

Heartland



The collaboration between the HPOS Dealer, HPOS Direct and Sales Channels is but one of the ways Heartland is uniquely structured to respectfully serve entrepreneurs across the nation. This message showcases successes in our Point of Sale business due to that collaboration.

Stronger Together Team

Skybox Systems
Consulting **Bryan Leniski**



Heartland Sales Rep
Mark Novak



Company

Picante Mexican Grill
Elkhart, Indiana



Solution

Heartland Restaurant

Heartland
Restaurant

Customer Profile

Picante Mexican Grill is a Mexican restaurant located in Elkhart, Indiana owned and operated by four lifelong friends, two of whom are nurses actively serving on the frontlines of the Covid-19 pandemic. This family restaurant serves authentic Mexican cuisine for dine-in and carry-out.

Customer Story

When the owners of Picante Mexican Grill realized they had outgrown their current Shopkeep system in just a matter of months since installation, they began the search for a new POS system. When Heartland TM, Mark Novak, uncovered the lead, he brought in Bryan Leniski with Heartland Dealership, Skybox Systems Consulting. After attending the Heartland POS demo together, Mark and Bryan were able to close the deal on-site. The owners were thrilled that their existing iPads could be repurposed for Heartland Restaurant and, having first-hand experience dealing with the pandemic, the owners immediately recognized the importance and benefits of having features like the Heartland Guest App and Scan to Pay in a post-Covid world. Additionally, Picante Mexican Grill signed up for Heartland processing, which they are incredibly happy will keep them working with local representatives, an important part of why they chose to install Heartland Restaurant.

Customer Need

In a rapidly evolving world, the owners of Picante Mexican Grill knew they had to make a change to the way their restaurant operated — starting with a new POS system that would make business during the Covid-19 pandemic continue to thrive and that would be supported by local representatives they could trust.

Heartland and Dealer Value

Heartland TM, Mark Novak, and Heartland Dealer, Bryan Leniski with Skybox Systems Consulting, brought their respect for Picante Mexican Grill to the table when working with the owners. Wanting to build their existing business up from where it had been before, the Stronger Together team brought targeted solutions to the owners, knowing exactly what they would need and benefit from in today's uncertain times.

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