

A Restaurant Chain Where “Mexican Food is Done Right” Does AP Automation Right with Yooz

Since its beginnings in Charlotte, North Carolina in 2000, Salsarita's restaurant chain has expanded to locations in 18 states and is still growing. Their pledge, “Mexican Food Done Right,” is what it strives to achieve in all of its restaurants.

Salsarita's is a Sage Intacct ERP subscriber, that has a dedicated AP clerk was processing around 500 documents per month. With a paper heavy and highly manual invoice and payment processing workflow month-end was very unpredictable.



A highly manual, paper-laded workflow resulted in numerous pain points that led them to Yooz.



Traceability

A large number of lost invoices in stacks of paper and filing cabinets full of documents.



Mobility

Wasted time spent hunting down paper invoices from each vendor and each delivery at each location.



Savings

Hundreds of dollars per week spent on document delivery via courier or to ship invoices from each location to headquarters.



Speed

A backlog of 6,000 documents per month waiting to be manually entered or scanned into the system.

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.

Salsarita's Yoozer Experience

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.

After Yoozing, Salsarita's was able to:

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

Processing/Communicating **38% more documents per month.**

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

More predictable and more accurate month-end process.

Words of Wisdom From Salsarita's

Tim Carter

Salsarita's, Chief Financial Officer



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.



Why did Salsarita's choose Yooz as a strategic business partner?

"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."