

caseSTUDY

“ Bevnet has helped us lower draft beer costs by about 5%, which has translated into higher margins. They have supported us exceptionally well all along, and have set the standard for service levels in their industry.”

TREVOR SAINSBURY, OWNER, BOSTON PIZZA WELLAND

situation

- + Never had an automated, accurate way to determine draft beer variance (*difference between Oz poured and Oz sold*)
- + Inventory and ordering processes were conducted manually
- + Average draft beer volume was **12 kegs** per week
- + Average cost per keg was **\$198**, with each pint priced at **\$5.50**
- + With average draft beer losses of **10%**, BP Welland's losses were:

Loss in draft beer cost: \$950 per month
Loss in revenue opportunity : \$3,300 per month

solution

- + Implemented USBN's draft-beer management solution at the Welland, ON (Canada) location
- + Location owner received accurate ounce-by-ounce account of draft beer inventory and wastage via daily email reports
- + Identified waste, bad pours, and theft by holding bartenders accountable for explaining the reported variance
- + Inventory management and ordering processes automated using the bevMANAGER web-based platform

result

- + Average loss dropped from **10% to below 2.5%** when staff was informed about the USBN system. The resulting savings were:

Cost Recovered: \$710 per month
Revenue Recovered: \$2,480 per month

TOTAL IMPACT: \$3,190 per month

- + Automated inventory management has saved the owner time and labor from manual audits and reconciliation



company

Boston Pizza (BP) franchisee with one location in Welland, ON (Canada)

locations

300 locations companywide in Canada

draft lines

8 to 12 lines per store

pos system

POSitouch

customer since

April 2008

www.bostonpizza.com