



HALT, BUZAS & POWELL, LTD.
 CERTIFIED PUBLIC ACCOUNTANTS
 MANAGEMENT CONSULTANTS

Fresh Perspectives

HB&P • www.cpas4you.com

CAPITAL
 RESTAURANT
 CONCEPTS LTD.



Restaurant:

Capital Restaurant Concepts, Ltd

- J. Paul's
- Paolo's
- Old Glory Barbeque
- Georgia Brown's
- Neyla
- Pik a Pita

Website:

www.capitalrestaurants.com

Challenge:

Double Entry, Lack of Reporting

CRC's employees had to manually re-enter data from the inventory and point-of-sale systems into the accounting system. As the business grew and new restaurants opened, CRC had to add staff just to manage the data entry.

Corner Office Technology

Solution:

HB&P helped CRC implement Microsoft Dynamics® GP and configure it to integrate data from independent systems.

Benefits:

- Over \$100,000 a year savings
- Consolidated reporting
- Real-time reporting
- Remote access to information
- Easy integration with industry software
- Better information

Reduced Labor Costs and Real-Time Data

Many multi-unit restaurant owners still enlist full-time employees who manually enter data from independent systems from each location, in order to generate aggregated reports. Consequently, many executives receive inaccurate and untimely information. In order to save time and money, restaurateurs, like Martin Craft, are choosing to invest in an integrated financial management system that connects data from independent systems, while providing real-time access to consolidated financial information.

About Capital Restaurant Concepts, Ltd.

Capital Restaurant Concepts, Ltd. (CRC) operates eleven restaurants based on seven different concepts. From quick service to fine dining, each restaurant is unique, but they all have two things in common – a mission of creating lifetime guests coupled with a belief that “restaurants are theater.”

The Challenge:

Each of CRC's restaurants is known for its unconventional, theatrical atmosphere. Patrons are treated to generous servings of food, and an entertaining, friendly wait staff. While restaurant operations appeared to be doing well, the back office struggled with separate accounting systems and inefficient accounting processes. According to Martin Craft, CRC's Chief Financial Officer, the company invested heavily in their IT infrastructure. However, since the systems were not integrated, employees still had to manually re-enter data from the inventory and point-of-sale systems into the accounting system. As the business grew, CRC had to add staff to manage the data entry, and because of manually transferring data, errors repeatedly were made during the re-keying process.

CRC realized the business required an integrated business-management solution to streamline processes, increase productivity, and improve reporting, while providing the ability to adapt to each restaurant's unique requirements. Their entry-level accounting system lacked integration to independent systems and couldn't deliver the financial reporting needed to run the businesses effectively. They needed an accounting solution that could integrate with their existing restaurant systems;

About Microsoft Dynamics:

Microsoft Dynamics is a line of integrated, adaptable business management solutions that enables you and your people to make business decisions with greater confidence. Microsoft Dynamics works like familiar Microsoft software such as Microsoft Office, which means less of a learning curve for your people, so they can get up and running quickly and focus on what's most important. And because it is from Microsoft, it easily works with the systems that your company already has implemented.

For more information about Microsoft Dynamics, go to: www.microsoft.com/dynamics



produce consolidated reporting, that would make it possible to measure the financial performance of all restaurants together, individually, by location, by volume, or by whatever particular needs may be.

The Solution:

With the help of technology partner Halt, Buzas & Powell (HB&P), Craft was introduced to Microsoft Dynamics® GP, a robust integrated financial management system. Once Craft saw what Dynamics GP could achieve, and that HB&P has helped restaurant companies like CRC integrate independent systems to Dynamics GP, he knew he had found the right solution.

Dynamics GP integrates multiple systems to streamline the accounting processes. The increased efficiency means less management overhead costs, no more data-entry errors, and improved insight into business performance.

“The business information is invaluable,” said Craft. “We can react immediately to things we see. If sales are down, we can see if we have to cut labor. If there is overtime coming up or anything out of the ordinary, we can track it in real-time, rather than calling each location and asking questions. When we followed these issues using the phone and hard data, typically it took a week or two to access this information. By this time the data was old. But with an integrated financial management system it creates a quicker reaction time,” Craft explained.

CRC’s upgraded system collects customer data and posts it automatically to Microsoft Dynamics GP. Craft has access to the data that’s collected from CRC’s home office, but CRC’s restaurants also have access to the data. Each restaurant can enter invoices into the system, and can use it to track sales, inventory, payroll, time keeping and other essential data over the internet.

“It provides extremely valuable, real-time information,” Craft said. “When I arrive in the morning the first thing I see is what the sales were from the day before. Restaurant managers have their own passwords, and can check as often as they’d like to see how their restaurants are performing,” concluded Craft.

About Halt, Buzas & Powell:

Halt, Buzas & Powell (HB&P) is a leading Washington D.C. area CPA firm providing auditing, taxation, business management systems and outsourced accounting services to many businesses throughout the region.

The Management Systems Division of HB&P provides businesses with the opportunity to evaluate their technology investments to ensure they align with the organizations corporate strategy. HB&P works with corner office executives to achieve effective teamwork and collaboration between departments and people.

HB&P's team of dedicated hospitality consultants has helped restaurant companies become best-in-class organizations, saving them thousands of dollars in unproductive labor costs.

For more information about Halt, Buzas & Powell technology for the restaurant industry, call Mike Buzas at: (703) 836-1350 or visit: www.cpas4you.com/



The Result:

The Microsoft Dynamics GP system saves CRC over \$100,000 a year in data entry costs. Even as CRC has continued to grow, the Microsoft Dynamics GP solution has provided seamless integration and expansion with new IT investments and additional locations. Access to real-time data is a prerequisite to making smart business decisions. With Microsoft Dynamics GP, corner office executives, and managers can benefit from:

- Accessing meaningful reports in real-time to more easily track trends.
- Identifying and addressing issues at the corner office and store levels.
- Employing complete financial and operational functionality from advanced consolidation and business intelligence, to rich reporting, forecasting and budgeting.
- Providing a financial management solution to the individual concepts, while being maintained by the corner office.
- Having a solution that does not require a large IT staff to deploy and maintain.
- Investing in a system that is flexible, scalable and adaptable to the companies changing business and technology needs.