



## CUSTOMER STORIES

# FAT RABBIT

Fat Rabbit is an upscale yet welcoming American kitchen and bar in Dallas, Texas that specializes in fresh local product and a full beverage menu. Read on to learn about Beverage Director Andrew Darling's experience implementing and using BevSpot.

## KEY RESULTS

# 33%

REDUCTION IN  
STANDING INVENTORY  
WITHIN 2 MONTHS

# 19%

REDUCTION IN WEEKLY  
ORDER AMOUNTS, ON  
AVERAGE

### What were the biggest problems that drove you to signing up for BevSpot?

"I came from a bar where we used pen and paper. It was a high volume bar, so inventory would take hours to complete. After calculating usages, I then would have to put everything into an Excel sheet that was created by someone not familiar with the food and beverage industry, which made things even more difficult. I was looking for something that would streamline my time and energy, help speed up the process of inventory, and make sure it was completely accurate."

### How did you hear about BevSpot and what made you decide to try it at your establishment?

"One day, I was looking up a bar pricing calculator program and it took me to [BevSpot's Drink Price Calculator](#). I signed up to use the calculator and was impressed immediately."



---

**What was your experience like implementing BevSpot?**

“The implementation was about a one-week process when it came to just setting up the system, cross-referencing our suppliers, and making sure everything lined up. The process was one of the easiest set-ups I have ever had with a LBW (liquor, beer, wine) [system] in any part of the industry. BevSpot was incredibly supportive. I loved how much they checked up on our process and were available when we needed them.”

**What has your experience been like working with the BevSpot Customer Success team?**

“It has been an incredible experience working with the CS team. I interface every day with the program and I have gotten help whenever I have needed it. They check up on our process at least three times a month to make sure we’re having success with the program.”

**What results have you seen after using BevSpot from a business standpoint?**

“[BevSpot] has helped streamline and cut our costs at a substantial rate. The tools they have and the data they present have really focused our buying in the right area and cut excess when needed. For being a relatively new company, [BevSpot] has really found the key to support and grow the bar business. Could not be happier!”