

# Maximize Throughput

## Am I maximizing throughput at peak hours?

Most restaurants don't always have a wait—but there are key times each week where they do. If you aren't operating as efficiently as you can during those peak hours, you're leaving revenue on the table.

### How do you identify peak hours?

Table Utilization Matrix   16 Peak Hours												
	11am	12pm	1pm	2pm	3pm	4pm	5pm	6pm	7pm	8pm	9pm	10pm
THU		91%										
FRI		92%	90%						92%	95%	93%	
SAT	91%	94%	92%					92%	95%	96%	94%	
SUN	90%	92%	93%									

Calculate how many hours your restaurant is at **90% capacity or above**. That means that you have checks open on over 90% of your tables during that hour.

The same 5 location restaurant concept in Colorado has identified **16 peak hours** or 960 peak minutes per week where there is an opportunity to seat more people.

### How do you speed up table turns to make the most of your peak hours?

The same way you save on labor above – with guest-facing technology that has been proven to save up to **9 minutes in table turn time**.

Contact your Sales Representative today to MAXIMIZE throughput.



# Maximize Throughput

Let's crunch the numbers. If you can better utilize tables during times of high traffic, what can that do for your bottom line?

**960**

PEAK MINUTES  
PER WEEK

**05**

MINUTES SAVED  
IN TABLE TURNS

**35**

NUMBER OF  
DINING TABLES

**80%**

PAY-AT-THE-TABLE

**\$20**

AVERAGE  
CHECK AMOUNT

**05**

NUMBER OF  
LOCATIONS

## Increased Table Turn Time = Increased Revenue

NO TECH	WITH TECH	PER STORE/ PER WEEK	PER STORE/ PER WEEK	PER STORE/ PER MONTH	PER STORE/ PER YEAR
Peak Minutes (Peak Hours X 60 minutes)		960	<b>960</b>	<b>3840</b>	<b>46,080</b>
Estimated Table Turn Time		49	<b>44</b>	<b>176</b>	<b>2,112</b>
Checks per table (Peak minutes/Table Turn Time)		20	<b>22</b>	<b>87</b>	<b>1,047</b>
Incremental Checks Per Table			<b>2</b>	<b>9</b>	<b>107</b>
Eligible tables per store (Core tables X PATT %)			<b>28</b>	<b>112</b>	<b>1,344</b>
Incremental Checks (Incremental Table Turns X Eligible Tables)			<b>62</b>	<b>249</b>	<b>2,992</b>
Incremental Revenue (Incremental Checks X Check average)			<b>\$1,246.75</b>	<b>\$4,987.01</b>	<b>\$59,844.16</b>

A single store can realize almost **\$60,000** in sales a year by maximizing throughput. Looking at the 5 locations together that's **\$300,000** per year of dollars being left on the table!

Contact your Sales Representative today  
to **MAXIMIZE** throughput.

