

Our Inventory Systems provide a quick payback, generally 6 to 12 months.



CLEAR SKY
SOFTWARE

COMPUTERIZED INVENTORY SYSTEMS and ROI

Our Inventory Systems provide a quick payback, generally 6 to 12 months, but some properties will realize an even quicker return on investment (ROI) depending on how their departments are staffed. Clients that have implemented this system have enjoyed improvements in the overall inventory management but also real cost savings from the reduction and elimination of labor and falling costs. The following areas have been identified as contributing the most important financial and non-financial benefits once this technology is installed.

The system simply saves time! Some clients have reduced beverage controller positions to part-time or even eliminated the number of staff in the beverage storeroom. One client eliminated a full-time position soon after implementation and realized a **savings of \$30,000**. This action alone created instant ROI for them. Also, our inventory system is easy to use, takes very little time to learn thus reduces training costs for new hires.

Based on actual client surveys we conducted, an average of 65 hours are saved per month or 780 hours saved per year. With an average wage of \$15/hour for an inventory clerk this results in **\$11,700 in labor savings per year**.

Food and Beverage costs are lowered due to better controls. Clients are reporting **beverage cost reductions of 3% - 6% in the first year! For a hotel or resort doing \$1,000,000 in beverage sales per year, a 3% reduction represents \$30,000. This alone will pay for this system.**

Our inventory system maintains an automatic perpetual inventory. This feature supports informed ordering decisions that help prevent costly out-of-stock situations. Most purveyors charge a premium for “rushing” an order to your hotel.

This system identifies slow moving products. Management has useful information for making decisions on what products to keep and which ones to eliminate. The result is a smaller and “smarter” inventory thus lowering overhead. Beverage inventory is NOT an asset. If it is not moving, it is costing you money!

Banquet consumption reports allow you to create an accurate invoice for the guest in record time. Guests are billed quickly meaning you get paid faster thus improving cash flow.

The **physical inventory process for most clients is reduced by at least 50%** and even more in some situations. One client’s monthly inventory went from 8-10 hours down to just 3 hours.

This system creates an awareness of control that helps deter theft. And because you always know how much product was transferred to a particular outlet, our calculated sales potential report identifies any discrepancies you may have when compared with your sales reports.

The road to decreasing costs and increasing profits starts with strong inventory management. Clear Sky Software can help you get there. **Please call Jay Williams at 704.568.5544 to discuss your beverage inventory requirements**

What our clients are saying.



Clear Sky Software is a no-brainer. We cut our food costs 5% and paid for the system in 6 months. We weren't doing anything wrong, we just have a much better and more efficient dashboard.
Todd M. Cromie, CCM, CCE, COO/General Manager, Biltmore Forest Country Club, Asheville, NC

We managed to get our beverage cost down from upper twenties down into under 20% (one month at 19.9%!!!) but consistently, I'd say has reduced our costs 3%-5%.
Christine Mercnik, Food & Beverage Manager, Silverado Resort and Spa, Napa, CA

The installation of Clear Sky Software beverage control system has had a very beneficial effect on our control system. A few highlights of this:

- Beverage Cost is 3.1% below last year at the same time.
- We were able to reduce 1 FTE in the purchasing area for a saving of \$30,000 annually.
- The system allows for a much lower inventory due to a much easier ordering process.
- Our perpetual inventory is always accurate and up to date.
- The system creates an awareness of "control" for our associates.
- Items out of stock has reduced significantly.
- Period end inventory takes 3 Hours vs. a full 8-10 hours before the system.
- The system is very easy to operate and training takes very little time.
- Banquet consumption reports are all done by the system creating accuracy.

Todd Milisits, Director of Operations, Renaissance Houston Hotel, Houston, TX

What used to take 2 people 8 to 10 hours is now completed by one person in 4 hours. The link to major food distributors is fantastic and allows us to have price accuracy which is great for inventory and food cost calculation.

Jean-Pierre Marechal, CEC, Executive Chef, Charlotte Marriott City Center, Charlotte, NC

I just wanted to drop you a quick note to thank you and your staff for introducing our hotel to the Clear Sky Software system. We have had the system for almost a year and couldn't be happier with the results. The system has not only helped us bring our liquor cost in line (which by the way is down almost 3% to last year), but more importantly it has provided a system that is easy to use, monitor and maintain. I must also say that you and your staff have been super! Your follow up calls to ensure that everything is satisfactory has definitely made us feel valued as a customer. Thank you again!

Jeff Hart, Director of Operations, Marina Beach Marriott, Marina del Rey, CA