



Strategic Financial Partnership: **Driving Profitability and Scalability for Restaurants and Franchises**

A Proposal for Outsourced Finance and Accounting Services

Restaurant businesses are generally built on two key elements: exceptional hospitality and strategic growth. Yet, for many multi-location restaurant and franchise owners, the pursuit of these goals is constantly undermined by the unforgiving complexities of modern finance. Managing a labyrinth of POS systems, bank accounts, and third-party delivery apps drains the time of high-value managers and creates a fog of delayed, inaccurate data.

Let's look at the key challenges the restaurant industry faces.



The Challenge: Navigating the Financial Complexity of the Modern Restaurant

The restaurant industry operates on notoriously thin margins, where every dollar counts. As a multi-location restaurant or franchise owner, you face a unique and escalating set of financial challenges.

The Reality of Thin Margins:

- **Net Profit Challenge:** According to industry reports, the average net profit margin for a full-service restaurant typically falls between 3% and 5%. In a landscape where the industry average across all sectors is significantly higher, every inefficiency directly threatens solvency.
- **Prime Cost Control:** The most critical controllable metric, Prime Cost (COGS + Labor), must be managed vigilantly. Successful full-service restaurants strive to keep this cost below 65% of total sales—a target that requires constant, accurate measurement that most internal teams struggle to maintain.

The Cost of Administrative Burden:

- **Manager Time Drain:** Your high-value location managers are burdened with administrative tasks, taking them away from the guests and staff who drive your success. Studies indicate that many managers spend up to 35% of their time on non-core activities like reporting, data entry, and approvals. This is the time that should be spent on coaching, hospitality, and revenue generation.

The Complexity Crisis:

- **Revenue Leakage Risk:** You navigate a complex web of data from Point-of-Sale (POS) systems, multiple bank accounts, and numerous third-party delivery apps. Without specialized daily reconciliation, a restaurant can risk missing out on reconciling up to 2% of total delivery sales, accumulating into significant annual revenue leakage. This complexity makes a clear, real-time view of your financial health nearly impossible.

This operational complexity leads to critical business risks:

- **Reduced Profitability:** Inefficient processes and a lack of financial oversight directly erode your bottom line.
- **Limited Scalability:** As you grow, the back-office infrastructure struggles to keep pace, hindering expansion and creating inconsistencies across locations.
- **Poor Decision-Making:** Without timely and accurate financial data, strategic decisions are based on guesswork rather than insight.



Our Solution: Your Dedicated Team of Restaurant Finance Experts

We provide a specialized, talent-based Finance & Accounting (F&A) service designed exclusively for the restaurant industry. Think of us not as a vendor, but as an extension of your own team—a dedicated group of accounting experts who handle the complexities of your financial operations so you can focus on growth and hospitality.

Our service transforms your routine, time-consuming accounting tasks into a streamlined, efficient, and insightful function that drives value. We provide the people, processes, and expertise to give you a stronger, more scalable financial foundation.

Core Service Offerings: A Tiered Approach to Fit Your Needs

We offer three tiers of service, allowing you to select the level of support that best aligns with your business goals.

Service Tier

Essential Reconciliation

Full-Cycle Accounting

Strategic Financial Management

Description

Daily reconciliation of all sales channels and core bookkeeping to ensure accuracy and control

A comprehensive solution managing your daily transactions, payables, and financial reporting

Complete financial oversight, including payroll, tax compliance, and strategic advisory

Key Services

Daily Sales & Cash Reconciliation

Third-Party Delivery App Reconciliation

Bank & Credit Card Reconciliation

Monthly P&L and Balance Sheet

All Essential Services

Full Accounts Payable Management

Vendor Invoice & Payment Processing

Detailed Monthly Financial Reporting

All Full-Cycle Services

Full Payroll Processing & Management

Sales & Use Tax Filing & Compliance

Budgeting & Forecasting

Dedicated CFO-Level Advisory

The Talent: Your Dedicated Finance Team

Our strength lies in our people. When you partner with us, you gain access to a team of seasoned professionals with deep expertise in restaurant accounting.



Reconciliation Analyst

This specialist is your front line of financial control. Every day, they meticulously reconcile your sales data from all sources—POS, cash, credit cards, and third-party delivery apps—against your bank deposits, ensuring every dollar is accounted for.

Senior Accountant

Your Senior Accountant manages the entire accounting cycle. They oversee the general ledger, handle complex journal entries, manage accounts payable, and prepare your comprehensive monthly financial statements, ensuring your books are always accurate and audit-ready.

Client Account Manager (Controller-Level)

Serving as your primary strategic partner, the Account Manager provides high-level oversight and actionable insights. They conduct monthly performance reviews, help you understand key financial trends, and offer data-driven advice to improve profitability and operational efficiency.

Our Commitment to You: Service Level Agreement (SLA)

We believe in transparency and accountability. Our relationship is governed by a comprehensive Service Level Agreement (SLA) that establishes clear, measurable performance standards for our work. This ensures you receive consistent, high-quality service and that our goals are always aligned with yours.

Metric Category	Key Performance Indicator (KPI)	Full-Cycle Accounting
Timeliness & Efficiency	Daily Sales Reconciliation	Completed for all locations within 24 hours of the business day's close
	Invoice Processing Time	Vendor invoices processed and queued for payment within 48 business hours of receipt
	Month-End Close	Financial statements delivered within 5-7 business days of month-end
Accuracy & Quality	Invoice Processing Accuracy	>99% accuracy rate on all processed invoices
	Payment Error Rate	<1% error rate on all vendor payments
Responsiveness	Discrepancy Resolution Time	Critical cash or sales discrepancies investigated and reported within 4 business hours of detection.
	Client Inquiry Response Time	All inquiries acknowledged and addressed within one business day

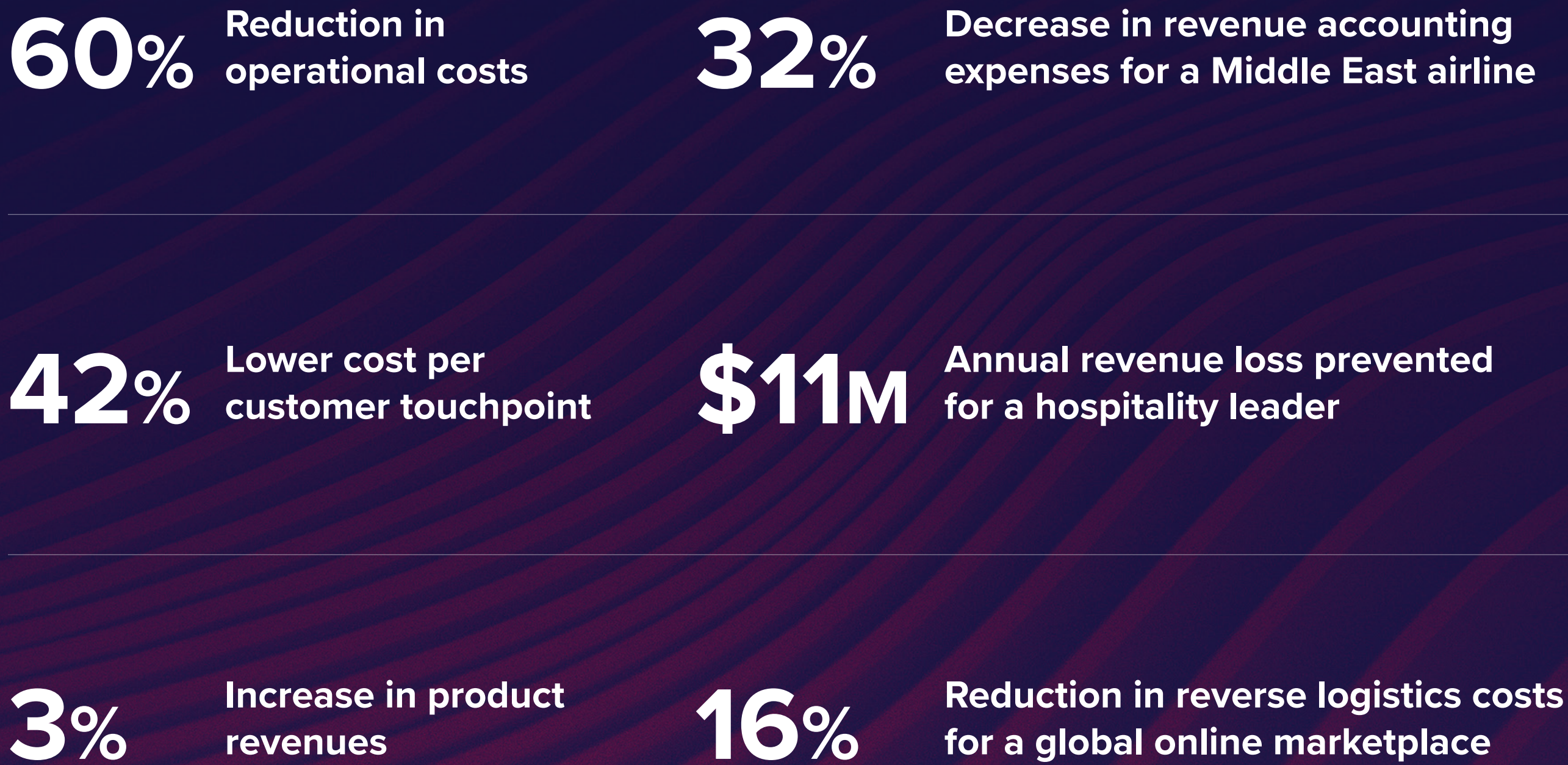
Performance against these KPIs is tracked and reviewed with you in our monthly performance meetings.

Why Partner With Us?

Choosing us as your F&A partner is a strategic decision to strengthen your business from the inside out. We provide more than just bookkeeping; we deliver the financial clarity and operational efficiency you need to thrive.

- ✓ **See Further**
Make real-time decisions with up-to-date, accurate data
- ✓ **Scale Smarter**
Ensure your back-office can support your growth without compromise
- ✓ **Stand Stronger**
Make better, more confident business decisions with robust financial support

We have delivered key outcomes across our retail partnerships:



Artificial Intelligence. Automation. Cloud Engineering. Advanced Analytics. For Enterprises, these are key factors of success. For us, they're our core expertise.

We work with global iconic brands. We bring them a unique value proposition through market-leading technologies and business process excellence. At the heart of it all is Digital Engineering – the foundation that powers rapid innovation and scalable business transformation.

We've created over 200 unique inventions under several patents across AI and other emerging technologies. Leveraging our advanced products and platforms, we drive digital transformation at scale, optimize critical business operations, reinvent experiences and pioneer new solutions, all provided through a seamless "as-a-service" model.

For each company, we provide new keys for their businesses, the people they work with, and the customers they serve. With proven strategies and agile execution, we don't just enable change – we engineer digital outcomes.

