

SALSARITA'S FRESH MEXICAN GRILL

> A restaurant chain where “Mexican food is done right” does AP automation right. With Yooz. <

About Salsarita's

Since its beginnings in Charlotte, North Carolina in 2000, the restaurant chain has expanded to locations in 18 states and is still growing. With a bright, colorful, comfortable restaurant and signature dishes like its Quesorito, customers and interested franchisees ask, “how do you do it all the time?”

The company's secret? To start each day making fresh, house-made salsas. They're so good, it's what the restaurants are named after. Hand-mashed guacamole. Wildly addictive tortilla chips made fresh all day, every day. Flame grilled choice steak and chicken. And personalized meals to each customer's taste. From Buffalo, New York, to Knoxville, Tennessee, to Tyler, Texas, Salsarita's is almost always the locals' choice for “Best Mexican Food.”

Salsarita's pledge, “Mexican Food Done Right,” is what it strives to achieve in all of its restaurants.



Salsarita's AP Challenges and the Yooz Solution Fit

A Sage Intacct ERP subscriber, the dedicated AP clerk was processing around 500 documents per month. Each of the individual restaurants were manually receiving paper invoices—food and supply delivery people would leave paper invoices along with the delivery—then routing these documents back to headquarters either via courier or overnight services every week.

Even in the rare cases when a vendor sent an invoice electronically, the AP clerk still had to print out the document, process it, **then re-scan** it back into the system.

The highly manual, paper-laded workflow resulted in numerous pain points:

- A large number of lost invoices
- Wasted time spent hunting down invoices
- Hundreds of dollars per week spent on document delivery via courier or overnight services
- A backlog of 6,000 documents per month waiting to be manually entered or scanned into the system

All making for a very unpredictable month-end.

“Many of the providers we considered offered a 500-pound solution for our 10-pound problem. Yooz, seamlessly integrated with the Sage Intacct ERP, was the perfect fit. And it will scale as we grow.”
Tim Carter, chief financial officer

Implementation

Carter expected the Yooz implementation to take six months. He began with one company-owned restaurant piloting the Yooz platform. Documents were scanned in real-time at the time of receipt. No more pressure to save all of the paper invoices until a courier/overnight service shipped them to headquarters each week. No more worry about losing documents. After this successful pilot, the solution was rolled out in two other high-volume stores.

Six weeks of pre-work with the Yooz implementation team (loading GL codes, document types, etc.) and six weeks of pilots equaled about 12 weeks total—**half the time of what was expected.**



➤ It's All About the Results ◀

The Sage Intacct and Yooz joint solution not only met the needs of Salsarita's and solved all of its workflow challenges, it also turned out to be much more useful than the corporate leaders expected. They have discovered other uses for Yooz, such as communicating H.R. and other time-sensitive documents to headquarters.

33%
of bookkeeper's time
freed up for more
value-added work

Processing/
Communicating
38%
more documents/
month

No more document
delivery,
saving
\$20K/year

More
predictable,
more **accurate**
month-end

Words of Wisdom from Salsarita's Tim Carter

How do you leverage and make efficient the human resources that you have?

It's what franchises always struggle to answer. Rather than hiring additional people, give your existing staff the automation tools to make their roles multi-faceted. Your finance department—all departments for that matter—can run lean and take on more strategic, value-added duties.

Had we not implemented the Yooz solution, we would have had to hire additional bookkeeping staff by now.

Don't make assumptions about what a solution's capabilities are.

For example, Carter was asking potential providers questions about document processing only, and learned along the way that what he really needed—and ultimately found with Yooz—was a complete end-to-end invoice processing and payment solution that could do so much more.

