

Combining BOH and POS Data

October 12, 2017



DRM, Inc.



DRM



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Our Story

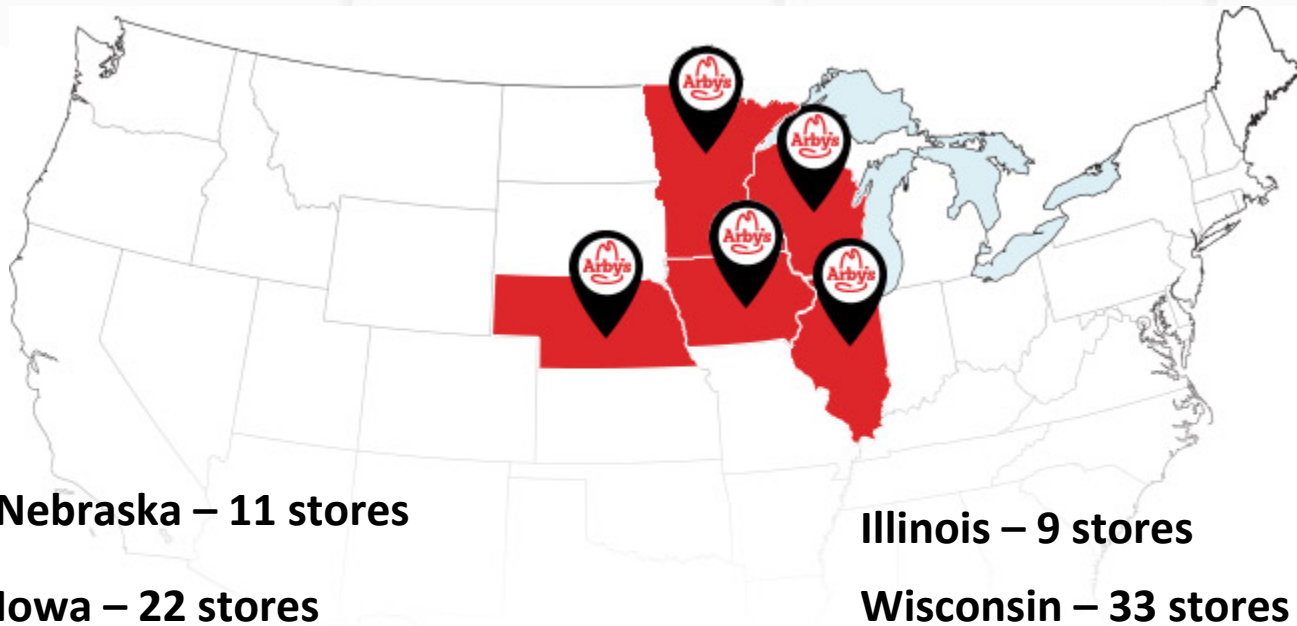


- DRM is a family-owned and operated company.
- Founded in 1977 by Dean Johnson.
- Matt Johnson
President & CEO
- Marc Johnson
President & COO

Our Story

- DRM currently owns and operates 76 Arby's Restaurants in five states with the Corporate Office located in Omaha, Nebraska.
- DRM is the 2nd largest Arby's franchisee

Our Story



Nebraska – 11 stores

Iowa – 22 stores

Illinois – 9 stores

Wisconsin – 33 stores

Minnesota – 1 store

DRM, Inc.



Technology Infrastructure

- POS System

 - 68 - Panasonic SMP

 - 8 - Aloha

- Above Store System - RTI

- Drive Thru Timers – Acrelec

- Various Reports – RTI, Crystal, and Excel

- No data warehouse

Why Mirus

- Centralized Data Warehouse
- Outsource expertise to Extract, Transform and Load various sources of data
- Dashboard and Reporting Tool geared for users
- Partner willing to be creative and flexible

Mirus ETL



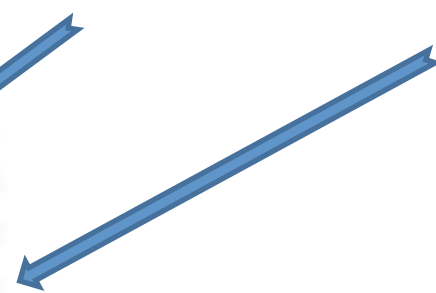
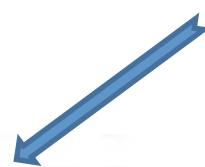
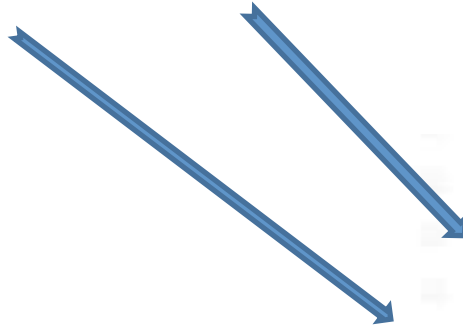
RTI

Aloha

SMP

ACRELEC

DRM Excel
Files



MIRUS

DRM, Inc.



Mirus ETL

➤ RTI

- Time Punches
- Employees
- Schedule
- Inventory
 - Purchases
 - Transfers
 - Variances
- Projections

➤ Aloha and SMP

- TLD Data

➤ Acrelec

- Ideal Labor Hours
- Comp Sales

➤ DRM Excel

- Productivity Guide
- Non-Productive Guide
- Store Hours
- Labor Guide

Mirus Customizations

➤ Dimensions

- Current Month of Previous Day

- Second

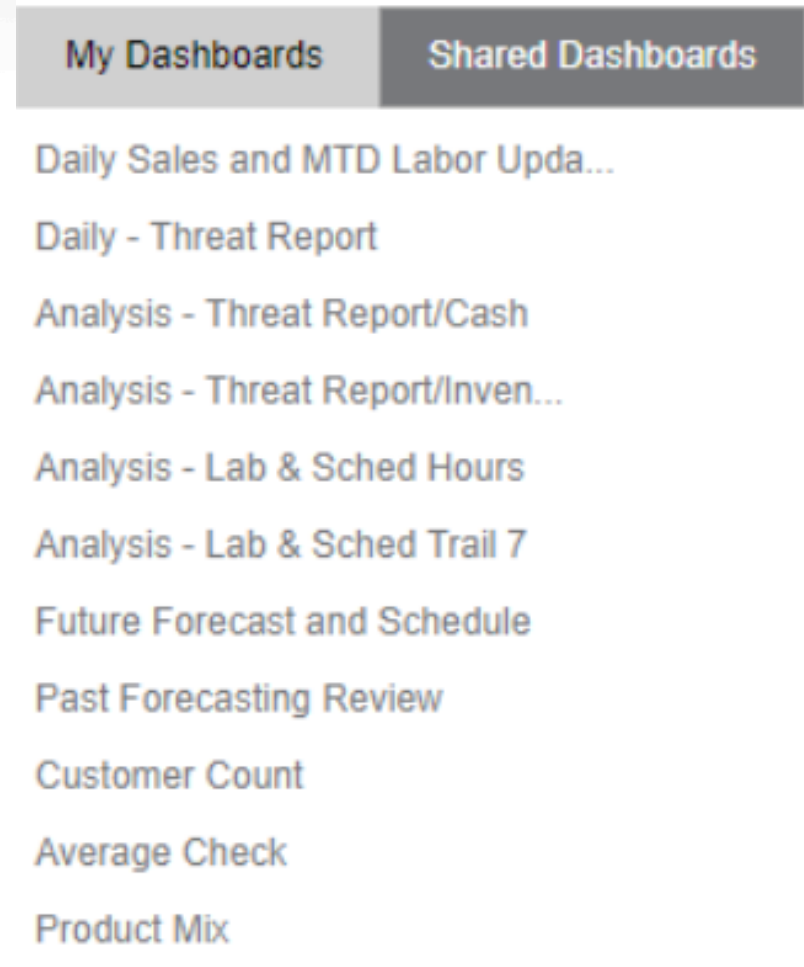
➤ Measurements

- Ideal Labor Hours

- Comp Sales

Mirus Accomplishments

- Management Dashboard



Mirus Accomplishments

➤ Daily Threat Report

Sales		Act - Proj	Void Amt	Del Amt	Del/Void %		Cash +/-		Hrs %	Hrs Var	I vs. A Inv \$	
Prev Day	LY	Prev Day	Prev Day	Prev Day	Prev Day		Prev Day		Prev Day	Prev Day	Prev Day	
5,640	27.58%	1,362	120.93	1.69	●	2.17%	●	(5.54)	●	14.04	●	4.97
2,832	22.16%	508	85.92	10.00	●	3.39%	●	(3.68)	●	18.90	●	(103.28)
2,514	9.28%	218	65.49	29.22	●	3.77%	●	(.47)	●	3.62	●	14.46
1,941	(11.65%)	(247)	10.98	10.31	●	1.10%	●	(8.25)	●	8.00	●	(80.80)
1,991	5.37%	98	65.67	14.28	●	4.02%	●	1.66	●	(0.93)	●	(100.13)
2,108	1.11%	8	96.65	25.49	●	5.79%	●	.35	●	(6.35)	●	(10.97)
2,703	(2.07%)	(57)	96.03	44.40	●	5.20%	●	14.12	●	(1.82)	●	(141.57)
1,694	3.15%	52	16.65	10.57	●	1.61%	●	(.78)	●	(1.12)	●	(8.45)
2,080	19.42%	307	17.46	0.00	●	0.84%	●	.10	●	(1.07)	●	(38.25)
2,541	4.98%	93	54.96	42.87	●	3.85%	●	8.73	●	(1.95)	●	(69.94)
3,054	19.99%	479	27.73	8.98	●	1.20%	●	(10.55)	●	(6.18)	●	192.96
1,744	14.56%	220	20.14	17.12	●	2.14%	●	.48	●	(3.80)	●	50.58



Mirus Accomplishments

➤ Comp Sales Report

DAY	LY	LY %	WTD	LY	LY%	MTD	LY	LY %
Comp Sales	Comp Sales	Comp Sales	Comp Sales	Comp Sales	Comp Sales	Comp Sales	Comp Sales	Comp Sales
3,014.21	2,398.99	25.64%	9,043.71	7,482.67	20.86%	37,822.58	33,606.99	12.54%
2,991.72	2,874.99	4.06%	8,221.94	8,193.43	0.35%	33,708.41	35,255.12	(4.39%)
2,354.93	2,472.23	(4.74%)	7,150.74	7,104.37	0.65%	34,094.88	32,131.38	6.11%
3,820.04	3,428.47	11.42%	10,764.00	10,640.38	1.16%	55,010.27	58,178.80	(5.45%)
3,772.24	3,135.28	20.32%	10,773.12	9,560.15	12.69%	51,659.24	51,332.51	0.64%
15,953.14	14,309.96	11.48%	45,953.51	42,981.00	6.92%	212,295.38	210,504.80	0.85%
35,769.98	32,042.42	11.63%	102,098.68	93,926.66	8.70%	462,154.11	439,013.66	5.27%
91,106.51	87,310.08	4.35%	266,907.49	258,164.75	3.39%	1,238,379.07	1,194,743.71	3.65%
184,591.64	171,960.60	7.35%	534,955.31	506,598.73	5.60%	2,517,691.77	2,401,925.94	4.82%

Mirus Accomplishments

➤ Total Sales Report

MTD	LY	LY %	ME PROJ	LY MTH	YTD	LY	LY %	YE PROJ	Rolling 52
Sales	Sales	Sales	Sales	Sales	Sales	Sales	Sales	Sales	Sales
80,923	70,436	14.89%	186,746	162,986	1,457,303	1,492,064	(2.33%)	2,077,795	2,058,361
33,980	33,248	2.20%	78,416	77,022	680,466	648,067	5.00%	970,196	938,599
34,845	31,233	11.56%	80,411	74,935	643,682	619,296	3.94%	917,749	913,585
30,827	31,593	(2.42%)	71,139	73,854	631,649	622,169	1.52%	900,593	882,527
180,575	166,509	8.45%	416,711	388,797	3,413,100	3,381,597	0.93%	4,866,333	4,793,072
26,436	22,639	16.77%	61,007	54,772	505,286	494,506	2.18%	720,428	699,626
23,648	23,509	0.59%	54,572	58,993	464,594	494,572	(6.06%)	662,410	661,325
34,696	32,443	6.94%	80,068	78,960	651,697	672,482	(3.09%)	929,178	909,256
21,946	21,223	3.41%	50,644	50,085	420,022	427,298	(1.70%)	598,859	592,453
27,870	22,330	24.81%	64,316	56,040	511,487	478,247	6.95%	729,269	714,907
32,485	29,873	8.74%	74,966	71,149	637,300	634,095	0.51%	908,651	900,634

Mirus Accomplishments

➤ Analysis – Inventory

Raw Material Name	Begin Inv Units	Purchased Units	Transfer In Units	Transfer Out Units	End Inv Units	Actual Inv Usage	Theory Inv Usage	T vs A Inv Usage	T vs. A Inv \$
Angus Beef	46.75	N/A	N/A	N/A	55.50	(4.36)	6.75	11.11	● 45.00
Beef	701.00	N/A	N/A	N/A	491.00	210.00	215.48	5.48	● 13.02
Sliced Genoa Salami	17.00	N/A	N/A	N/A	22.00	(5.00)	1.27	6.27	● 17.67
	764.75	N/A	N/A	N/A	568.50	200.64	223.50	22.86	● 75.69
Angus Beef	54.50	N/A	N/A	N/A	54.50	8.68	2.33	(6.35)	● (25.71)
	54.50	N/A	N/A	N/A	54.50	8.68	2.33	(6.35)	● (25.71)
Chicken Buttermilk Fillet	688.00	N/A	N/A	N/A	661.00	27.00	55.00	28.00	● 19.62
Chicken Tenders	1,146.00	N/A	N/A	N/A	1,118.00	28.00	116.00	88.00	● 23.17
Mozzarella Sticks	1,374.00	N/A	N/A	N/A	1,242.00	132.00	226.00	94.00	● 10.91
Onion Rings	29.50	N/A	N/A	N/A	9.00	20.50	2.33	(18.17)	● (21.51)
	3,237.50	N/A	N/A	N/A	3,030.00	207.50	399.33	191.83	● 32.19

Mirus Accomplishments

➤ Analysis – Labor & Schedule Hours

Sales		Act - Proj	Void Amt	Del Amt	Del/Void %		Cash +/-		Hrs %	Hrs Var	I vs. A Inv \$	
Prev Day	LY	Prev Day	Prev Day	Prev Day	Prev Day	Prev Day	Prev Day	Prev Day	Prev Day	Prev Day	Prev Day	Prev Day
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Mirus Accomplishments

➤ Drive Thru Report

Trailing 7 days

09/07/2017	09/08/2017	09/09/2017	09/10/2017	09/11/2017	09/12/2017	09/13/2017
Total Goal <1:30	Total Goal <1:30	Total Goal <1:30	Total Goal <1:30	Total Goal <1:30	Total Goal <1:30	Total Goal <1:30
01:59	02:21	02:40	02:29	01:47	01:47	02:07
01:19	01:27	02:07	02:33	01:23	01:21	01:21
02:02	02:10	02:34	02:22	02:17	02:05	02:06
01:47	01:45	01:57	02:12	01:59	01:57	01:56
02:33	02:25	02:40	03:03	02:20	02:42	02:28
01:47	01:47	01:58	02:29	01:44	02:11	01:39
02:03	02:14	02:34	03:22	02:31	02:19	02:04
01:51	01:56	02:10	02:14	02:12	02:09	01:50
01:42	01:44	01:43	01:50	01:34	01:42	01:44
01:53	01:55	02:19	02:41	01:58	01:56	02:02
02:14	02:37	03:10	03:17	02:11	02:02	02:13
01:56	01:49	01:57	02:32	01:59	01:54	01:52

Next Mirus Opportunities

- Marketing Analysis for LTO products
- Fraud Detection
- Threat Report Response Tracking

Lessons Learned

- Understand how your data is being extracted and transformed
- Mirus understands how they have handled data with other customers but you are the expert of your data and requirements
- Mirus can do anything but in order to have a successful implementation you need to be part of the solution

