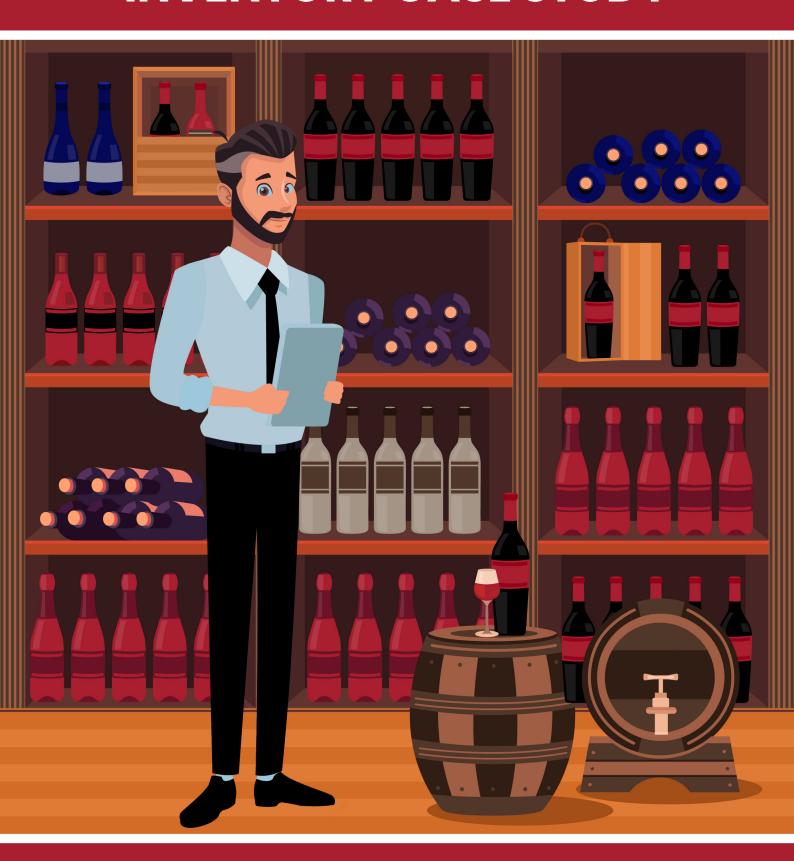# INVENTORY CASE STUDY

Brad

Hi, I'm Brad and I work for BinWise on the marketing team. Great to meet you! If you want to give me some background on how long you've been using BinWise and what that looks like at your company, that's great.

Celia

Yes, I've been using BinWise for one year for Delicious Hospitality Group (DHG). Personally, I've been using BinWise for five to six years. I'm very familiar with it. It's been a huge help everywhere I work, especially in the larger programs, of course.

When I started at Delicious Hospitality, it was one of those things where we didn't have any similar tools. I mentioned to company leadership that I needed something, preferably BinWise. So it was nice to be able to bring it on board at DHG.

Brad

Awesome, sounds great. Tell me a little bit more about your business, if you don't mind.

Celia

We have four restaurants. All of them are very well known for their wine program. So even something like Pasquale Jones, which is a small pizza restaurant, we have a pretty significant cellar. It's really important that we keep track of everything that's in there.

Coming out of COVID-19, a lot of restaurants are consolidating their management teams and especially the role of wine director. Where each of the four restaurants had a wine director before COVID-19, now there are two of us that run all four programs. So a platform like BinWise definitely helps.

We're not in every restaurant every day, either, so it's impossible to split two people into four. BinWise is a great tool as far as keeping track of what's in, what's out, and product ordering.

Brad

Okay, that totally makes sense! So you mentioned you've been using BinWise for about five to six years. What is the biggest feature that attracted you to the platform?

Celia

Inventory. Being able to scan barcodes makes inventory so much faster, and it's something that isn't really offered by a lot of competitors. When we were looking at bringing something into DHG a year ago, the big thing for us was the fact that there were two of us trying to count four cellars in a day.

When you're using a spreadsheet or otherwise trying to manually enter that information, it takes forever. Using your scanning app BinScan instead of having to pay for scanners is a huge benefit, too!

Brad

Awesome, yeah this is great to hear. Inventory is our bread and butter feature, so that's perfect. You said you used to have two more people handling inventory. Would you say BinWise has reduced your counting time by 50% or more?

Celia

Yes.

Brad

Fantastic!

Celia

The ordering feature definitely cut back on time spent. We put together a proposal for our accounting team when we were bringing BinWise in. Our big thing was cutting down on labor time for our somms (sommeliers). Especially with new labor laws, when you have hourly employees, there's only so much time they're allowed to spend on administrative tasks.

The quick processing of invoices into inventory was another advantage. Since I place the orders through the platform, it just populates automatically, as opposed to them getting individual invoices each day and having to enter them into a spreadsheet or another platform.

Brad

Yeah, that sounds great! Glad to hear all this. Have you had quantifiable cost savings from using BinWise?

Celia

Our savings has mostly been time savings, which turns into money because you're paying your hourly employees. The proposal that I put together for what we estimated BinWise would save each restaurant speaks to our cost savings, too. We estimated for the first year we'd save $6,000 and for the second year we'd save $8,000.

Brad

That's excellent! Do you have any other questions for me?

Celia

No. Let me know if you need anything else. We love BinWise! Let us know how we can help.
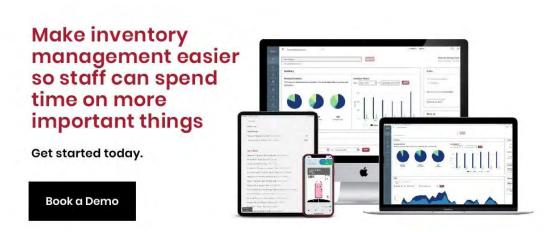
Brad

We definitely appreciate that! Yeah. Really appreciate your time today, too.

Celia

Sure thing. Thanks so much.

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