

# FOOD-TRAK User Profile



The  
**Seminole**  
Tribe of Florida

## Seminole Casino Immokalee Florida

### The Challenge

Seminole Casino's F&B staff found their procedures of tracking purchases, spotting vendor price changes and catching data entry errors to be very difficult and time consuming. Their non-integrated, multiple spreadsheet-based inventory and purchasing tools were not conducive to the food and beverage management tasks that needed to be performed. Additionally, data passed between the Accounting and Purchasing Department was manually cross-referenced, making the transfer of common information a slow and tedious process. Seminole's newly appointed Purchasing Manager, Holly Hardy, obtained permission to search for a system that would replace the inadequate spreadsheet system that was in use.

### The Solution

Holly had used FOOD-TRAK previously, and found it to be the answer to her present situation. She decided to introduce the FOOD-TRAK system to Seminole Casino. Seminole acquired FOOD-TRAK with interfaces for their HSI Point-of-Sale system and the Sysco Customer Companion, with the goal in mind of tracking usage variances by outlet. The interface to HSI provides variance reporting by outlet, and analysis of menu performance provided by the Menu Engineering Report improves profitability. FOOD-TRAK Reporting in general assists the staff in producing action plans and provides accurate information for the Accounting Department.

*Seminole Casino is a Native American casino in Immokalee FL and is open 24 hours a day, 7 days a week. The 47,000 square foot facility features 525 slots and 12 table games. The casino houses 3 food and beverage outlets: a restaurant, a bar, and a snack shop. Its profit centers involve the preparation and sale of food, liquor and snack food items.*

Following the advice of their Purchasing Manager, Holly Hardy, Seminole decided to make the move to FOOD-TRAK with a stand-alone configuration and utilize SCI's on-site implementation and training program. Consulting with the staff at SCI, a Project Plan was established and spreadsheet data was imported into a database. An SCI Technical Specialist arrived to install, configure and test the software, and train the staff in the basics of data entry. Within a very short time, the staff began using FOOD-TRAK to routinely enter inventories, invoices, and purchase orders. FOOD-TRAK was then extended from one profit center to the remaining two. The staff was trained in the use of requisition forms, how to convert them into transfers, and other advanced features of the system. FOOD-TRAK was prepared for Sales Mix input and POS integration, which produced Ideal Usage, thus completing the Project Plan.

The staff implemented the SCI Project Plan far ahead of schedule and immediately noticed that the amount of paperwork was substantially reduced. Instead of passing multiple spreadsheets between Accounting and Purchasing, inventories, pricing and recipe costs can now be found in one system. Integrated with the HSI POS system, *Ideal Usage* now lets Seminole determine what item usage and cost of goods *should be* and compares them to they actually are. SCI periodically conducts database review to guide the Seminole staff in fine-tuning their FOOD-TRAK System, and suggests ways of improving various areas of the operation.

The advantages of an integrated system are improving profitability and accountability at Seminole. The Purchasing Manager reports that she used FOOD-TRAK's Price History and Purchase Recap Reports to spot discrepancies in a vendor's pricing for prime rib. Taking the report to the vendor, she pinpointed the overcharges, and was able to obtain a \$3000 credit. This would have been difficult to do without FOOD-TRAK.

Obviously, communication between the various departments of an organization is an essential element in its success. In utilizing FOOD-TRAK as a common point of interchange, from point-of-sale to accounting, forward-thinking companies like Seminole have discovered that spending less time shuffling paper has allowed them to focus more on maximizing profits. SCI is glad to have been of assistance in streamlining operations for Seminole and will continue to equip them with the technological tools to get the job done.