



## [Application Notes]

### Daily Performance Report System for a Major Restaurant Chain

#### Problem and Solution

##### ■ Current Operation

A major restaurant chain is operating 70 restaurants in the Western region. Currently, each restaurant sends a daily report in Excel format to headquarters via email. At headquarters, the reports are first converted to a .CSV format and then aggregated. Finally, legacy system data is added to get a complete performance picture for each restaurant.

##### ■ Problem

Data collection currently takes an excessive amount of time since it requires manual conversion and aggregation. The volume of data for each restaurant is quite large, so data input requires excessive staff time after business hours. Final profit and loss figures cannot be calculated without the manual addition of key data from corporate legacy systems, which requires more labor and introduces potential data entry errors.

##### ■ Solution

Lucida Insight™ automatically provides a Web-based daily performance input template for each restaurant. Each restaurant only needs to input employee and part-timer hours worked for the day. The rest of the data is automatically updated from the corporate legacy system database.

##### ■ Result

Lucida Insight™ provides significant increases in both productivity and quality by providing a Web-based spreadsheet with automated correlation to the corporate database, which results in a dramatic reduction in the time required to finalize and analyze daily profit and loss.

#### Mechanism to increase response

- Daily performance report sheet (for individual restaurant use)

Profit and loss sheet (HQ use)

Sales Region	Sales Office	Sales	Target	MTD	Actual	MTD	Do	Target	Cost	Cost	Margin	Gross	E/T Labor	Total Labor	Total Labor
Western	Seattle	100000	900000	80000	720000	80.00%	40000	300000	50.00%	6500	0	6500	0	0	6500
	Portland	50000	500000	45000	400000	80.00%	20000	300000	75.00%	200	80	300	0	300	TBC
	San Jose	80000	800000	60000	650000	108.33%	30000	400000	61.54%	200	35	235	0	235	
	LA	120000	1000000	150000	990000	99.00%	50000	500000	50.51%	300	50	350	50	350	
	Denver	50000	450000	42000	400000	88.89%	70000	600000	150.00%	250	0	250	0	250	
Central	Dallas	200000	2300000	185000	2000000	100.00%	80000	700000	35.00%	440	0	440	0	440	
	Chicago	100000	1000000	110000	1200000	120.00%	10000	200000	16.67%	5000	200	5200	0	5200	
	Omaha	80000	900000	80000	800000	88.89%	55000	700000	87.50%	2000	350	2350	0	2350	
	Minneapolis	100000	950000	90000	900000	94.74%	40000	500000	55.56%	220	80	310	0	310	TBC
	Cincinnati	240000	3000000	270000	3200000	106.67%	50000	450000	14.06%	7000	3000	10000	0	10000	
Southern	Memphis	160000	2600000	150000	2700000	96.43%	30000	900000	33.33%	4500	2000	6500	0	6500	
	Birmingham	150000	2500000	150000	2400000	96.00%	20000	1200000	50.00%	200	0	200	0	200	TBC
	Atlanta	250000	4000000	220000	4300000	107.60%	30000	1500000	34.88%	350	50	400	0	400	TBC
	Miami	100000	1000000	90000	780000	78.00%	100000	1000000	25.64%	250	500	750	0	750	
	Raleigh	90000	800000	100000	750000	90.75%	20000	400000	50.00%	450	250	700	0	700	TBC
Eastern	Boston	300000	4500000	290000	3300000	82.65%	30000	570000	17.27%	4200	500	4700	0	4700	12000
	New York	70000	800000	80000	800000	100.00%	20000	400000	50.00%	3500	2200	5700	0	5700	TBC
	Philadelphia	100000	900000	130000	1100000	111.00%	45000	550000	36.00%	650	500	1150	0	1150	TBC
<b>TOTALS</b>	<b>Wash DC</b>	<b>350000</b>	<b>5000000</b>	<b>300000</b>	<b>4300000</b>	<b>86.00%</b>	<b>290000</b>	<b>2700000</b>	<b>62.73%</b>	<b>340</b>	<b>420</b>	<b>760</b>	<b>0</b>	<b>760</b>	<b>240</b>
		<b>2680000</b>	<b>32200000</b>	<b>2610000</b>	<b>31630000</b>	<b>95.93%</b>	<b>2725000</b>	<b>13140000</b>	<b>51.39%</b>	<b>30750</b>	<b>17695</b>	<b>48454</b>	<b>0</b>	<b>48454</b>	