

Compeat and Aloha: Customer Case Study

Gibsons Bar & Steakhouse simplifies operations with Compeat Advantage and Aloha POS

Gibsons Bar & Steakhouse has been the pinnacle of Gold Coast dining for over two decades. Today, Gibsons is known as the Chicago Steakhouse not only by the locals but also by those who visit from all over the nation. Gibsons began utilizing Compeat Advantage in 2007 and have benefited from their **Compeat Advantage** and **Aloha POS** integration. The below interview with Gibsons' Controller, Jeff Harris, describes their experience:



“ Compeat allows us to track our **ideal costs at all times**. This makes us much more aware when it comes to pricing. ”



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

Jeff Harris: It is working great. There have been no issues with either of the systems. We're very pleased.

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

JH: Yes, our sales mix information is automatically polled from Aloha into Compeat Advantage once a day. If at any time during the day we want to grab that data we can easily do so manually as well. Another benefit of the integration is that Compeat is very easy to access remotely. Therefore, if we ever need to access our Aloha POS data and we're not in the office we can access it through Compeat.

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

JH: Prior to Compeat Advantage we went through three other restaurant management products. They were all too labor intensive and did not provide key features we were looking for including food costing. We used Solomon to manage all of our accounting.

Why did you choose Compeat over the competition?

JH: Compeat Advantage fulfilled all of the needs we were looking for in a restaurant management software. On top of that, our Executive Chef used Compeat Advantage when he worked at Weber Grill so the transition was easy.



“ Compeat enables us to find any issues and make changes. This has shaved 3-5 points off our total costs. ”



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

JH: Compeat allows us to track our ideal costs at all times. This makes us much more aware when it comes to pricing and more intelligent when it comes to making other business decisions.

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

JH: Compeat gives us the knowledge that allows us to get our food/wine/liquor costs to come in where we want them. If costs are off, Compeat enables us to find the issues and make changes. This has given us the ability to shave 3-5 points off our total costs.

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

JH: We used to enter just invoice total amounts and now we enter by line items which requires a little more time, but investing the time is worth it when you see the payoffs. For example, if a question comes up or a problem arises, Compeat allows us to quickly find and resolve the issue which saves a lot of time and headaches.

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

JH: The people at Compeat are great to deal with. Everyone is on the same page and we feel like they truly care about teaching us how to best utilize the software

In summary, interfacing Compeat Advantage with your Point of Sale system will provide you with an End-to-End solution. Information will move automatically from your POS, through your operations, and on to accounting. **All information will be in one common database and it will always be in balance.** This all results in increased control, reduced costs, and improved efficiency.