



Johnny's Italian Steakhouse Success Story

Challenge

Aggressive franchise expansion made Johnny's Italian Steakhouse realize that they had outgrown internal Excel spreadsheets. With eight company-owned units and imminent franchise expansion plans, Johnny's needed the ability to get near real time data to help their Managers better control costs on a daily basis. They searched for a solution that allowed them to share all of their day part and labor data from all stores with the whole team. Their challenge was to find a cloud-based software to utilize data from the field and help the franchises with their performance metrics.

Solution

Johnny's chose Ctuit Software (now Compeat) as their partner to reliably collect and disseminate information for all of their locations. Making RADAR a required tool for all franchises, the corporate office gets field reporting on traffic, sales and labor on a daily basis. "RADAR allows us to drill down and provide guidance to operators. For companies looking to expand, Compeat is a great partner," states Ajay Singh, VP Brand Development.

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VP Brand Development*

Results

By selecting Compeat, Johnny's Italian Steakhouse has gained significant new functionality, giving them daily and even hourly access to relevant data in an easy-

COMPANY OVERVIEW

Johnny's Italian Steakhouse is a distinctly upscale dining experience with reasonable prices.

BUSINESS SITUATION

Aggressive franchise expansion made Johnny's Italian Steakhouse realize that they needed a cloudbased software to utilize data from the field and help the franchises with their performance metrics.

KEY RESULTS

Making RADAR a required tool for all franchises, the corporate office gets field reporting on traffic, sales and labor on a daily basis.

to-use format. Every department at Johnny's has benefitted from their partnership with Compeat from Executives, marketing, store level, accounting, and operations.

Marketing: Marketing uses Compeat to drive data on guest counts and guest checks to reach their marketing goals. When launching seasonal promotions or special events, marketing benefits from looking at data from previous years and they are able to redefine marketing messages.

Accounting: Having automated reports produced by Compeat, the Accounting team can true up their schedules without hiring an extra person on staff to run reports.

Operations: By giving all operators seamless access to Compeat RADAR's consolidated online database, Johnny's has created a healthy competitive spirit among stores. The new iOS app provides instant reporting in the palm of your hand.

Sales: By tracking daily sales with RADAR, the corporate office can offer immediate assistance if a negative trend is spotted and provide a well deserved pat on the back when a location is trending positive. In the past, hotels have been leery of running restaurants on site as they were hard to control. Hotels are now embracing Johnny's Restaurants because they can watch sales and control labor costs on a daily basis. The response from franchisees has been extremely positive as they like the simplicity of the tool and usability.

Labor: With Compeat, Johnny's is able to prevent a rise in labor before it starts. "Ctuit (now Compeat) allows us to stay within one percentage point of our labor targets. If we see the trends going up, we can jump on it quickly," Ajay Singh, VP Brand Development. He continues, "Ctuit (now Compeat) RADAR allows us to work in our boundary and not go above it. This represents significant costs savings in real dollar terms." Johnny's is also able to compare sales, labor, food costs and other metrics with their sister stores and share best practices.

Johnny's is a distinctly upscale steakhouse complimented with a rich Italian background featuring traditional and innovative items and a superior wine list.

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 To learn more about Compeat, please call us at (512) 271-0771 or email info@compeat.com.