



Wingstop Franchisees Move from QuickBooks to Microsoft Dynamics 365 Business Central in 4 Weeks

Customer:

Langan Holdings, LLC (Wingstop)

Industry:

Food Service

Organization Size:

18 Franchise Locations

Headquarters:

Bedford, TX

Former System:

QuickBooks

New Solution:

Microsoft Dynamics 365 Business Central

Highlights:

- Migrated from QuickBooks to Business Central in just 4 weeks
- Built custom templates to import daily sales data from proprietary POS system
- Saved time by streamlining multi-company business processes

About Wingstop

Sarah and Patrick Langan of Langan Holdings, LLC, own 18 Wingstop franchise locations in Texas and Tennessee. They have seen explosive growth over the last five years, starting with just one restaurant and now reporting a combined annual revenue of \$20 million.

The Challenge

Patrick's experience in the restaurant industry, "saucing wings and training employees," has been a key ingredient in their success. But rapid growth brought administrative challenges for Sarah at the corporate level.

Wingstop uses a proprietary point of sale (POS) solution to manage restaurant operations. However, it was not designed to integrate with other systems. Getting the data into their QuickBooks financial system required multiple spreadsheets and manual data entry. This process wasted time and increased the risk of human error.

To deal with high turnover rates, the company relies on an onboarding platform developed by its payroll provider. This provider suggested an integration with Microsoft Dynamics 365 Business Central.

"We scaled so quickly that we were not being efficient. We do accounting and payroll in-house, but we were not using the right tools. We knew it was time to find technology to help us grow."

The Solution

Although typically cautious about new technology, Sarah felt that proactively moving from QuickBooks to a Microsoft system would benefit their growing franchise business in the long term.

"From my research, I was convinced that Business Central was worth the expense and that more and more companies, including other franchise owners, would be using it in the future. If QuickBooks is a Honda, then Business Central is a Cadillac."

Choosing the Right Partner

The original quote Sarah received from a Microsoft Dynamics Partner for a Business Central implementation was over their budget.

When Sarah joined social media groups focused on Business Central implementations, she saw users frequently refer to blog posts from Mount Evans Consulting to answer questions.

"When I reached out to Mount Evans Consulting, Kristen responded right away. I like that it is a women-owned small business based here in the United States. I felt her pricing was fair, and she has been honest and open about the costs from the beginning. We could set a realistic budget and still plan for the unexpected."

"With QuickBooks, bank reconciliation took us over 8 hours a week.

Now, it's amazing how quickly we can get it done in Business Central!"

Sarah Langan,
Wingstop Franchisee





Rapid Implementation

In just four weeks, the company was able to move all the financial data from QuickBooks and go live on Microsoft Dynamics 365 Business Central.

"The project team at Mount Evans Consulting have accounting backgrounds, which has been key in understanding our unique needs. They were very patient and persistent while working with many of our vendors to make the implementation successful."

POS Integration

Mount Evans Consulting created a custom integration to bring data from the Wingstop POS system into Business Central. Now, instead of making multiple manual journal entries for individual locations, an automated process sorts the transactions by location and posts them to their corresponding companies in Business Central.

"By consolidating everything in Business Central, we're saving a lot of time. Now we won't need to hire more people to manage the financial side, which is also a significant cost saving."

Smooth Intercompany Management

With the multi-company capabilities of Business Central, Mount Evans Consulting set up each franchise location as a separate company, helping bring order to the chaos.

"When we were using QuickBooks, intercompany transactions were difficult to identify and track. Business Central streamlines intercompany management and gives me a single source of truth."

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Sarah Langan,
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Strong Sales Reporting

With Business Central, Sarah has greater visibility into essential business metrics from each Wingstop location.

"Seeing all our sales data in Business Central is crucial to the health of our business. We need to know how the stores are performing while tracking labor and food costs to maintain healthy profit margins. This is the only way we will continue to grow and thrive."

Efficiency Lowers Costs

The business management workflow has been streamlined, bringing efficiency and cost benefits. For example, the bank reconciliation process.

"With QuickBooks, bank reconciliation took us over 8 hours a week. Now, it's amazing how quickly we can get it done in Business Central!"

Looking to the Future

Sarah and her team feel confident that the longer they use Microsoft Dynamics 365 Business Central, the more efficiencies they will be able to track.

"Every time I go into Business Central, I'm impressed by how much more capable it is compared to QuickBooks."

And they look forward to a continued relationship with Mount Evans Consulting.

"I think Kristen and Crystal have done a great job. They were willing to go outside the normal scope of a Business Central implementation by offering accounting help. We've had to rely on them a lot, but they've been up to the task. I would absolutely recommend them!"

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