ve reduced our daily bookkeeping time by 25%. ”

information would always be available and up to date, and 2) a system that could integrate daily restaurant operations with accounting. Compeat Advantage met both requirements.

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

**PC:** The overarching benefit that Compeat has provided our multi-unit organization is a consistent approach to analyze both Operational and Financial Performance from a single software system that is hosted in the cloud. **Compeat allows our teams to work smarter.**

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

**PC:** We have seen a huge savings with Compeat, especially in our bar. **We’ve increased our alcohol profit margins by 3%.** Compeat also gives us the ability to identify pricing variances and errors with our vendors which has driven benefits directly to the bottom line.

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

**PC:** Compeat Advantage has saved our operations team significant time in daily sales reporting, inventory ordering, receiving and analysis. Our managers can be more accurate in meeting their desired par levels and can plan to take advantage of price promotions, all resulting in increased profit and cash flow. We also really enjoy the ability to analyze inventory usage and to determine on-hand variances.

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

**PC:** After replacing Quickbooks and adding Aloha POS polling, **we’ve reduced our daily bookkeeping time by 25%** allowing our accounting department more time to analyze financial performance and accurately project cash flow requirements. Compeat’s financial reporting is also a benefit to us. The eXcellent Financial reporting function has provided us with the ability to quickly run unit level and consolidated financial reports, giving our team a consistent format and approach to financial performance analysis.

### Are there any other benefits you’ve gained from using Compeat?

**PC:** We are excited to utilize even more of Compeat’s robust functionality as we grow our restaurant locations. Compeat software can grow as we grow and we could not be more pleased.