

5 Reasons for Low Engagement with Inventory Technology

and a few tips to increase adoption

\$ 25-35%

Average food cost of a **successful restaurant.**

(Restaurant Report)

20%

Amount your restaurant could save with **better inventory management practices.**

(Restaurant Report)

Better inventory management could have a huge impact on a restaurant's bottom line margin.

So what's standing in the way?

Antiquated inventory technology that managers don't want to use.



The Solution

A Modern Mobile Inventory Application



Overcome Objections:

Why managers may not be using your inventory management system



1 Hard-to-Use Systems

The Manager Mindset:



"Hello — the 90s called. They want their clunky inventory software user interface back."

Translation:

It's not that today's managers aren't tech savvy. In fact, they're digital natives, so they want a simple, seamless user interface and experience.

How to Fix It:

Simple, modern user interface (UI)!

Give your managers a simple and modern user interface they can use and navigate with ease.



2 Too Many Non-Integrated Systems

The Manager Mindset:



"Why do I need to login to multiple systems just to manage inventory?"

Translation:

It's not that today's managers aren't tech savvy. In fact, they're digital natives, so they want a simple, seamless user interface and experience.

How to Fix It:

A Single Source of Truth

Give your managers a single system to manage labor and food cost, where they can seamlessly navigate between: Scheduling, Doing Inventory Ordering from Vendors, Processing invoices



3 No Mobility

The Manager Mindset:



"I can't be in the back of the house managing inventory AND on the floor with staff and guests. I'm not a magician."

Translation:

Managers don't want to be chained to the back of the house every time there's an issue.

How to Fix It:

Make it Mobile!

Today's restaurant managers need the ability to manage inventory on the move. Whether it's counting or making an adjustment to an order, enable managers to access inventory insights from anywhere and resolve discrepancies on the spot.



4 Mistrust in Ordering Formulas

The Manager Mindset:



"Ugh, I just don't have time to look at the sales forecast. How much should I order this week? I can't afford to be short."

Translation:

Ordering incorrectly from the gut can lead to customer dissatisfaction!

How to Fix It:

3 Methods of Ordering!

- Order based on Par
- Order based on UPT (units per thousand sales dollars)
- Order based on a Suggested Forecast that avoids over / under ordering, leading to food waste or angry customers



5 No Alerts

The Manager Mindset:



"I spend hours reconciling the inventory count, investigating, and explaining the occasional missing items."

Translation:

Managers want to cut the time it takes to perform and verify the inventory count.

How to Fix It:

Add Alerts!

A modern inventory management system capable of sending managers alerts helps prevent potential problems. These just-in-time notifications enable proactive and corrective actions on-the-spot.



Don't leave your managers — or your business — at a disadvantage.

Give them the tools they need to succeed.



Schedule a demo to see how mobile-optimized inventory technology can increase engagement and adoption.