

Growing restaurant uses annual savings of \$138,000 to help fund expansion

CLIENT Undisclosed

COST CATEGORIES

Food Services

SECTOR Restaurant

LOWER FOOD COSTS IMPROVE MARGINS IN HIGHLY COMPETITIVE INDUSTRY

RAPID GROWTH IN TEXAS CITIES

Our client is a restaurant with six locations in metropolitan areas throughout Texas. The owners' success has prompted them to plan opening three more restaurants in the near future.

As they continue to expand, the owners insist on maintaining their high quality menus. They also wanted to validate industry best pricing for quality.

As experts in food and wine - but not procurement - they brought food service Consultants with Expense Reduction Analysts (ERA) to the table.

ERA: ADVISORS, ANALYSTS AND ADVOCATES

ERA helps organizations improve profitability through cost, purchase and supplier management. What makes ERA different is a proven process and industry-specific knowledge that drives savings and growth.

ERA food service experts thoroughly analyzed the client's purchases and prepared a "market basket" representing 80% of its spend. This information was included in a detailed Request for Proposal sent to broadline suppliers that allowed like-for-like pricing comparisons in specific categories, including dry grocery, meat/poultry, dairy refrigeration, frozen and seafood.

As in every ERA project, Consultants seek the best value-for-money offer and find the "best fit."



PROJECT INFORMATION

Expense:	Food Services
Industry:	Restaurant
Savings:	14.5%
Supplier:	New
Hidden Savings:	\$138,000

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