

# Marie Callender's Serves Up Another Slice of Supply Chain Savings With the Tibersoft IQ Solution

**Solution Will Facilitate Tracking of LTO's and Provide Visibility across Multiple Distributors**

WESTBOROUGH, MA – April 28 (SEND2PRESS NEWSWIRE) – Tibersoft, the expert in foodservice supply chain cost control systems, announced today that Marie Callender Pie Shops, Inc., the 145-unit restaurant and bakery chain, will roll out the Tibersoft IQ solution to their entire supply chain. The TiberNet data management network will connect all of Marie Callender's corporate and franchise units to all of their distributors.



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"The ability to aggregate and analyze both corporate and franchisee purchasing data across multiple distributors seemed like a daunting task before we met with Tibersoft," recounts Phil Ratner, Callender's CEO. "Frankly, it wasn't until we received strong references from executives in the industry, who we hold in high regard, that we were convinced that it could be done both cost effectively and with minimal disruption to our company."

Marie Callender's CFO Jim Stryker saw value in the IQ solution on two fronts: "Tibersoft will aid us in enterprise-wide analysis of food spend, especially

on Limited Time Offers (LTO's). It will also be very valuable in providing more complete data for all of our product negotiations."

Tibersoft CEO Keith Enstice knew that Marie Callender's would demand high performance from the Tibersoft team, based on all their past experience with supply chain solutions. "They let us know early in the process that they were setting a high bar for both our software and our roll-out team. It is gratifying that we will be able to provide solutions for many supply chain and cost control challenges for the company."

About Marie Callender Pie Shops, Inc. ([www.mcpies.com](http://www.mcpies.com))

Building on Marie Callender's wholesale pie business started in the 1940's, the first Marie Callender's restaurant opened in Southern California in 1964; by 1970 the thriving chain had grown to 26 restaurants. Over the years the chain has developed a significant reputation for offering generous portions of scrumptious, well-prepared foods and, of course, Marie's irresistible pies. Today, the company operates 145 locations in ten western states and Mexico.

About Tibersoft Corporation ([www.tibersoft.com](http://www.tibersoft.com))

Tibersoft provides products that help operators, distributors, and manufacturers 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, McAlister's Deli, Prime Restaurants, TravelCenters of America, Valley Services, Villa Enterprises and Wolfgang Puck.

All trademarks acknowledged.

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