TriLumen Systems

CASE STUDY

Independent Restaurant & Bar · 92 Seats · Prime Cost Reporting

From a Shoebox of Invoices to a 6 AM Briefing

THE CHALLENGE

A busy neighborhood restaurant and bar was winning on the floor and losing in the back office. Toast ran the POS, 7shifts ran the schedule, MarginEdge held the invoices, and QuickBooks kept the books, but none of them talked to each other. Labor and food cost, the two biggest lines, only showed up when the P&L landed three weeks after the month closed. Vendor invoices sat in the office until Sunday night, so a 14% jump in seafood went unnoticed until food cost was already blown. Monday and Tuesday lunches were staffed like weekends, and tip-outs and cash reconciliation ate hours after close.

OUR APPROACH

We kept every system they already ran. No new POS and no new app for staff. Setup happened around service, so nothing changed on the floor or in the kitchen while we built.

Invoices code themselves overnight. Vendor invoices are captured, coded, and posted to QuickBooks automatically, and every price change is flagged against the recipes it touches.

Prime cost every morning, by daypart. Yesterday's labor and food cost land against target on the owner's phone at 6 AM, so the GM fixes a Tuesday staffing leak on Wednesday instead of next month.

Tip-outs in one tap. Calculated from POS sales and the schedule, matched to card tips, and released only when a manager approves.

THE RESULT

3.8 points	0 hours	Under 10 min
Prime cost reduction in the first 60 days	Sunday-night invoice entry	Daily briefing review for the GM

The owner knows the numbers before the door unlocks, menu prices move when ingredient prices do, and the team spends its time on guests instead of spreadsheets.

> *"We used to find out we had a bad month after the month was already over. Now we know our numbers before we unlock the front door, and the team can actually focus on the guests instead of spreadsheets."*
>
> GENERAL MANAGER, INDEPENDENT RESTAURANT

Have a Problem That Looks Like This?

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