IPro
Foodservice
Software
for Windows

Restaurants
Bars
Hotels
Bakeries
Chains
Commercial Cooking
Event Caterers
Fast Food
Fine Food
Hospitals
Institutional Caterers
Nursing Homes
Schools

A Comprehensive Program For:

- Food and beverage cost control
- Inventory reporting
- Ordering and purchase history
- Recipe costing, resizing and write-up
- Menu sales and profit analysis
- Requisition and transfer tracking

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IPro is for Foodservice

Foodservice is different, so what you need are programs designed for you; programs meant for most businesses don't fit your special needs.

We are foodservice computer experts. We talk your language and understand your problems. We can help you and we offer you a wide range of affordable options. We have everything from simple utility programs to complete multi-store management systems.

Since 1979, we've delivered thousands of programs to run all types of food businesses. If you make or sell food, we have a program for you.

Good Management Comes First

Solid management technique comes first because the computer is really just the means to an end. You'll find that the complete IPro system is far more than a computer program . . . it's a way of doing business. IPro provides workable, practical, flexible management tools for every stock control, production, accounting and marketing situation.

IPro uses tried-and-true management methods that reduce food cost, increase sales and make the most of your valuable time. When you use IPro, expect to reduce your food cost by 5% to 10%. In practice, IPro has reduced food and liquor costs as much as 25%, doubled profits and saved businesses from going broke.

With IPro, you can sharpen your management skills to perfection and do everything regularly that you've never had time to do before. You can make cost management a daily habit and not a last-ditch emergency response.

Use IPro to know your costs, overuse, underuse, shortages, sales winners and losers . . . in time to make a difference.

- Manage professionally
- Know costs at all times
- Be aware of changes
- Increase organization
- Be more systematic
- Speed up bookkeeping
- Detect problems quickly
- Minimize costs
- Minimize theft, waste
- Better vendor tracking
- Prepare for expansion

Inventory and Recipe Windows

Comprehensive item data allows IPro to accommodate the spectrum of cost control styles: focus on portion control, ideal vs. actual usage, best-price and minimum-quantity purchasing, current recipe costs, etc., are all available to you.

Items are classified for powerful and flexible reporting for single or chain restaurants in a single database. Run reports for single or combined profit centers, stock classes, product classes or locations.

Find items in IPro's Access database quickly and easily by name, vendor, part number, location, class, etc. Type in any part of the search key, use wild cards, or click on the item pick list grid.

This pick list expands to the right to show a detailed spreadsheet view of item data.

Item types are Non-Sale Stock, For-Sale Stock, For-Sale Menu, For-Stock Batch and Non-Stock Batch. IPro excels at solving the often detailed and unusual problems of foodservice cost control. For example, by keeping inventory, batch recipe and menu records in a common "item" file, IPro easily handles items which are both stock and recipe items at the same time (such as batches made for stock or stock sold as-is).

IPro makes item summary statistics available for immediate viewing without printing any time consuming reports. Just click the Stats button to see current and year-to-date usage, purchases, prices, actual and estimated stock levels and more.

IPro uses "index-card tabs" throughout for clear organization and intuitive data entry sequence. The "cards" below are accessed by clicking on these tabs.

IPro is designed to give you quick access to purchase cost and order quantity data so you will be prepared for unexpected calls from your vendors.

Change quantity terms as desired: switch between purchase, count, recipe use and sales units. This feature is throughout IPro.

IPro tracks both actual (last counted) and ideal (estimated) levels simultaneously. Actual levels are from periodic inventory and ideal levels are from perpetual inventory. You may use either or both and compare one to the other.

Take inventory as often as desired or don't take inventory at all. Take inventory at different times for different items.

Items with multiple locations and vendors are tracked by forming item groups. Group members report to a "proxy" item which totals data for the group while individual items retain their own histories. For chain restaurants, groups enable multi-location items to be updated with cost or recipe changes automatically.

Preparation (cleaning, draining, trimming, etc.) losses greatly affect final costs, so yield must be accounted for. IPro has a feature to help you calculate yield. Ingredient yields also affect recipe costs.

Describe items in all of their most appropriate terms- how it is purchased, counted, used in a recipe or sold. IPro does all the conversions for you. IPro allows separate but simultaneous weight, volume and unit portion conversions.

The Time it Takes & the Results You Get

It doesn't pay to put off cost control-- the longer you wait, the greater your losses. Lack of time is no excuse; there are many quick and easy things you can do that give impressive results.

There is no single correct way to use IPro and you don't have to use all of its features to get significant benefits. You don't have to "enter everything all at once" to do this. Here are seven "work levels" to show you how much work gives you which results:

Work Level 1- Just Take Inventory: Make inventory check lists and take inventory and let IPro do the stock-on-hand extensions and totals. This isn't much work but it will save you some time and help you get organized.

Work Level 2- Enter More: In addition to making lists for taking stock, you can also use the lists for logging items received, transferred, wasted, sold, etc. and get reports showing the value of the same. However, this is still not "real" cost control, it's just using IPro as a utility for convenience and saving time.

Work Level 3- Benefits from Setup: The act of collecting data gives you the surprisingly great benefits of "discovery" and "set-ting goals". Chances are excellent that you don't really know what your costs are until you're forced to really look carefully at each item. You will be surprised and shocked by what you don't know.

Work Level 4- Just Enter Purchases: If your time is precious, only enter purchases. This gives you the most bang for the buck-you can get a large number of very useful reports this way.

Work Level 5- Take Inventory and Enter Purchases: Do this so you can get usage for food and liquor costs and print buy lists.

Work Level 6- Enter Your Recipes: Inventory costs are one thing and product costs are another. Just entering your recipes into the computer can save you thousands of dollars immediately if you discover that a recipe cost too high and then correct it!

Work Level 7- Enter Sales Data: If you enter sales, you'll find the "holy grail" of cost control: ideal use, ideal cost and stock reduction by sales. This is genuine cost control- the ability to compare what did happen to what should have happened. This is really the only way to solve the problems that hurt you the most: theft, waste, overportioning and just plain sloppiness!

Recipe Costing Windows

This example is a menu recipe with a batch subrecipe. You can also make recipes for beverages- even with only one ingredient.

Menu items sales may be imported from POS systems by linking them to PLU numbers.

IPro figures ingredient costs and inserts them in recipes. When purchase costs change (as entered from invoices), IPro updates your recipes. You can manually change ingredient costs here to do quick what-if calculations.

IPro's portion descriptions are extremely flexible. You can enter simple portions such as "6 oz" or complex portions such as "1 lb 3 oz". You can even include include comments with the portion.

Recipes may have subrecipes with sub-subrecipes and so on. In this example, Salad Batch is a for-stock batch subrecipe, which means that sales of the menu item depletes the stocked batches instead of the ingredients of the batches as a non-stock batch would. For-stock batch's ingredients are depleted when you enter batch production.

Portions can be any weight, volume or unit measures of your choice and you can mix measure types in the same recipe. If batch recipes are only by weight, batch cost per ounce is used, otherwise, cost per portion.

You can have unlimited ingredients per recipe (you may scroll down if there are more ingredients) and add or change ingredients on the fly. IPro can search-and-replace ingredients.

Note how the recipe information changes depending on the item type.

Resize recipes and IPro automatically keeps the portions in "natural terms"- i.e., "1 lb 9 ozs" doubled becomes "3 lb 2 ozs".

IPro focuses on pricing and profitability. You can enter target costs that compute suggested prices or give you high or low cost warnings. IPro offers ranked revenue and profit contribution reports.

Free-form preparation notes for the kitchen staff are kept in a separate notepad which may be printed by itself or with the cost-and-portion information from the other screens.

How IPro Compares to Other Programs

What makes IPro different makes IPro better. The following are IPro's genuinely distinguishing and significant features:

One IPro Module Does It All: Over many years we've learned that what customers really want is . . . anything and everything-- but all in one package. (When in doubt, get everything!) So IPro is offered as a single-module program with all the important extras built-in. Expect our competitors to offer many separate modules that all together cost far more and do far less than IPro.

Total Recall: IPro stores all original details so you can report, compare, reconstruct and re-analyze any prior time period with total accuracy. You can see an entire year's figures or compare this New Year's to the last. Other programs throw away detail (your work!) and limit you to the current and prior period. Unlimited history gives you more results for the work you put in.

List Processing: Inventory control is almost nothing but working with lists for gathering data, so IPro offers unusually powerful worklist features. Create worklists with any number and variety of line items in any manual or automatic order. You can copy, add and merge lists. You can fill lists automatically with build-to-par

quantities or imported sales data from POS systems. Worklists are very forgiving "edit sessions": you can work on lists, put them away, get them out again, correct errors, update costs, post and unpost them. Our competitors' programs have nothing like this.

Choice of Cost Systems: Use either "Last Cost" for simplicity or "True Weighted Average Cost" for accuracy. IPro always uses correct values that reflect the mix of stock purchased at different costs. If your stock is from three shipments of different costs and quantities, that's fine. Other programs don't do it correctly or accurately if they are only using the last cost paid.

Inventory and Recipes in One File: By keeping inventory, batch recipe and menu records in a common "item" file, IPro easily handles items which are both stock and recipe items at the same time such as batches made for stock or stock sold as-is. Menu sales deplete batch stock and batch production depletes ingredient stock. Competitors' programs separate stock and recipe files which require awkward "fake" transfers to keep track of batches.

Custom Reports: Everyone wants their own reports, so IPro has powerful and flexible customizing. Design your own reports and keep the settings on file so you can easily run the reports again. With others' programs, you're stuck with the reports they made for you whether they make sense for you or not.

Worklist Management Windows

Worklists are for easily gathering and entering all "activity". The first thing you do when you make a new list is to set the type: "Receiving Logs", "Stock On Hand Count", "Transfer Log", etc. There are more than a dozen kinds including lists for requisitions, purchase orders, sales, production, etc.

IPro tracks both periodic and perpetual inventory simultaneously.

The entry list on the screen is the same as the printed worklist that you use to collect your data. For stock on hand, you first make your screen lists, print them on paper, write counts in the blank spaces, then take the list back to the computer. There are numerous options for the printed lists for line spacing, package descriptions, vendor info, etc.

Note the variety and power of reorder formulas, including forecasting by past usage or future sales.

Worklists are "interactive reports" for entering data, reporting it and editing it again. For example, IPro's ordering feature creates buy lists and inserts the order quantities in the list. Since it is a worklist like any other, (instead of an uneditable report) you can easily manually adjust the quantities before making the final order.

Enter data at any time, in any order. Just make the posting date the day that the actual count was made and IPro keeps everything in the right order. IPro keeps all data for all time in the master activity file unless you "purge and archive" the master file to make space.

You can make any number of lists, keep them all on file and find them by ID, title, type or date.

The lists are really just temporary holding areas for your work, so it does not matter if the lists are complete or accurate-- this gives you the luxury of entering only as much data as you have time for. Lists are "on hold" until they are "posted". At posting time, the list lines are transferred to a "master activity file" and everything related gets updated. One of IPro's advantages is that it's easy to fix mistakes; even after posting, you can still make simple corrections and repost.

Note the wide variety of item select and sort options. Even choose ranges or random individual selections.

All settings are "sticky" so they are still there when you want them again.

List processing is like word processing for worklists. You can have any number of lists with any number and variety of line items. Add or change items on the fly. Add headings, comments, spaces and page breaks. You can also see extensions and totals and check against invoices.

Record cost changes from invoices into receiving logs. Changes entered here update the entire system: files, reports, recipe costs, etc.

Reports and Benefits

The following is a partial list of IPro's reports. Any of these may be customized and you can add your own reports as well.

Worklists

- Stock On Hand Worklists: Has spaces to write in stock counts.
- Receiving Log: For quantities and price changes from invoices.
- Buy List: With build-to-par or forecast requirements or both.
- Sales Log: For recording menu items sold from POS reports.
- Transfer Log: For recording items transferred or returned.
- Waste Log: For stock or prepared items wasted.
- Production Log: For batch items produced for stock.
- Purchase Order: To document orders to vendors.
- Quote Request: To request prices for shopping from vendors.
- Requisition List: To request items for purchase or transfer.
- Item Lists: Lists all inventory data in the item file.

Stock Level and Purchase Cost Control

- Cost Change By Vendor Report: Vendors' overall price changes to check for lowball and creeping cost practices.
- Purchase and Quote History By Item, Vendor or Class
- Stock On Hand by Location: Estimated or actual quantities.
- Lowest Last Cost Report: Lowest last cost of similar items.
- Shortage/Overage by Location: Flags under/overstocked items.
- Cost Change Impact: Ranks items' overall affects on costs.
- Cost Changes Greater Than 10%: Warns of items with cost increases greater than 10% (or any %) only.

Usage and Food and Liquor Cost Percentages

- Key Ratios: Food, liquor and other cost percents' histories.
- Use by Stock Class: Quantity and value of usage by class (produce, meat, dairy, etc.) by periodic or perpetual methods.
- Ideal vs. Actual Stock Levels: For spotting shortages and theft.
- Ideal to Actual Use Comparison: Items underused or overused.

Recipe Costing, Pricing and Preparation

- Recipe Listings: Reports current costs, portions and preparation methods.
- Recipe Pricing / Target Cost Reports: Suggested prices based on high, low and target costs.
- Recipe High Cost Warning: (items with costs x% above target).
- Batch Production by Product Class: For for-stock batch items.
- Ingredient Reports: A "reverse listing" which shows for each ingredient which recipes use the ingredient.

Sales Revenue and Profit Contribution

- Contribution by Product Class: Revenue or profit contributed by menu items organized by Product Class.
- Profit Contribution Ranked Greatest to Least: Revenue or profit by menu items ranked by revenue or profit contribution.
- Profit Contribution Reduction Report: Flags slowing items.
- Contributions Less Than 2% of Total: Menu items which make less than 2% (or any %) of the total revenue or profit-- "weak" items which may be removed from the menu.

- More!

Report Management Windows

IPro comes with dozens of report types, but more importantly, IPro has the outstanding ability to let you design and add your own. The windows on this page show the relationship between a custom report setup file and the printed usage report it produces.

Select from dozens of report line types. Note how the Column Format selection controls the printed report's column headings. Standard types such as this are for typical reports. Many line types are for special functions such as days' supply remaining and changes over time or other comparisons.

Let IPro spotlight problems with limits, floors and ceilings such as "waste over $10", "top and bottom ten profit makers", or "cost changes over 5%".

You can make different styles of reports from the same source data. These two examples are the same report except that the top only has one summary total per item and the bottom shows daily log details for each item.

Choose from an unusually wide variety of cost types: current or historic last cost, current or historic weighted average cost, etc.

"Usage Reports" are made from "usage" records. You design other kinds of reports by choosing other record types- stock on hand, stock received, sales, waste, transfers, etc.

IPro records all detail for all time. This means that at any time you can ask for reports that span any range of dates- from one day to years.

Over years of use, you may create dozens of reports which you can track by class and title. We suggest classes such as "normal cost control", "cost problems", "normal marketing", "marketing problems", "accounting", etc.

You may select individual items or item groups for reporting by selecting all at once, contiguous ranges or individual random selections. You can also filter by profit enters to report one at a time or consolidated reports for the entire company.

Organize reports by more than a dozen sort methods: by stock class, alphabetical by name, by record number, location, ranked from high to low dollar value, etc.

Customizing reports is easy. You start by copying a setup for a similar report and make a few changes- a different group of items, cost method, sort method, etc. Because IPro keeps original detailed data, you can create new reports in the future and still run them for any time in the past.

IPro Features

IPro Program Standard Features
IPro includes all below without requiring extra modules:

Inventory Management
- Compute food and liquor use and percentage costs.
- Arrange worklists in any order for counting stock on hand, stock received, etc.
- Compare actual use to ideal use and rank highest over- and underused items.
- Quick-enter purchases by name, vendor code, etc.
- Purchase, stock level, usage, transfer, and waste history reports.

Recipe Costing, Sizing and Write-up
- Cost out recipes from cost-breakdown of inventory.
- Recost recipes as purchases and new costs are logged.
- Resize recipes or do what-ifs for portion and cost changes.
- Search-and-replace ingredients in all recipes.
- Notepad for preparation instructions.

Menu Sales Analysis
- Menu sales, profit, cost history reporting for any length of time.
- Report menu-item popularity, sales and profit contributions and list by rank or department.
- Log sales data in the same order as printed by registers or add an optional direct POS-link.

Ideal Use and Perpetual Inventory
- Use sales and production to deplete stock and compare to counted levels to compute variance.
- Compare ideal against actual use.
- Keep periodic and perpetual inventory simultaneously.

Shopping, Purchase History & PO's
- Speeds purchasing, shopping, bidding and receiving.
- Makes buy lists from build-to-par, last, average, historical or forecast usage or combination thereof.
- "Work-ahead lists": Make purchase orders with matching receiving logs in anticipation of deliveries.
- Purchase and price history reports by item or vendor.

Requisition & Transfer Tracking
- Allows multi-center operations with central storerooms or commissaries that need separate expense tracking.
- Create requisitions, respond with transfer lists, report summary and details and keep transfer histories.
- Consolidate lists and POs for central ordering.

Multi-Profit Center Tracking
- Use the program in any number of your restaurants.
- Keep unlimited related or unrelated operations.
- Switch instantly between companies.
- Data-copying for like-items in different locations.
- Report for single or ranges of centers or consolidate departments, divisions or company-wide.
- Create any number of databases as needed.

Historical Reporting & Data Archive
- Keep all data- purchases, usage, sales, etc., for all time.
- Report any time span- any day to any day.
- Compare any two time periods and check for trends.
- Use historical data to forecast usage and sales.
- Track sales, usage, and cost trends.
- Extract and export data to standard ASCII files.

Custom Reporting System
- Customize and save unlimited report setups for re-use.
- Select items or classes by groups or individually.
- Filter by class and type.
- Sort by name, record number, location, rank, etc.
- Format by summary, detail, and line types.
- Select report limits- top range, bottom range, top-ten, bottom-ten, above/below $10, etc.

Liquor Tracking
- Count full bottles and weights of partials.
- Track dead bottles.
- Special key ratios: "vodka as % of sales", etc.

Optional Interface Modules

POS & Cash Register Links
- Eliminate hand-entry and import sales from point-of-sale systems or cash registers.
- Simultaneously import sales and deplete stock.
- Easily edit and correct imported data.
- Works directly with POS data or polling programs. IPro has a large library of existing links by register make and model. Fixed price for new or custom links.

Accounting, Custom & Other Interfaces
- Custom programming is available.
- Vendor interfaces to transmit quote requests and purchase orders and receive confirmations by modem or internet.
- Export purchase data to accounts payable programs.
- Your third-party program must already have import capability.
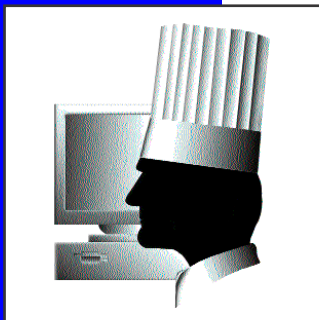
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