

Tibersoft IQ Delivers Rapid Results – Case Study Program Shows Significant ROI for Buffets, McAlister’s and Delaware North Companies

WESTBOROUGH, MA – July 18 (SEND2PRESS NEWSWIRE) – Tibersoft, the expert in food cost control systems for the foodservice industry, announced today the rapid adoption and ROI (return on investment) of its flagship product Tibersoft IQ for three more clients, all leaders in the foodservice industry, including Buffets, Inc., McAlister’s Deli and Delaware North Companies.

Phil Friedman, CEO for McAlister’s Deli acknowledged that, “the Tibersoft solution was a perfect fit for our company for a variety of critical business functions we needed to monitor and master, including contract negotiations, price/item compliance and customized reporting. We have received a positive return on our investment in a matter of months and expect annual savings of as much as \$200,000 for our franchisees’ operations.”

Similar results were reported by each of the case study program participants:

- * A 250% increase in price compliance issue identification due to 100% automated line item price checks for over 250,000 line items per month.
- * Rebate processing cycle time reduction from 40-50% with increased rebate captures of 8-10%.
- * Implementation of Tibersoft IQ in as little as 4 months.
- * Positive return-on-investment results in less than 6 months.

For some of the clients, it was not their first experience with food cost control technology. Delaware North had replaced its previous supply chain management solution with Tibersoft IQ last year. As Michael Reinert, Director of Supply-management Services explained, “While the prior tool helped consolidate and analyze data, the newer one affords more robust productivity and turnaround on data. Tibersoft IQ slices and dices more efficiently, helping us do more timely queries so we’re able to react more quickly to compliance issues, and get information back into the field.”

Finally, the clients spoke to the way in which their dealings with trading partners were transformed. Iris Holloway, McAlister’s VP of Purchasing summed it up best stating that, “All manufacturer and franchisee interactions are based on facts. The overriding benefit is confidence in the decisions we make and the answers we provide our partners.”

Copies of the case studies are available upon request.

About Tibersoft Corporation

Tibersoft provides timely, accurate product movement information to the foodservice industry. By working closely with all the supply chain participants, the company enables operators and manufacturers to both form and grow tighter and more transparent relationships. Tibersoft's data management and analytical services are helping leading operators including The Cheesecake Factory, Buffets, Inc., ARAMARK, Five Star, Marie Callender's, Valley Services, Delaware North Corporation and dozens more to lower food costs and leverage their purchasing activity. These same technology services are making it possible for their manufacturer clients to enjoy greater visibility into the sale of their products to key operators through their distributors. The quality and accuracy of this information enables the manufacturers to optimize their sales, control trade spending and reduce contract compliance problems.

For more information, please visit www.tibersoft.com

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