

## TMx Labor Management Solution Helps The Restaurant Company Weather Economic Downturn



FOR IMMEDIATE RELEASE

Richmond-area Company Operates Five of the Top 10 Performing Arby's®

MINNEAPOLIS—August 30, 2010—TimeManagement Corporation, a labor management solution provider, announced today that their TMx solution played a significant role in maintaining profit margins and controlling labor costs for The Restaurant Company over the past 18 months. TimeManagement's TMx solution provides the hospitality industry with simple yet powerful tools for forecasting, scheduling and human resources management.

"The national recession has required our managers to look even more closely at all of our costs," says Bill Lowe, President of The Restaurant Company. "With labor accounting for approximately 27% of those costs, the fact that TMx lets us maximize efficiency in this arena is a huge benefit. The TMx product has definitely helped improve our performance."

Optimal scheduling is a key piece of the TMx solution. Prior to using TMx, The Restaurant Company could take weeks to determine where to put labor hours; each store manager spent several hours every week preparing schedules. Using TMx, those schedules now are written in less than 20 minutes. "TMx clearly defines, very quickly, what hours you should schedule based on your forecast," explains District Manager Brandon Metts. "Better yet, for us TMx exposed areas where we could be more efficient, and today it helps us pinpoint the hours we need to meet our service expectations while keeping costs in check."

The Restaurant Company's executive team also appreciated TimeManagement's willingness to work with their operations team to optimize the product. While most in the hospitality industry base labor forecasts on a percentage of sales, The Restaurant Company uses productivity analysis and transaction data to make their forecasts, which the TMx system easily accommodates. TMx's powerful forecasting solution uses 15-minute actual totals that are imported from their Posera Maitre'D point-of-sale solution. "TimeManagement's business consulting services configured the system to meet our exact business processes, which helped ensure that our users fully embraced the solution while meeting our corporate business objectives," adds Lowe. "We appreciate companies that are willing to go the extra mile, and TimeManagement has certainly done that."

"More and more quick service operators are turning to solutions like TMx to optimize their labor," states Jeff Imm, TimeManagement's VP of sales and marketing. "An operator's willingness to identify, quantify and effectively leverage best practices for labor productivity and customer service can have a significant payback. We look forward to enhancing The Restaurant Company's transaction-based labor standards by taking advantage of TMx PMix-based (product mix) labor guides, which dynamically optimize standards by each store's actual product mix sold."

## **About The Restaurant Company**

Founded by Richard Ripp, a graduate of Purdue University and the Culinary Institute of America, The Restaurant Company ([www.arbysrva.com](http://www.arbysrva.com)) operates and franchises a variety of mid-scale restaurants that serve a wide range of high-quality entrees. Since its inception in 1967, the company has purchased a variety of restaurants—including 19 innovative Arby's restaurants in the Richmond metro area, five of which are among the top 10 performing Arby's in the country. A leader and innovator in the Arby's system, The Restaurant Company aggressively pursues innovations that take customer satisfaction to a new level.

## **About TimeManagement**

TimeManagement Corporation ([www.timemgmt.com](http://www.timemgmt.com)) offers labor management solutions that assist over 7,000 hospitality operators by improving the efficiency and productivity of their workforce. TMx labor management solutions include performance-based scheduling, dynamic labor forecasting, embedded workflow for employee hiring, employee self service, multiple time capture solutions and seamless integration to numerous POS, PMS, Inventory and payroll systems.

Contact:

[tmxmarketing@timemgmt.com](mailto:tmxmarketing@timemgmt.com)

952-943-4862

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