

# Agilysys...



## Agilysys Eatec<sup>®</sup> Inventory & Procurement Solution Suite

Product Guide

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## ABOUT AGILYSYS EATEC® INVENTORY & PROCUREMENT SOLUTION SUITE

Agilysys Eatec Inventory & Procurement Solution Suite is an enterprise back-office food and beverage application software suite that has served the hospitality and foodservice industry for over 20 years. Recognized as a best-in-class inventory and procurement system, Eatec solutions provides a powerful feature/function set unmatched in the industry for automating food service inventory, recipes and supply chain processes.

The major drive behind the investment in back of house (BOH) automation is to control costs, improve productivity, ensure excellence in product quality and standardize best practices across the business enterprise. Since the beginning, Agilysys has offered Eatec solutions to help organizations meet these goals, resulting in a quick return on investment. Eatec software customers have experienced cost of goods sold (COGS) margin improvements that range from 2%-6%.

Agilysys is known for excellent software and support. The company's clients include restaurant chains, hotels, resorts, casinos, stadiums and arenas, convention centers, theme parks, supermarket fresh, airline caterers, universities and K-12 schools.

### System Overview

Eatec solutions is a true Web-based, enterprise back-office management system that supports multiple companies, multiple profit centers, multiple concepts and multiple languages. The software is by design a multi-tier COM+ application:

- Server component services requests from a variety of clients (desktops, handhelds, etc.)
- ActiveX component runs on the client under Internet Explorer
- Microsoft® SQL Server® database, with its various parts and functions
- Report server component for delivering reports

Eatec solutions operates in a Microsoft 32 bit operating system environment. Application development tools include Visual Basic, Visual Studio, .Net and Crystal Reports. Users connect to server(s) from LAN/WAN access or using Microsoft Internet Information Services (IIS) in conjunction with a thin client ActiveX applet under Microsoft Internet Explorer (IE). Connections are real time. No third party screen utilities are required; there is no downloading, no uploading and no synchronizing.

Eatec software provides for flexible and configurable desktops to promote ease of operation tuned to specific jobs and tasks as assigned to a user group or user profile. The system also includes audit mechanisms, detailed logs and named user-tracking features that are compatible with Sarbanes-Oxley requirements.

### Licensing

Eatec solutions licensing can be acquired as a perpetual software license purchase or under a monthly software as a service (SaaS) rental program. The software can be self-hosted at your location or hosted at our third party data center.

The Eatec suite is modular so core functions can be enhanced with add-on modules and functions that may be required to address unique automation needs specific to a customer's industry segment. A listing and overview of key features and functions follow.

*Agilysys Eatec inventory & procurement suite is a true Web-based, enterprise back-office management system that supports multiple companies, multiple profit centers, multiple concepts and multiple languages.*

## ABOUT AGILYSYS EATEC® INVENTORY & PROCUREMENT SOLUTION SUITE continued

### Eatec Components and Options

F&B, Merchandise & Supplies Database	Sales Forecasting
Retail Inventory Database	Menu Engineering
Inventory Management	Buffet Management
Packages	Butchery
Bidding	Nutrition Analysis
Contract \$ Tracking/Deviation Reporting	Commissary
Requisitions & Transfers	Catering and Function Book
Requisition Approval	Quick Orders and AR
Declining Balance Budgeting	Cash & Sales Management
Purchasing and Purchase Orders	Open to Buy Budgeting
Blanket Purchase Order	Reports
Receiving	EatecExchange
Receive No Invoice	POS Interface
Return to Vendor	Exchange Polling Client
Direct Issue	EatecPocket
Recipes	EatecTouch
Production Management	B2B/EDI Supply Chain Interface
Sales Tracking and Analysis	Financial AP/GL and AR Interface
Manual Sales Posting	Eatec Link
Spoilage and Loss	Eatec TMx Labor Management Interface



## F&B, MERCHANDISE & SUPPLIES INVENTORY DATABASE

The F&B, merchandise and supplies inventory database supports the ability to track unlimited food, beverage and supply items. Item lookup may be by name, number, description or type codes. Multiple pack sizes may be assigned to each inventory item and pack sizes may be vendor specific. Up to eight par levels and a minimum and maximum par may be established by profit center or by outlet. UPC codes and scanning are supported and barcode labels can be created and printed.

Multiple concepts are supported. This sophisticated filtering allows inventory items and recipes that are unique to a menu concept type or geographical region to only display or be available for use to sites or locations that use those items and recipes.

Multiple units of measure are supported and Eatec software comes with a complete set of standard convertible units for weight and volume, including metric measure. The system automatically calculates conversions between all convertible units, although the user may override the calculated factor, if desired. In addition to a comprehensive conversion table, any number of non-convertible units may be employed, not only for ingredients and inventory, but also for recipe batch sizes, buffet serving sizes and menu item portions. Typical user-defined, non-convertible units include case, tub, tray, box, pack, bunch, etc.

Multiple pack sizes are also supported to facilitate the tasks of ordering, receiving, requisitioning, transferring, counting and reporting and using inventory. Multiple units of measure, with the corresponding conversion ratio, may be assigned to any inventory item. The supplier-bidding feature also accommodates multiple pack sizes and allows each bid to include the supplier's ID number for that specific item or pack size. Any of the pack sizes or units of measure may be used when performing inventory management functions, with Eatec software automatically making the conversion. For example, your physical inventory count for eggs may show 3 cases, 2 dozen and 1 egg on hand. This count is input into Eatec solutions exactly this way; the software then calculates the quantity on hand as 38.08 dozen (the specified inventory unit).

*Multiple units of measure are supported and Eatec software comes with a complete set of standard convertible units for weight and volume, including metric measure.*

## THE RETAIL DATABASE

The retail database option supports retail items in a separate portion of the database, apart from food and beverage. Retail end users can be restricted, by password control, to access retail data items and operating data only. Likewise, F&B personnel can be prevented from seeing any of the retail database information and transactions. Retail functions include SKU and UPC code support, UPC retail price label printing as well as a built-in color/size matrix wizard.

## INVENTORY MANAGEMENT

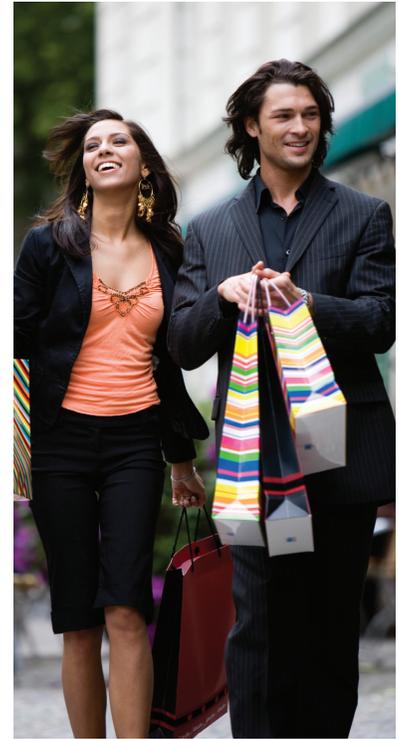
Inventory management automatically records and tracks all inventory activity with respect to purchases, transfers or depletion due to production, sales or spoilage/loss. Users can print physical inventory sheets in any format or use a handheld mobile computer to facilitate the count process. Counts and inventory variance reporting are date sensitive. Eatec solutions maintains a perpetual quantity on hand (QOH) cost and valuation for each item stored within a profit center outlet/revenue center. Inventory valuation is based on a weighted average, taking into account purchase history and quantities purchased at each price. Multi-outlet operations may view perpetual inventory item quantity on hand in each location.

## PACKAGES

Packages are a user-defined list of items to facilitate reoccurring data entry. Packages can be used to make unique groupings of inventory, recipe, product, supplier, customer or equipment items. Common usage includes inventory item packages by count locations to help users organize items and unique lists of items in support of standard requisitions between outlets or from central storage. A major benefit of packages is that a list (package) of items is keyed in only one time and is then available repeatedly for use in many different ways.

## BIDDING

Bidding facilitates competitive pricing during the purchasing and receiving of inventory items. Price is usually the most common qualifier for bidding. Bids can assign supplier preferences, bid start and end date and regional preferences. It is also possible to utilize the bids window to store critical information for purchasing and receiving such as supplier item number, catch-weight items, pack sizes and supplier priority even if standard bidding is not used. Bids can be manually entered or they can be automatically imported via an interface. Eatec solutions also has the ability to define commodity items through the bidding module. Users define the commodity item in the bids module and any associated fees that correspond with it. Those fees automatically load into the merchandise arrivals screen as miscellaneous charges.



## CONTRACT PRICE TRACKING AND DEVIATION REPORTING

Contract price tracking and deviation reporting is supported by locking down the item cost field in transactional modules when the bid cost of an inventory item has been contractually agreed upon. The cost field for items without bids or where the bid is not contracted is unlocked. When utilizing contract bidding, bid prices lock and cannot be changed by users in market list mode, PO list mode, bid modules and merchandise arrival.

## REQUISITIONS AND TRANSFERS

Requisitions and transfers support the request and transfer of product from a storeroom to outlets, commissary/warehouse to stores/outlets or between stores/outlets. As with purchase orders, online requisitions can be created in several ways:

- Directly from an outlet forecast
- Based solely on par level
- From a template with standard quantities
- Line by line

In all cases, user prompts help determine quantities by opting to add a minimum or maximum par level (by selecting from up to eight different pars) number and/or subtract quantity on hand.

To transfer product, the sending location — typically the storeroom or warehouse — can print a pick list of all items in shelf order or print each requisition for fulfillment. Transferred quantities do not need to be keyed in; the requisition is simply recalled and converted to a transfer. Only exceptions need to be entered. Upon posting the transfer, the requisition form can be printed for signoff at both ends. Inventory quantity and value are automatically transferred from the sending to the receiving location. Partially filled requisitions may be left open for later delivery. Requisitions are typically used to request product from a storeroom. They are also utilized to request an item to be purchased.

If your foodservice operations include a remote commissary or bakery, individual sites may create requisitions online to request product from the remote production site. The bakery/commissary can then combine requisitions from all sites, produce the product and transfer quantities by fulfilling each requisition. Sending and receiving inventories are automatically adjusted, with intercompany account codes also being updated in the background.

*Requisitions and transfers support the request and transfer of product from a storeroom to outlets, commissary/warehouse to stores/outlets or between stores/outlets.*

## REQUISITION APPROVAL (RQA)

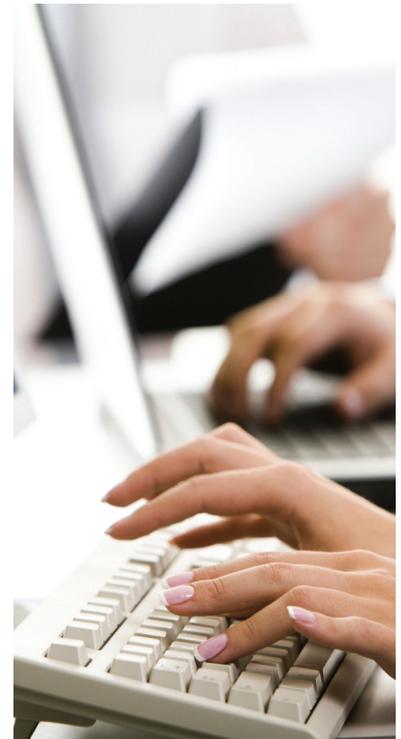
The RQA option supports a multiple level approval tree that can be assigned by dollar amount or by inventory category. User passwords are then tied to the appropriate level. A requisition cannot be converted to a PO until it has been approved. Approved requisitions cannot be modified without going through the approval process again. The electronic approval process in Eatec solutions focuses on the request, not the purchase order. That is, rather than creating a purchase order first and having unapproved POs clog up the system, the Eatec software approval process occurs at the requisition level. Approved requisitions are converted directly into purchase orders, with no additional data entry needed. Denied requests remain in the system for historical review.

## DECLINING BALANCE BUDGETING

The declining balance budgeting feature provides the ability to create a budget within Eatec solutions and assign dollar amounts for the specific purpose of checkbook accounting or decreasing balances. Budgets are tracked within Eatec software, automatically charging committed (RQA and PO), accrued (RNI) and actual (MA and vouchers) expenditures against the budget. Warnings are supported within the system to stop the creation of a document if a line item on a document exceeds the budgeted amount or if the entire dollar figure exceeds budgeted amount.

## SUPPLIERS

Suppliers are the vendors, purveyors and distributors from whom the enterprise purchases inventory. Suppliers and access for store or site use can be filtered by district, region or area of the country. Inventory items, product codes and bids can be unique to a supplier. Supplier addresses, terms, PO “form” format and method of PO delivery, etc. can be maintained manually within Eatec solutions or imported and updated from accounts payable.



## PURCHASING AND PURCHASE ORDERS

Purchasing and purchase orders enable managers to maintain optimal stock levels at the lowest possible cost. Eatec solutions facilitates just-in-time purchasing and greatly reduces over- and under-ordering. There are several options for determining what to buy:

- You may reorder based solely on par levels. Reorder reports for any group(s) of items may be run automatically to flag items not meeting par levels.
- For the operator who wants to purchase based on actual requirements rather than just par levels, forecasts may first be created using historical sales as a basis. Quantities may be scaled based on known factors and a shopping list requested. Eatec solutions will automatically convert the shopping list(s) into purchase orders.
- If an operator has multiple outlets, forecasts from several outlets may be combined. Catering orders may also be added to generate one consolidated shopping list. Items may be ordered based simply on purchase or usage history. A requisition may be called up and converted to a purchase order.
- Preferred vendors may be assigned to each item either manually or automatically. Upon selection of the vendor, supplier item numbers will appear on the purchase order to ensure the correct item is shipped. After vendors are selected, purchase order forms for each vendor are generated. Multiple PO form types are supported and can be customized. Purchase orders may be saved and modified. You have the option to print hard copies, fax or email purchase orders directly to the vendors or send them via a custom B2B interface.

## BLANKET PURCHASE ORDERS

Blanket purchase orders (BPO) provide a way to create a PO with a total predetermined contracted quantity and cost of inventory item(s) with a vendor. The blanket PO acts as a contract with the vendor to solidify the price of goods for a certain quantity. A cancellation date can also be applied to the BPO to determine when the contract will expire.

Once a BPO has been created, users can call up the saved BPO and process or cut subsequent purchase orders with the saved information. The quantity of the items will be decremented from the BPO to track what has already been ordered from the vendor. This will be visible in the saved BPO. Users will be prevented from ordering above the amount specified on the original BPO.

## RETURN TO VENDOR (RTV)

RTV, a negative PO, allows users to create negative purchase orders for loading into merchandise arrival for inventory to be returned to the vendor for user-defined reasons such as, but not limited to, spoiled, damaged or erroneous delivery of merchandise. In RTV, users load positive quantities to return and the Eatec system internally converts these quantities to negatives at the time the RTV PO posts in the merchandise arrival module.

*The blanket PO acts as a contract with the vendor to solidify the price of goods for a certain quantity.*

## RECEIVING

Receiving to verify vendor deliveries does not necessitate the keying in of each item line by line to record a merchandise arrival. Rather, merchandise is received directly against purchase orders to verify that ordered quantities were delivered, and delivered at the correct price. Data entry is done by exception. If a different pack size has been substituted, this can easily be changed from the ordered size to the received size with the click of a button; Eatec solutions will automatically calculate the conversion. If there are certain inventory items for which you need to record the temperature at receipt, an HACCP window automatically opens to facilitate this.

In multi-outlet operations, items on a single merchandise arrival may be received into different inventory locations, eliminating the need to document a transfer of inventory out of the warehouse.

Miscellaneous charges that are posted to a separate G/L code are quickly entered off the invoice. Alternatively, if miscellaneous charges are to be allocated to the items received and included in the item cost, Eatec solutions automatically distributes the amount, across the items, based on the item value.

If there are only certain items on an invoice against which sales tax is charged, the system automatically calculates and allocates the tax amount to the appropriate item(s).

When posting a merchandise arrival, you have the option to leave undelivered items on back order. If “No” is indicated, the purchase order is closed out. With a “Yes” response, the purchase order remains open and the items will show on a back order report.

## RECEIVED NOT INVOICED (RNI)

RNI allows the receipt of future-invoiced or non-invoiced items into the system. When using RNI in conjunction with the merchandise arrival module, the quantity on hand (QOH) of inventory items is updated immediately and goods are available for counting, transfer, production and sales. An RNI account is established until the actual invoice for the order is received.

*In multi-outlet operations, items on a single merchandise arrival may be received into different inventory locations, eliminating the need to document a transfer of inventory out of the warehouse.*

## DIRECT ISSUE

Direct issue supports the ability to expense an inventory item or product at time of transfer rather than continuing to track usage in the receiving location's inventory. This is accomplished through the transfer out function. Upon completion of the transfer out transaction, inventory accounts in the sending location are credited and expense or receivable accounts in the receiving location are debited. A transfer out can be used for steward sales, interdepartmental transfers, A&P expenditures or tracking food donations.

## RECIPES

Recipes may be composed of raw ingredients, finished goods, non-food items such as disposables and sub-recipes. Equipment and labor costs may be included. Default conversions for ingredients may be altered within the recipe to account for shrinkage/yield and waste. Recipe batch sizes and servings can be expressed in any unit of measure. Recipe costs are automatically updated with each merchandise arrival. User-defined text areas allow for entry of preparation instructions and HACCP specifications. Shelf life of finished goods items can be specified and then utilized by Eatec solutions when calculating production quantities. Eatec software includes separate text windows for documenting method, description and presentation instructions. Kitchen workers can even access photographs and audio/visual presentations from the recipe screen. The system also tracks food cost fluctuations to inform you if recipes are exceeding acceptable percentages. Experiment with "what if" scenarios by substituting ingredients or modifying recipes to lower costs without compromising quality. Recipes can be developed and limited for use and viewing to specific store sites. This is useful for companies with multiple concepts. Recipes may also be costed with site-specific current costs.

## SPOILAGE AND LOSS

Spoilage and loss supports the posting of inventory items, recipes and discarded finished goods for business loss. Reasons could include loss due to items that have spoiled, been broken or dropped, past expiration dates or not sold. Items that are assigned to spoilage and loss are categorized and extended to a dollar amount that is reflected as a component of actual usage and cost of goods. Some operations may also choose to record employee meals in this module.



## PRODUCTION MANAGEMENT

Production management provides functions to accommodate operations that may manufacture or produce finished goods items in sufficient quantity to stock in inventory, sell wholesale or transfer to other sites or outlets. Raw ingredients are converted into finished goods inventory items via production recipes. As finished goods items are made, production is posted in Eatec solutions, which depletes the quantity of raw ingredients from inventory, updates the cost of the finished goods item and adds the quantity of the finished goods to inventory. The finished goods item is depleted as it is sold or transferred. Recipes for finished goods may also include labor, which will be scaled to a different ratio than ingredients. For example, if you double a recipe, you may double the ingredients, but probably not the labor. Instead, as an example, you could specify that labor is to increase 10% for each batch. Eatec software can calculate daily quantities of items to be produced from forecasts, catering orders, wholesale/commissary orders and airline orders.

Requirements can be combined for all outlets or generated for each outlet separately. Eatec solutions will scale the raw ingredients in each recipe to the required item count and generate kitchen or production worksheets. If desired, Eatec software will subtract the on hand quantity of any finished goods and calculate the net amount to produce.

If your production facility operates as a profit center, you may wish to transfer product at cost plus a markup or margin. Eatec solutions will even allow a different percentage for each item. As produced items are transferred from a central commissary or bakery to remote sites, all intercompany account codes are appropriately updated.

## SALES TRACKING & ANALYSIS

Sales tracking & analysis allows menu items, which Eatec solutions calls products, to be accounted for or recorded as sold through restaurants and concessions as well as via catering, manufacturing and airline catering orders. A product may be sold globally throughout the operation or limited to a specific sales outlet. Products may also be segregated by function, such as catering, restaurant, concessions, retail, etc. Cost analysis may be performed at the product level. The cost basis can be current, highest, average or lowest bid. For average and highest costs, you can further define a date range, such as the last six months, rather than have the software evaluate all historical data. A selling price may be established by specifying the desired cost percentage, margin or markup. In concessions environments, prices can be configured to include sales tax. Cycled menus are also supported. In universities, institutional settings or on cruise ships where products are not really sold, menu item costs can be compared to budgeted amounts. Item sales counts are typically reported to Eatec solutions from POS, another third party client or via manual entry.

*As finished goods items are made, production is posted in Eatec solutions, which depletes the quantity of raw ingredients from inventory, updates the cost of the finished goods items and adds the quantity of the finished goods to inventory.*

## MANUAL SALES POSTING

Manual sales posting refers to the process of posting or declaring quantities of products sold. Some operations use manual sales posting until their POS interface is installed or during POS downtime, while others post outlet sales via a POS interface and post manual sales for areas such as a buffet or catering location that does not use a POS interface. The manual sales module is also utilized for sales reversals.

## SALES FORECASTS

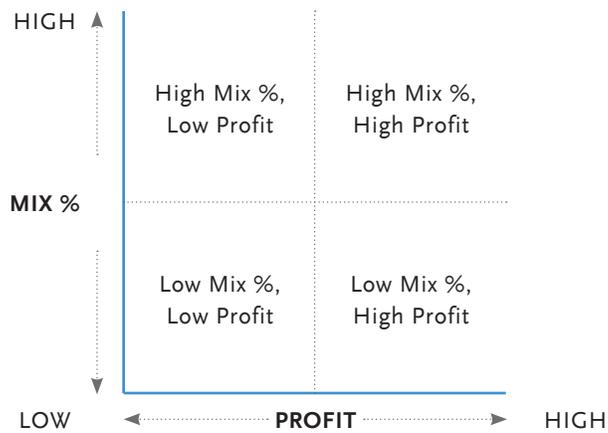
Sales forecasts may be created for a range of days, weeks or months. Historical sales data may be calculated by a user-defined formula as a basis for planning. For example, typically in the midst of a season you might want to look at sales volume and trends over the past three or five week period, this year/last year. Sales data for these periods may be brought into the forecast window and averaged by day. In contrast, when planning for holidays, you may opt to go to the same holiday period for the prior year and view the data. The historical sales numbers may be updated to reflect current costs/prices and scaled up or down based on known market conditions. Once the forecast is complete, projected financial data (costs, revenue and profit) is available. The system easily produces shopping lists from this forecast, which are readily converted into purchase orders. The system will generate daily kitchen or production worksheets based on the forecasted amounts. In addition to forecasting food and beverage requirements, the forecast is a useful tool for retail and merchandising parts of the operation as well.

## MENU ENGINEERING

Menu engineering is a by-product of the sales planning or forecasting function. The engineering analysis will rate the popularity and profitability of items when compared with each other. The sales plan or forecast will detail basic cost, revenue and profit margin data. The engineering analysis conducts a further analysis of this data by rating the popularity and profitability of items. This analysis assesses items relative to each other. Hence, it is recommended that like items are selected for analysis. That is, not much is gained by comparing a salad to a beverage, but a salad-to-salad comparison can be very revealing. Thus, selecting a type or package (e.g., daily specials) for review will result in the most tangible data. To easily group like items, the user can either select a category prior to loading history and creating the forecast or selectively highlight the desired items within the entire set of forecasted data. Data may be selected both horizontally and vertically (a day or days). Note: horizontal and vertical selection can be solely for contiguous items. For example, you could not select Monday and Wednesday for analysis, but you could select Monday-Wednesday or Wednesday-Friday. Each item will be placed on the grid according to its profit group and mix % group rating.



## MENU ENGINEERING *continued*



Each of these quadrants is assigned an item class definition:

- Dog = Low profit group and low mix %. Evaluate these items carefully. Is it a loss leader? Can you improve the profit or popularity? Should it be on the menu?
- Star= High profit and high mix %.
- Puzzle= High profit group and low mix %. How can sales of this item be increased?
- Plough Horse= Low profit and high mix %. How can the profit be improved? Because the item is popular, can you raise the price (or is it popular because it is perceived as a good value?) Can you lower food costs by changing ingredients (e.g., in a fruit salad) or by reducing serving size?



## BUFFET MANAGEMENT

The buffet management option is used to reference any “all you can eat” scenario, including salad bars, meal plans and standard buffets. Buffet sales are usually posted on the POS system so that the buffet revenue is known. What is more difficult to determine is the cost of what was sold. Eatec solutions facilitates this by allowing the user to track what was consumed on the buffet (e.g., 2.5 pans of lasagna, 12.75 pounds of prime rib). These quantities are quickly keyed into the software; you can load an entire predefined list of buffet items into the posting screen and then simply insert quantities. Once this consumption is entered, inventory is depleted for the buffet items and you are able to run profit analysis reports just for the buffet. The sales and consumption histories are then available for forecasting. Numerous printed reports reveal relative sales of menu items and rate them according to profitability and popularity. Performance is valued in terms of gross contribution and an item’s cost/price ratio. Item sales by product type, date range and outlet (or site) are readily available. Reports may be rendered in graphical format to make seasonal, weekday or meal period trends clearly visible.

## BUTCHERY

The butchery option enables you to indicate the component parts (i.e., ground beef, stew meat, steaks, soup bones) produced from an inventory item (i.e., a side of beef) and in what quantity. Costs may be allocated in the same percentages as the product yield (i.e., 25-75%) or manually assigned so that the higher quality item, such as steak, carries a greater percentage of the cost. Employee performance can also be measured against standard yield tests.

## NUTRITION ANALYSIS

The nutrition analysis option provides the ability to enter and view nutritional information for inventory items and/or recipes and view nutrient information for a product, menu or cycle plan. This option includes a link to the USDA nutritional database. Once nutritional information is entered at the inventory or recipe level, the nutrient information automatically flows through to the linked products. Cycle plans and menus can use these products to build healthy meals and monitor the nutritional content of a menu or cycle plan. Printing of nutritional information, including nutri-fact labels, is supported.

*Reports may be rendered in graphical format to make seasonal, weekday or meal period trends clearly visible.*

## COMMISSARY

The commissary option is designed for food service chains that use Eatec solutions in their stores and requires store locations to procure and track product purchased from the chain-based commissary. Order requisitions are received from the stores into the commissary and can be combined for production and/or picking. Picked product and shipping documents are prepared for delivery to the stores. Recipe, inventory, ordering and menu features are available to the commissary. Transfers to the stores can be treated as internal adjustments or as sales with labor or overhead margin.

## CATERING MANAGEMENT

The catering management option is designed for on- and off-premise caterers alike to manage the entire process from CRM to menu development, order entry, production and invoicing. The sales order screen contains all information about a specific event, including date, location, time and a task list/dated schedule for followup. If the customer is a corporate client with multiple contact persons, the appropriate individual may be selected from a pop-up list. New customers may be added “on the fly” while creating an order.

Food and beverage choices may be brought into a sales order as individually priced a la carte items, or as part of a fixed price menu. Such add-ons as equipment, flowers, personnel, etc. may also be incorporated into the order. For all products and services proposed, Eatec solutions automatically calculates sales tax and service charges. You may perform cost analysis at the recipe, menu or sales order level. If you alter the menu, you can quickly verify the profitability of changes made. Alternative menus or proposals may be printed from the same order screen.

All catering documents (orders, invoices, contracts and letters) may be customized to fit your needs, such as including your company logo. Each type of document may exist in several different formats and the user selects the most appropriate form from a drop-down list of available templates. Letters and documents may also be exported to Microsoft Word® for fine-tuning. Documents may be printed and mailed or faxed directly to the client. An unlimited number of deposits may be scheduled for each order. Salespeople have access to receipt information on the sales order screen in order to verify that required payments have been received on time. Deposit schedules may also be used for revenue projection and receivables management. Based on user-identified date ranges, the system will generate shopping lists and kitchen worksheets for all orders on file. If catering production occurs in more than one location, reports can be generated by each respective kitchen.

The user may control when inventory is depleted because of the sale. Depletion may be simultaneous with invoicing or entirely independent of the invoicing function. The catering module also includes customers/accounts receivable functions.

The customer database includes multiple contacts per customer and provides a complete onscreen history of orders, invoices and payments. The accounts receivable functions include all standard reports, such as aging, balance due and customer statements. Statements, like orders and invoices, may be customized to include company logos or to fit different styles of window envelopes. They may be printed in batch according to flexible selection criteria.

## FUNCTION BOOK

With the Eatec solutions Function Book feature, new reservations may be scheduled, event rooms can be reserved and existing reservations may be viewed and/or modified as needed.



## QUICK ORDERS

The quick orders option supports centralized or site-driven wholesale, Web ordering, catering, restaurant pickup and delivery as well as arena suite environments that require the ability to process future date orders for F&B product(s). The quick order screen is designed to expedite the quick entry of products for picking, production and billing to customers.

Unlike catering orders above, quick orders are less complicated than sales orders and are not linked to room reservations, sales orders or a function book. Quick orders interfaces with the Eatec customer database and accounts receivable. Interface options have also been provided to Web-based systems for wholesale and food product order entry where product orders are passed to Eatec solutions for production, delivery and billing. Reports can be generated that detail sales activity, accounting information and product sales.

## CASH & SALES MANAGEMENT

The cash & sales management option will provide you with a flexible tool for collecting and maintaining a historical database of financial transactions. You can produce customized operating reports, perform reporting consolidations and handle information audits. Designed to handle restaurant-type media and sales financial data, you have immediate access to sales and media totals by revenue center in summary, major/sub-group and time slot levels. Cash & sales also provides historical reporting by total house or by revenue center along with audit/edit functions. Cash & sales can also maintain a date-sensitive and detailed transaction file and provide you with a middleware tool for performing cash reconciliation with custom DSR reporting supporting user-defined metrics. Key financial data can be audited, edited and stored to support DR/CR posting exports to general ledger.

## OPEN TO BUY (OTB) BUDGETING

The open to buy budgeting feature provides a retail-forecasting module that would calculate the industry standard formula of 'open to buy' in grid format. The elements of the OTB formula that need to be considered in the calculated plan are forecasted sales value, beginning of the month inventory value, forecasted end of the month value and markdowns, if applicable. Potential other criteria could include an order value and COGS value. The plan is a dynamically built grid that is defined by periods with the values mentioned above defined by location and Inventory type. OTB is always defined in dollar values. The plan elements are somewhat customizable in terms of other elements, i.e. COGS is not a necessary part of the plan. The Eatec OTB module will also provide a means to compare the forecasted calculation with actual(s) as transactions are updated within the system. OTB is essentially the difference between how much inventory is needed and how much is actually available. The value of the OTB is the amount that should be purchased for a given period.

*Produce customized operating reports, perform reporting consolidations and handle information audits.*

## REPORTS

Reports can be generated to reflect all applicable data on file or filters can be employed to select sub-sets of data. There are currently over 500 standard reports in the Eatec library. Each report has a unique set of appropriate filters that are available. For example, reports may be generated for any user-defined date range and sorted by store, district, region, concept or company. All report data may be previewed on the screen before printing and can be exported, emailed or printed to PDF. Report drilldown is also supported. To facilitate report generation, users may build a drop-down list of their commonly accessed reports or set common or popular reports to be fired from a desktop icon rather than from within the reports menu. Eatec solutions uses Business Object's Crystal Reports Professional. Whether deploying a single or on a multiple server platform, a 5-user Crystal Reports v10/11 Professional Developer license with Crystal Enterprise embedded is required and is to be provided by the customer.

## EATEC EXCHANGE

Eatec Exchange is a sophisticated behind-the-scenes engine for integration with programs, including point-of-sale, supply chain management and financial systems. It easily supports industry standard and specialty integration from B2B mainstays such as EDI x.12 through more modern XML/SOAP and .NET web services. This powerful tool acts as a data broker, supplying information stored in the Eatec database in flexible file formats. Output can be served on a request basis to SOAP clients or on a scheduled basis via FTP or mapped network drive. In addition to its capacity to export any Eatec data in any format desired, Eatec Exchange performs as an import engine as well, offering the opportunity to allow much of the Eatec source or transactional data to be generated elsewhere and then submitted to the Eatec database for posting. Supported file formats are plentiful, including XML, EDI, fixed length and delimited files.

## POS INTERFACES

Interfaces to all major POS systems, including InfoGenesis™ POS software by Agilysys are available, supporting restaurant as well as retail and grocery store oriented systems. Data types and time period definitions are established by the POS system and program. Typically, POS sales are interfaced and posted once a day in batch mode and inventory is depleted based upon recipe sales mix explosion. G/L account codes are automatically updated at that time.

Eatec solutions can also handle real-time polling, from increments of every fifteen minutes to common meal periods slots. POS system options are also available to electronically record restaurant customer account-specific charge postings as well as two-way POS communications where new menu products and PLU overhead data setup can be broadcast to the POS System. The latter is a unique capability supported with our own InfoGenesis POS system.



## EXCHANGE POLLING CLIENT

The exchange polling client option is an EatecExchange interface application option that can serve as a master POS communications engine to manage the communications/data retrieval function across the enterprise, whether deployed with one or multiple brands of POS systems. The client offers sophisticated tools to schedule tasks centrally, including poll times, store-level POS data export/import processes and Eatec database posting. Exchange Client delivers tight integration between POS and Eatec solutions to ensure polling reliability and data integrity as well as a single point of failure support.

## EATECPOCKET

The EatecPocket option provides a software program designed to work on a handheld wireless mobile computer or tablet, enabling users to perform inventory transactions from areas within a preinstalled wireless local area network (WLAN). Data entry uses a combination of scanning and the attached stylus for selecting various functions. EatecPocket gives users more flexibility on the job, resulting in significant productivity gains. A variety of Eatec solutions functions are available, including recording physical inventory, posting spoilage and loss, creating requisitions, posting production, transfers and receiving against an open PO.

## EATECTOUCH

The EatecTouch option provides a POS touchscreen-compatible applet that utilizes PC-based POS terminals as input devices, giving users more flexibility and convenience when performing back-office functions while eliminating the need for a keyboard, mouse and separate computer in compact environments. The EatecTouch feature can be used to perform a variety of Eatec solutions functions, such as recording physical inventory, inputting spoilage and loss quantities by inventory location, creating requisitions, executing a transfer and posting production.

## EATEC B2B

The Eatec B2B option is an EatecExchange interface application option that supports supply chain EDI x.12 document exchange. Common documents supported include 832 - Order Guide; 850 - Purchase Order; 855 - Purchase Order confirmation and 810 - Invoice. Examples of B2B distributors with Eatec solutions support are Sysco, U.S. Foodservice, Reinhart, FSA and Buy-Rite. B2B custom options are available to any distributor/purveyor who desires such technology, whether using XML, CSV or other documented file specifications.

*EatecPocket gives users more flexibility on the job, resulting in significant productivity gains.*

## MESSAGE BOARD

The Eatec message board supports a free-form message and alert communications channel between named users on the Eatec enterprise. Messages can be simple reminders from a DM to a GM or a company-wide broadcast from HQ to all or selected Eatec users. Optional B2B interfaces support the posting of distributor notices of order receipt, out-of-stock notices and shipment confirmations.

## FINANCIAL ACCOUNTING SYSTEMS INTERFACE

Financial accounting system interface options (AP/GL/AR) to all major financial accounting systems are available. Currently over 20 accounting system links exist to export summary distributions of vendor invoice receiving to AP, physical count valuations to GL, store transfers to GL, direct issues to GL and cash & sales financial totals to GL. Batch export frequency is user defined and transaction pre-post audit reports are supported. Options are also available to support two-way interfaces where vendors/suppliers and GL accounts remain in sync across both systems.

## EATECLINK

EatecLink supports the ability to attach scanned documents to merchandise arrival and miscellaneous receiving entries for future lookup and archiving.

## TMX LABOR MANAGEMENT INTERFACE

The TMx Labor Management interface supports real-time integration of defined and active labor values for sales and production forecasting and DSR reporting.

*Options are also available to support two-way interfaces where vendors/suppliers and GL accounts remain in sync across both systems.*

## DISCLAIMER AND ACKNOWLEDGEMENTS

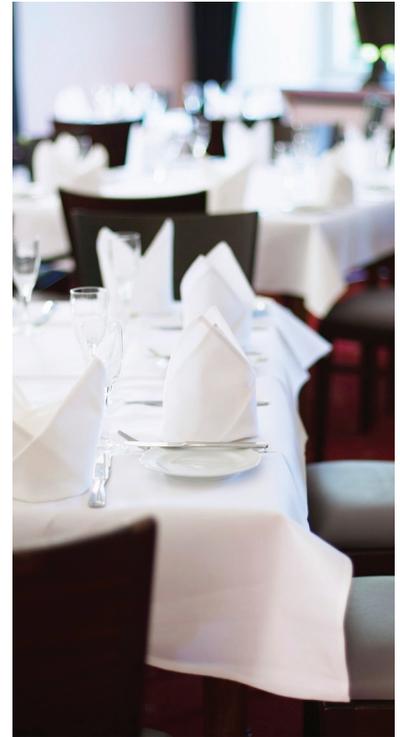
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## Who We Are and What We Do

Agilysys is a leading developer and marketer of proprietary enterprise software, services and solutions to the hospitality and retail industries. The company specializes in market-leading point-of-sale, property management, inventory and procurement, and mobile and wireless solutions that are designed to streamline operations, improve efficiency and enhance the consumer's experience. Agilysys serves casinos, resorts, hotels, foodservice venues, stadiums, cruise lines, grocery stores, convenience stores, general and specialty retail businesses and partners. Agilysys operates extensively throughout North America, with additional sales and support offices in the United Kingdom, Singapore and Hong Kong. For more information, visit [www.agilysys.com](http://www.agilysys.com).

# Agilysys...

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