

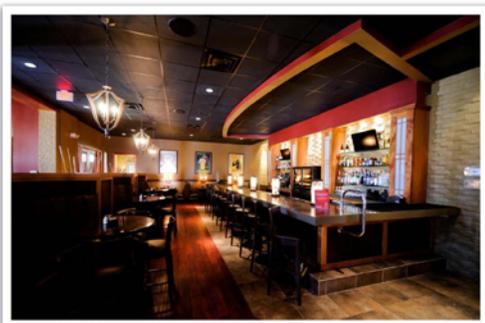
Compeat and Squirrel POS: Customer Case Study

Taste Buds saves 3% in food costs and 2% on back-of-house labor with Squirrel POS and Compeat

Taste Bud's Management runs the operations of ten Zea Rotisserie and Grill restaurants, who specialize in American fare infused with international flavor. Taste Buds also manages Semolina, a restaurant devoted to the wonderful world of pasta. With their Squirrel and Compeat systems, Taste Buds experiences more reliable communication and increased efficiency in operations. This interview with Taste Bud's CEO Chris Rodrigue explores their experience.



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You're using two restaurant system companies: Squirrel for POS and Compeat for back office and accounting. How's it working?

Chris Rodrigue: The primary advantage of both systems is they don't have over-lapping capability. We've found that POS providers that attempt the back office and/or inventory solutions are more expensive, don't support the product well, and frankly, prefer selling hardware and licenses. Squirrel excels at being a POS system, and focuses strictly on that proposition. At Taste Buds, we pursue "Best in Class" products, especially our software suites, which we rely on day-to-day to serve our customers and our business.

We've built all of our software solutions around Compeat as our foundation. Compeat's interface with Squirrel is extremely easy to manage. Both companies—Squirrel and Compeat—focus on R&D, and provide constant improvement of their products. They both know what they're good at and to strive to be the best.

Is your interface between Squirrel and Compeat both accurate and reliable?

CR: The Squirrel database at each store location is the authoritative data source. It is extremely important to be confident when polling data out of the system of record to another database and that everything is accurate and reliable. We are confident in this process and are confident with the information Compeat presents.

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

CR: All daily transactions are polled directly from Squirrel into the Compeat Daily Sales Report. The review and audit for those transactions is simple, and allows us to post balanced information to accounting.

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

CR: We used Excel in the restaurants and QuickBooks for accounting.



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These systems were simply not viable as an inventory or accounting solution for a multi-unit restaurant environment.

Why did you choose Compeat over the competition?

CR: That choice was made prior to my employment, but I would have made the same decision. With Compeat, we can handle accounting, back office, and bill paying in one software solution. The flexibility and custom reporting is almost limitless using the eXcellent Financials reporting tool.

Has Compeat allowed you to increase control over daily operations?

CR: Yes. We’ve used Compeat eXcellent Financial reporting to build a daily P&L workbook, allowing us to see performance versus budget, prior period, and prior year and on a trailing thirteen period basis. We track a multitude of measurables using this tool. In addition, the theoretical cost analysis, the control over prep production, and the ability to order product effectively and precisely, all contribute to greater control.

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

CR: The initial impact was significant. Savings are in the neighborhood of 3% on food cost and 2% on BOH labor. We’ve maintained or improved incrementally almost every year since implementation.

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

CR: Yes, we actually phased out the in-store Unit Controller position, and operate the entire company with less accounting staff than prior to when Compeat was implemented...even though we have twice as many restaurants! In addition, there is significant time savings and accuracy gains with the PTSL module, and the par levels for order guides being handled through Compeat.

Have you saved time in daily accounting operations with Compeat?

CR: Yes, many duplicate entry tasks have been eliminated. All transactions begin as a purchase order and track through the system until paid. There are tremendous time savings at both the store level and home office accounting level.

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

CR: Several! Faster, better analysis for menu direction, pricing strategies, and overall menu engineering. Our annual budget process is much more streamlined and accurate. Purchasing analysis has been helpful as well. And reliability is a huge benefit. Most software or service companies can be great to work with until you have a problem and really need them. I know from several first-hand experiences that I can always rely on Compeat.