



SALES & PRODUCTIVITY

CASE STUDY: CUTTING COSTS WITH ACCURATE PREPPING

+\$22,000

Increase in Annual Savings

THE SMITH

RESTAURANT & BAR

THE CHALLENGE

At the end of 2015, Corner Table Restaurants' Executive Chef, Daniel Nightengale, was looking to accurately prep his menu items at popular New York City East Village restaurant The Smith. Daniel wanted to avoid overprepping and inaccurate ordering on a daily and weekly basis, so he turned to Avero, the leading provider of restaurant software analytics that regularly advises him and his team on how to be more efficient and improve their business.

THE SOLUTION

With the help of Avero's sales and productivity tools such as Item Trend Reports and the Back of House Toolbox, Daniel was able to see how each of The Smith's menu items were performing on a daily basis. He used that key sales information to plan exactly how much of each item to order for the next day, and he started to see concrete results after using these tools for just one week.

THE RESULTS

By the end of the week, Daniel and his team saved over \$400 just by ordering accurately and not over-prepping. This will lead to over \$22,000 saved over the course of a year at The Smith East Village. Daniel and his team feel more efficient than ever, and can concentrate on delivering the impeccable food The Smith diners expect.

“My team and I look at Item Sales in Avero every morning to see how each item is performing on the menu. The Avero BOH Toolbox lets us know exactly how much to prep for each day of the week.”

Daniel Nightengale
Fmr Executive Chef
The Smith East Village