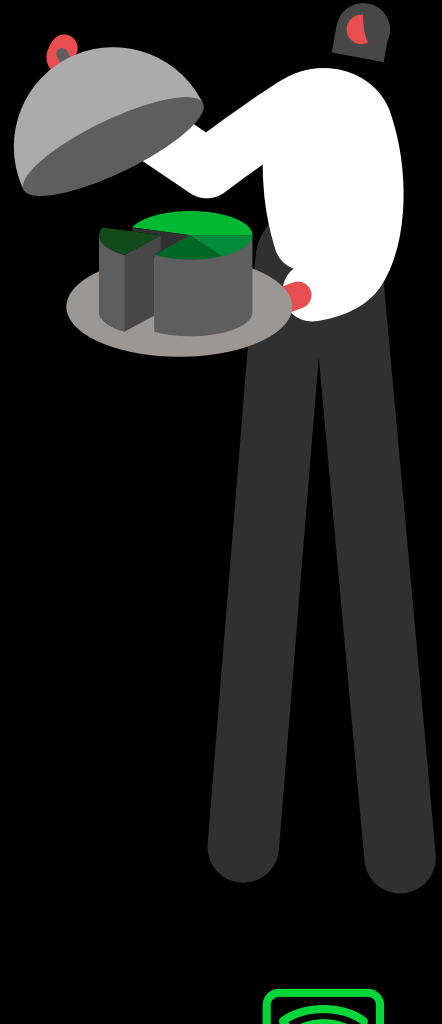


Serving Up Rapid Insights to Drive Growth and Improve Efficiency 25%-50% in Franchise Restaurants

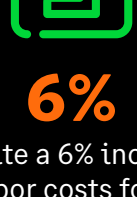


Quick service is the fastest growing segment in the restaurant industry



10K

net new restaurants opened each year¹



6%

despite a 6% increase in labor costs for 71% of operators²



1-2%

and a 1-2% increase in food costs³

It's a tight margin business



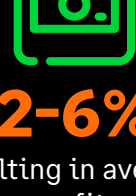
60%

of restaurant franchises have value meal programs⁴



22%

of these saw hurt margins despite increased revenue⁵



2-6%

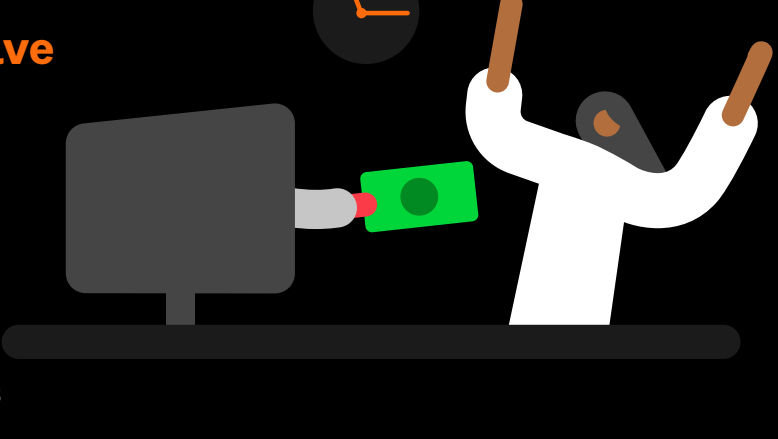
resulting in average pre-tax profit margins of 2-6%⁶



1/3 of restaurant operators say their technology is lagging⁶

The crisis is adversely impacting revenue. 80% of respondents are predicting revenue declines of some sort in Q2 2020. 40% are expecting declines of 25% or more, with 5% predicting a total shutdown during that time.

Here's what Sage Intacct's native cloud financial management solution brings to the table.



Improved efficiency

- Nix exports to spreadsheets
- Automate continuous consolidations
- Automate performance and outcome metrics

S&L, a Culver's franchise



50%

more efficient Improved Finance team productivity



25%

faster Cut monthly close



134%

growth Scaled easily amid

"We never would have been able to handle this kind of growth without Sage Intacct's automation. Even though we still have the same exact staff managing double the workload, neither our lead accountant nor I worry about basic journal entries or daily transactions anymore. Instead, we're freed up to focus on the monthly close and financial reviews."

Tammy Getschman
Director of Accounting
S&L Companies, Culver's franchisee



Real-time visibility

- View high-level trends across locations with role-based dashboards
- Pinpoint cost drivers using dimensions
- Automatically present operating results as statistical metrics
- Make proactive business decisions with real-time data

Laird's, a Burger King franchise



80%

faster Shortened reporting time from 10 to 2 hours



60%

more Increased report types from 2 to 5 for greater detail and insights



50%

faster Halved the monthly close from 20 to 10 days

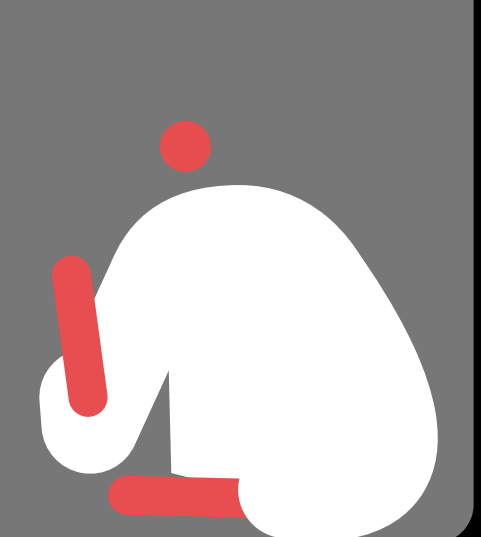


New

added restaurants and expanded into fitness

"Sage Intacct has helped streamline our business by allowing us to create twice as many reports in less than half the time we needed in the past – providing faster access to keybusiness insights."

Pam Bakker
Controller, Laird Management
Burger King franchisee



Ease of integration

- Seamlessly integrate with best-in-class systems, such as:
 - Point-of-sale
 - Reservations
 - Accounts Payable
 - Payroll and more
- Reduce redundant data entry
- Increase reporting speed and accuracy

Penn Acquisition, a Penn Station East Coast Subs franchise



25%

more efficient Connected Sage Intacct with POS system to improve accounting efficiency by more than 25% and shorten monthly close by one week.



1 week

faster



20hrs

saved per month Eliminated duplicate data entry and manual reporting, saving 20 hours per month.



Scaled for 2 new quick service restaurants and 10 new restaurants.

"In preparation for our continued growth, we needed to transform expensive, manual tasks into efficient, automated, integrated workflows that could scale with us over time...With Sage Intacct, I have full confidence the solution will be able to handle our accelerated growth."

David Hammack
President and Owner
NOW Penn Acquisition
Penn Station East Coast Subs franchisee



Sage Intacct helps restaurant finance teams evolve into strategic partners of the business, and grow profitability.

Attend an online coffee break demo to learn how Sage Intacct drives profitability through rapid business insights.



¹Restaurant Business, "Here's How Competitive the Restaurant Industry Really Is." 2018
²FSR, "What is Rising Minimum Wage Doing to Restaurants?" April 2019
³USDA, "Food Price Outlook, 2019-2020." September 2019
⁴TD Bank, "2018 Restaurant Finance and Development Conference Survey." November 2018
⁵Restaurant Startup & Growth Magazine, "Ten Restaurant Red Flags." 2019
⁶National Restaurant Association, "2016 Restaurant Technology Survey." 2016