

ATS

Restaurant Case Study

- Capital: \$100,000.
- Consultancy: Many Solutions.
- Cost: \$200,000 Reduction.

30+ Years of Advancing Projects, Boosting Profits, and Cutting Costs.

ATS Clients



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Who We Are

- 30+ years serving in the U.S., Canada, the U.K., and Western Europe.
- Phenomenal client list, stories, and case study outcomes.
- Providing capital, consultancy, and cost reduction.
- 1000+ global affiliates, partners, and experts.
- \$10's of Billions results for organizations.
- 28%+ overall average cost savings.

ATS Organization Details

Organization Name: Pancake House

Industry: Restaurant

Organization Size: \$1 Million Annual Gross Revenues

Client Billable Type: Performance Based, No Cost No Risk, Percentage

ATS Restaurant Client & Restaurant Industry

Restaurant Owner

- **ATS** was able to turn around a Pancake House Restaurant because of the owner's willingness to embrace sustainable change, ATS's strategic partners, and our unique abilities and talents that deliver solutions quickly.

Industry Cost Increase

- **With the cost of energy, labor, food, and other areas increasing in record setting measures**, all restaurant owners, chains, and food franchises must act or be out of business. This case study shows outlines a real example of what was done in a few months to turn around this location. The same principles would apply to multiple locations.

Client Outcomes: Change Willingness

- The restaurant owner, who has been in the business for a long time, realized that **some things needed to be changed** or there would be no business!
- **With the owner's willingness**, ATS analyzed the different areas with our no cost assessment. We then determined the best ATS team members and strategic partners for the client and implemented the plan with the owner and delivered results!

Client Outcomes: Restaurant Plan and Cost Reduction Strategy

- Labor costs had become too excessive – \$1,000 a week in labor costs was reduced with minimal to no impact on store performance or employee morale.
- Energy costs were reduced with assistance from ATS's Strategic Energy Partner. Savings on gas and electric will be about 6 to 10 percent, which is approximately \$4,000-\$6,000 dollars a year depending upon usage.
- Credit card processing was impossible for most people to understand. By having ATS's expert work with us in this area, a new credit card provider will net us the Pancake House another \$5,000 to \$6,000 in savings per year.
- Re-negotiation of the Pancake House laundry contract with Cintas will leave deliver a savings of 50 percent or \$7,000 to \$8,000 thousand per year.

Client Outcomes: Restaurant Plan and Cost Reduction Strategy

- Negotiations completed with trash disposal. Current company is not offering much, so other providers are being sourced and reviewed. Our initial estimate is a saving of \$5,000 per year in this category.
- Food costs were re-negotiated at a savings of \$20,000 per year.
- Prices were increased to offset rapidly rising food costs. Net increases should yield \$100,000 increased gross income per year.

Client Outcomes: Restaurant Plan and Cost Reduction Strategy

- Because ATS methodologies and the owner of the Pancake House are all about best value, which includes quality and cost, the Pancake House customers enjoy the same incredible quality and value of food and atmosphere. In other words, marketing is not an issue.
- With the implementation of cost savings and projects, expansion of the Pancake House is being researched because of the extra capital and streamlining of the organization.
- Non-profitable items were eliminated from the menu with a savings \$5,000 dollars per year.
- Other areas are in negotiation mode now, such as rent, insurance, and other categories.

Overall Client Outcomes

- **In just two months, the Pancake House, was turned around**, is staying in business, and has cash flow to expand the business. Other projects are continuing with what has already been conducted.
- **The total conservative savings** conducted already amount to **\$200,000 per year** for just this location!
- **Capital of \$100,000 for growth.**
- **The owner of the Pancake House stated:**
“Most businesses fail due to complacency!”

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