



# Compeat®

Restaurant Management & Accounting Systems

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## Case Study ▶ Kaizen Management LLC



# Compeat Partner Program is a Win for Kaizen Management

Over the past several decades, technology has continued to expand its role in providing businesses of all kinds with more efficient solutions to run their operations. With 30 years of experience as CFO of some of the most renowned multi-concept food service organizations, Robert Sloop saw this evolution take place in the restaurant industry and witnessed many restaurants struggle to adapt to the new technological way of thinking.



Sloop decided that he needed to help. In 1999, he took the Japanese term “Kaizen” at its literal sense – gradual continuous improvement - and created Kaizen Management LLC, a food service software systems provider, financial consultant, and integrator for the retail and institutional food service industries. Today, Kaizen relies on the Compeat Advantage system to integrate with a client’s POS system, thereby providing an efficient and reliable end-to-end back office and accounting solution.

“The way Compeat controls their inventory is the best system available”

~ Robert Sloop  
Chief Executive Officer  
Kaizen Management, LLC

### Challenge

Prior to discovering Compeat, Kaizen’s clients relied on an early- generation of restaurant management technology that typically consisted of their POS system, ReMACS, and RealWorld accounting. This “old fashioned” approach did not align with the Kaizen Financial Model, which is based on a

formula that involves an extensive amount of food cost research, strict inventory management, and most importantly – a low-cost and low-maintenance enterprise software solution that makes all of this possible.

### Company Overview

Founded in 1999, Kaizen Management LLC is a food service software systems provider, financial consultant, and integrator for the retail and institutional food service industries.

### Business Situation

Kaizen Management LLC relies on Compeat Advantage to integrate with a client’s POS system, thereby providing an efficient and reliable end-to-end back office and accounting solution.

### Key Financial Results

With Kaizen and Compeat, Jean-Georges Management became a fully centralized concept organization and have been able to increase their net profits by 8 percent as well as take full control of their purchasing and inventory.

Blue Shore Grill is now able to directly import USDA reports into Compeat to compare food costs and challenge vendors to provide a more competitive commodity pricing environment.

## Solution

In 2001 Kaizen's management team started looking for a way to provide its clients with an end-to-end, back office and accounting solution at a low cost with a high rate of return. Compeat Restaurant Management Systems and the Compeat Advantage product caught their eye. Sloop states:

*Compeat Advantage, with its web-enabled platform and its fully integrated back office and accounting functions, is the only restaurant solution available that provides the industry with a total real time platform which bridges the POS system directly to the financial statements. Compeat Advantage therefore fits in perfectly with the Kaizen Financial Model.*

## Transition

Since partnering with Compeat, Kaizen has fully implemented Compeat Advantage in two large restaurant concepts. In 2003, **Jean-Georges Vongerichten's** organization hired Sloop as its CFO and to build a centralized financial system for its corporate office and seven existing locations. Sloop researched many products and ultimately recommended Compeat Advantage to be utilized in conjunction with the Kaizen Financial Model and the existing POS system.

In 2009, Kaizen began working with **Blue Shore Grill, LLC**, an upscale "Latin American meets Pacific Rim" restaurant group located in the U.S. Virgin Islands. At the time, Blue Shore's management was utilizing Quickbooks, Cheftec, and a POS system, but had absolutely no interface between any of them. To obtain a fully-integrated interface system would have cost Blue Shore nearly \$10,000. Alternatively, Kaizen introduced Blue Shore's management team to the Compeat Advantage as an enterprise solution and the results were instantaneous.



## Reward

With the Kaizen Financial Model and the Compeat Advantage software platform, Jean-Georges Management became a fully centralized concept organization and the returns were astronomical. They have been able to increase their net profits by 8 percent as well as take full control of their purchasing and inventory. "The way Compeat controls their inventory is the best system available and the only way to manage inventory today – right down to the last ingredient," says Sloop.

“With the ability to count more frequently and accurately, we gained control of our inventory and were able to manage our food and beverage costs more effectively.”

~ Robert Sloop  
Chief Executive Officer  
Kaizen Management, LLC

Blue Shore went live with Compeat on January 1, 2010 and immediately saw results. Within the first quarter, Blue Shore's profits increased 15% which turned out to be almost 90% of their total net profit from the prior year! With Compeat Advantage and Kaizen's guidance, Blue Shore is now able to directly import USDA reports into Compeat to compare food costs and challenge vendors to provide a more competitive commodity pricing environment. "This controlled change in the restaurant's operations could not have been possible without the Compeat Advantage application, which is the tool that allows me to execute my financial model effectively and efficiently," raves Sloop.

## Going Forward

Kaizen Management could not be any more pleased with its partnership with Compeat. "The more my clients utilize Compeat and enjoy the benefits it provides, the more likely they are to reinvest that money saved to expand their existing brands," says Sloop. "The Compeat Partner Program is a Win-Win situation for Kaizen and my clients."



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