

# McAlister's Deli Caters To Franchisees With The Tibersoft IQ Cost Control Solution

**Chain's CEO Phil Friedman Views IQ as Critical Infrastructure in Preparation for Growth**

WESTBOROUGH, MA /Send2Press Newswire/ – Tibersoft ([www.tibersoft.com](http://www.tibersoft.com)), the expert in food chain cost control systems, announced today that McAlister's Corporation, the rapidly growing Mississippi-based quick-casual chain, will implement the Tibersoft IQ solution. The Tibersoft cost control system will provide total visibility of purchasing activity across McAlister's 23 company-owned and 130 franchise locations in the chain's "own data language."



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"The Tibersoft IQ solution was a perfect fit for our company for a variety of critical functions," stated Phil Friedman, McAlister's President and CEO. "Most importantly, we are seeking to provide our current and future Franchisees with every tool they need to maximize sales and monitor quality control. This boiled down to a number of key activities we needed to monitor and master, including contract negotiations, price/item compliance and customized real-time reporting. From a corporate viewpoint, we saw this solution as an important back-end infrastructure foundation to support our planned front-end growth."

CEO Keith Enstice honed in on McAlister's corporate and Franchisee supply chain issues at his first meeting with the company's management team. "We at Tibersoft knew that McAlister's, with their fast-paced deli format and large variety of prepared-to-order menu items, was in need of a customized solution. Our team was driven to deliver a system that was robust enough to give them the "right-data, right-time" infrastructure that a rapidly growing chain needs. Working with the company's franchisee, IS, purchasing and financial management, we developed an IQ product solution that monitors their operation's efficiency and helps them save critical unit-level time and money."

#### About McAlister's Corporation

A 153-unit chain based in Ridgeland Miss., McAlister's Corporation began as a single deli opened in 1989, in a converted gas station in Oxford, Mississippi. The fresh, "made-to-order" deli concept experienced rapid franchisee growth and was recognized by INC. Magazine in 1995 as one of America's fastest-growing, privately-owned companies.

Its strength as a leading concept in the "quick-casual" category was noted by industry-leading publications. Attracted by McAlister's potential, veteran chain operator Phil Friedman became president in 1999. Today, Mr. Friedman's experience and leadership complements the founder's product expertise and vision, fueling the growth of the McAlister's chain as one of the nation's top franchise opportunities.

#### About Tibersoft Corporation

Tibersoft provides products that help operators, distributors, and manufactures better understand their businesses and be more profitable. Coupled with the Tibersoft team's extensive foodservice and technology expertise, the IQ solution meets the needs of large client enterprises in search of "right-data, right-time" information aggregation and control.

Founded in 1996, The Company's clients include major institutional and hospitality foodservice organizations including ARAMARK, Au Bon Pain, Buffets Inc., The Cheesecake Factory, Diedrich Coffee, Prime Restaurants, TravelCenters of America, Valley Services, Villa Enterprises and Wolfgang Puck.

More information: [www.tibersoft.com](http://www.tibersoft.com)

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