

"f**nb manager** has revolutionised our business. It has replaced the disparate systems we previously had with a single reporting system for the entire group and has significantly reduced our cost of sale while providing much needed visibility and control of stock."

*Jeremy Kingcome, Operations Director, Caffé Fratelli*

**Control  
your stock  
and increase profit**



f**nb** | manager

# Designed exclusively for the hospitality industry,

fnb manager provides your organisation with **accurate**  
and **reliable** stock control and recipe management services.

Some of the industry's **biggest players** are currently  
**benefiting** from this unique integrated solution which  
enables you to **control** recipe creation through to actual  
period costing from a single source. This provides for a host  
of benefits with our clients experiencing a typical **2-7%**  
**improvement** on their gross margins.



fnb | manager

**fnb manager** comprises a number of different modules which can be individually selected to provide maximum benefit to your business.

## Modules include:

### Stock control

Allows detailed line-by-line stock control, fully integrated to menu engineering and purchasing.

**Provides...**

- Line-by-line reporting of actuals Vs theoreticals
- Drill down reports on stock variance
- Stock result availability within hours rather than days, enabling timely reaction
- Central control and visibility throughout entire estate
- Integration to majority of EPOS systems and property management systems

### Recipe and menu engineering

Fully integrated recipe and cost management allows you to track daily actuals Vs theoreticals and includes detailed recipe costing.

**Provides...**

- Daily, line-by-line sales mix analysis with actuals Vs theoreticals
- Recipe costing, batch recipes and yield management
- Unlimited levels of recipes within recipes
- Detailed tracking of current and historical cost of each dish
- Full integration with stock and purchasing systems
- Recipe costing based on actual purchasing and stock information

## Promotions and brand management

Enforces and underpins all supplier promotions and special offers to ensure that all units gain full advantage whilst allowing head office to maintain control.

### Provides...

- Enforced, centrally negotiated promotions
- Access to cost-effective supplier offers
- Unit flexibility within corporate parameters
- Ability to manage products, recipes and selling prices on a brand-by-brand basis

## Events and production planning

Production planning for central production facilities, events and functions.

### Provides...

- Integration with central recipe costing database
- Aggregating of items for purchasing
- Up-to-date cost and selling prices
- Clear break down of costs and anticipated gross profits

## Online ordering

**fnb manager** requires that the supplier provides an electronic product and price list which allows you to control what is purchased at all times. This leads to a range of business benefits meaning you save money while increasing transparency across your business estate.

### Provides...

- Real-time visibility and control of spend
- Reduction in admin overhead that releases staff to front of house
- Elimination of maverick spend
- Improved gross margins
- Total purchasing compliance and guaranteed rebates

## Invoice management

Reduces the error and cost of invoice processing through the automated checking and matching of inbound invoices against electronic purchase orders and goods received notes.

### Provides...

- Reduction of overhead in accounts payable
- 100% line checking against contract price to eliminate erroneous pricing
- Accurate visibility of invoice commitment
- Automated credit note management to further reduce costs
- Automated integration with accounts package to eliminate re-keying and errors

## Comprehensive management reporting

Both standard and tailored reporting is available to meet all needs.

### Provides...

- Real-time visibility of all spend commitments, accruals and actual, meaning there are no holes in your accounting
- Greater management control of spend Vs budget
- Vendor performance reporting enabling you to monitor whether your vendors are delivering against promise

**“fnb manager** has provided us with vital control and visibility while enabling us to streamline accounts payable. We used to spend all our time putting results together but now we get consistent and accurate results in an instant, enabling us to concentrate on analysing crucial details such as wastage and variances.”

*Gary Mann, Group Financial Controller, Gaucho Restaurants*

Fourth Hospitality gives customers control of their business and access to significant savings and improved efficiencies through the most effective web-based system available. Dedicated to the hospitality sector, our company is built on a bedrock of customer lifetime loyalty which means our clients can rely on a long-term commitment and daily support that goes far beyond the provision of our software.

The products...

people | system

Employee life cycle management from HR and scheduling to payroll and benefits.

trade | simple

Electronic trading, supplier integration, invoice management and procurement.

fnb | manager

Stock control, recipe and menu engineering and online ordering.

star | chef

Recipe costing and menu management, nutritional analysis and menu cycles.

The benefits...

- 2-7% saving on wage cost
- 2-7% increase in gross profit due to more effective tracking and control of stock
- 4 hours per week saved by managers
- 15% increase in purchasing compliance
- 80% reduction in the cost of processing invoices

fourth  
hospitality

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