

FOOD & RECIPE COSTING

It's all about maximizing your bottom line!

Designed for Easy Setup

- Determine the exact unit cost for every case size purchased
- Setup case sizes by answering a few simple questions
- Yield trimmed items without creating a recipe
- Use duplicate function for similar items

Know All Your Recipe Costs

- Indicate the expected yield of each prep and batch recipe
- Find the true cost per portion for all recipes
- Include detailed preparation instructions
- Add sub-recipes as ingredients

Item	Qty	UOM	Cost
Onions	12.000	oz.	\$0.5532
Celery	6.000	oz.	\$0.6120
Kidney Beans	18.000	oz.	\$0.5544
Tomato Paste	8.000	oz.	\$0.3496
Roux-white	6.000	oz.	\$0.8682
Ground Beef	64.000	oz.	\$6.2336
Chili Powder	4.000	oz.	\$1.4976
Carrots	6.000	oz.	\$0.2436
Water	32.000	oz.	\$0.0000
Tomatoes-canned	100.000	oz.	\$2.9200
Total:			\$13.8322

Optimize Profitability

- Calculate selling price based on target cost percentage
- Link recipes to your POS system to identify theoretical usages
- Recipe costs are updated as ingredient prices change

Item	Qty	UOM	Cost
White Bread	1.500	Slice	\$0.1296
Ham-Sliced	2.000	oz.	\$0.2112
Tomatoes-Sliced	2.000	Slice	\$0.0510
Cheese-Mozzarella	0.600	oz.	\$0.0992
Turkey Breast-smoked	2.000	oz.	\$0.5750
Whole Wheat Bread	1.500	Slice	\$0.1296
Mayonnaise	1.000	oz.	\$0.0913
Sliced bacon	2.000	oz.	\$0.2614
Lettuce-Shredded	1.000	oz.	\$0.0588
Cheese White cheddar	0.600	oz.	\$0.1344
Total:			\$1.7415

OPTIMUM CONTROL

INVENTORY

It's all about saving you time and making inventory counting easier!

Fits Your Operation's Needs

- Count inventory by full case, split case and even recipe units
- Enter counts for as many locations per item as needed
- Customize count sheets to match your storage locations
- Format count sheets by location, group or even category

Simplified Inventory Counting

- Count one or more case sizes for each item
- Detail amounts of batch recipes on hand
- Perpetual counts stored for non-key items
- Import counts from a mobile device

Accurate, Yet Forgiving

- Re-date an inventory entered for the wrong date
- Adjust counts with full audit history
- Value inventory using FIFO, Last Cost or Average Cost
- Review counts and values before finalizing

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OPTIMUM CONTROL

ORDERING

It's all about making ordering easier!

Save Time Creating Orders

- Create templates for commonly ordered items
- Order from multiple suppliers at once
- Export orders to many popular suppliers
- Request bids from all suppliers simultaneously

New Order Worksheet

Supplier: [All] Order Date: Sep 14, 2007 Order Entered By: Demo Demo

Default to: Last Supplier Best Bid Price Delivery Date: Sep 14, 2007

Supplier	Item Description	Order Code	Amt	Unit	Price	Total
Bakery Shop	Bun-Beef dip	22	1.0	cs.	2.90	\$2.90
Bakery Shop	Crotons		2.0	cs.	12.00	\$24.00
Gerrys Food Distributor	Rice-Long Grain	6674	8.0	cs.	15.90	\$127.20
Freds Food Supply	Tea	634766	5.0	cs.	8.08	\$40.40
Freds Food Supply	Cherries-Marachino		4.0	cs.	27.00	\$108.00
Farmer Fresh Produce	Carrots		6.0	lb.	0.65	\$3.90
Freds Food Supply	Broccoli-Stalks	5548	8.0	cs.	19.08	\$152.64
Farmer Fresh Produce	Broccoli-florets-blanchd	33	12.0	cs.	4.99	\$59.88
Freds Food Supply	Eggs, large	714063	2.0	cs.	24.30	\$48.60
Freds Food Supply	Dressing-cesear	716274	4.0	Bottl	13.37	\$53.24
Franks Dairy	Cream 35%	00822	1.0	cs.	4.19	\$4.19
Farmer Fresh Produce	Green onion	90087	2.0	cs.	0.70	\$1.40
Freds Food Supply	Ham-Sliced	154	3.0	cs.	1.69	\$5.07
Farmer Fresh Produce	Honeydew	743	5.0	cs.	1.55	\$7.75
Freds Food Supply	Tuna	628727	8.0	cs.	65.26	\$522.08

Search: Remove Pak count: 0 Case count: 73 Total: \$1,161.25

Sync to Pocket PC Template Save Load Request Bids Create Close

Make Decisions that Save Money

- Pick suppliers based on last supplier or best bid prices
- Track bids on every case size purchasable
- Verify orders with a receiving docket
- Choose the correct case size for the order

Receiving Docket

Joe's Fine Dining Run Reports Mar1 2007 to Mar 31 2007
123 Wherever Avenue
Anywhere, OR, 11111
Phone: 2125551212 Fax:

P.O. # Order Date
order 3 10/2/2007

Supplier: Farmer Fresh Produce
Bear Country Road
Bear Country, PA
Phone: 2125551212 Fax:

"Delivery Date": Tuesday, October 02, 2007
Account #: Supplier Contact: Farmer Bill
Ordered By: Demo Demo

Received By: Receive Date:

Order Code	Description	Ordered	Unit	Size	Received	Comments
743	Celery	6.00	cs.	25lb.		
	Honeydew	4.00	cs.	1/ea.		
	Lemons	4.00	cs.	200/ea.		
9009	Lettuce-Red Leaf	8.00	cs.	4/head		
4456	Lettuce-Shredded	6.00	cs.	4/bag		
77701	Onions	2.00	cs.	50lb.		
89776	Parsley	7.00	cs.	1/ea.		
334	Pepper-Red	8.00	cs.	1/b.		

End of Order - Please confirm all best before dates and make any notes on shipping damage or unsuitable product.

Ordering Only What's Needed

- Create forecasted orders based on per day usage, sales volume or preset par levels
- Order by full or split cases
- Generate purchase orders and receiving dockets to verify stock ordered to received

Forecast

Store: Run Reports Mar1 2007 to Mar 31

Order Date	Supplier	Purchase Order #	Delivery Date	Order Total	Status	Comments
10/14/2007	Bakery Shop	4669	10/12/2007	\$74.10	Pending	
10/14/2007	Farmer Fresh Produce	758587	10/12/2007	\$287.94	Pending	
10/14/2007	Franks Dairy	7578573	10/12/2007	\$74.07	Pending	
10/14/2007	Freds Food Supply	874546	10/12/2007	\$945.22	Pending	
10/14/2007	Gerrys Food Distributors	2544	10/12/2007	\$63.90	Pending	
10/13/2007	Bakery Shop	27882	10/12/2007	\$20.41	Pending	
10/13/2007	Farmer Fresh Produce	4235	10/12/2007	\$247.25	Pending	
10/13/2007	Franks Dairy	728727	10/12/2007	\$11.00	Pending	
10/13/2007	Freds Food Supply	79972	10/12/2007	\$889.79	Pending	
10/13/2007	Reliable Food Supplies	27882	10/12/2007	\$58.00	Pending	
10/12/2007	Freds Food Supply	15436	10/12/2007	\$48.44	Pending	
10/02/2007	Bakery Shop	order4	10/02/2007	\$60.00	Pending	
10/02/2007	Farmer Fresh Produce	order 3	10/02/2007	\$365.66	Pending	
10/02/2007	Franks Dairy	order 2	10/02/2007	\$104.94	Pending	
10/02/2007	Freds Food Supply	Order 1	10/02/2007	\$492.02	Pending	
08/15/2007	Bakery Shop	464984	08/15/2007	\$12.00	Pending	

Received Order: Show Page Export to Supplier Open New Delete Close

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OPTIMUM CONTROL

PURCHASING

It's all about saving you money and making purchasing easier!

Simplify Your Purchasing

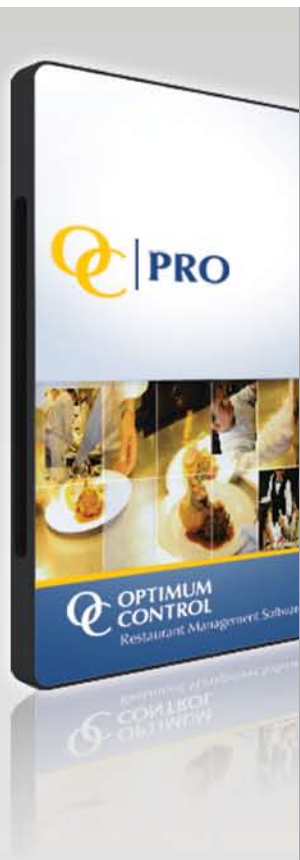
- Update or overwrite prices as you enter the invoice
- Create an invoice by receiving an order
- Export purchase transactions to many popular accounting systems
- Request a credit for returned stock

Get Results That Make Sense

- Apply taxes and adjustments to the cost of purchased items
- Update stock levels instantly
- Know that an invoice will only save when balanced
- Price changes flow through to all recipes

Buy From Who You Want - How You Want

- Purchase an item in multiple case sizes
- Know which case sizes are purchased regularly
- Create templates for routine purchases
- Searching by name or order code



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OPTIMUM CONTROL

Clear, Concise REPORTING

It's all about getting the information you need!

Facilitates Decision Making

- Generate reports with just a few simple clicks of a mouse
- Filter reports to see the information you want
- Export reports to many popular file formats
- Over 70 reports available organized by category

Joe's Fine Dining (JOES)

Usage Summary - by Count Amounts

9/29/2009 11:52:54

From: Monday, March 09, 2009
To: Monday, March 23, 2009

Sales: \$24,873.84

Actual Cost of Sales: \$7,152.84 28.76%
Ideal Cost of Sales: \$6,949.48 27.54%
Variance: \$203.35 1.22%
Waste: \$0.00 0.00%
Net Variance: \$203.35 1.22%

Note: Inventory amounts that have been adjusted are marked with *; see the "Review Inventory Report".
Ideal amounts marked with * have been actualized. i.e. Ideal = Actual

Description	UOM	Opening Inventory	Period Purchases	Ending Inventory	Actual Usage Amount	Ideal Usage Amount	Waste Amount	Difference
Food Sales: Not Detailed								
Beverage								
Coffee	bag	320.000	0.000	263.500	\$6.500	\$36.27	\$6.534	\$0.000
Coffee filters	bag	5.000	0.000	5.000	0.000	0.000	0.000	-0.004
Juice-Orange	pak.	36.000	0.000	27.500	6.500	\$22.30	0.471	\$22.00
Pop-Kyrus	bag	10.000	3.000	7.670	5.330	\$355.55	5.354	\$355.55
Hot drinks	ea.	3.000	0.000	3.000	0.000	\$0.00	0.000	\$0.00
Strawberry	box	45.000	0.000	45.000	0.000	\$0.00	0.000	\$0.00
Sugar portion	cs.	3.000	0.000	2.809	0.191	\$3.34	0.201	\$3.52
Sugar Twin portion	bag	12.000	0.000	12.000	0.000	\$0.00	0.000	\$0.00
Tea	box	3.000	0.000	3.000	0.000	\$0.00	0.000	\$0.00
Beverage Totals					1.67%	\$416.51	1.68%	\$418.83
Bread								
Bruid Crumbs	pak.	2.000	2.000	3.000	1.000	\$10.00	1.110	\$11.10
Bun-Beef dp	ea.	24.000	252.000	40.000	236.000	\$57.10	236.000	\$57.10
Buns-Hamburger	ea.	54.000	1044.000	143.000	945.000	\$154.71	1044.000	\$173.50
Buns-Kaiser	ea.	36.000	0.000	36.000	0.000	\$0.00	0.000	\$0.00
Bread Totals					0.91%	\$275.81	0.93%	\$284.79

Account For All Of Your Stock

- Usage Summary – Actual versus theoretical usage on every item in your inventory
- Item Activity – Displays perpetual inventory quantities and values
- Identify what was purchased from which supplier and how much you paid for it

Joe's Fine Dining (JOES)

Period Sales Mix

9/30/2009 09:16:50

From: Sunday, March 01, 2009
To: Tuesday, March 31, 2009

Gross Sales for Period: \$52,517.50
Desired Percent: 30.00 %

Item Description	OC Price	Avg Price	Sold	Sales Total	% of Sales	Cost	%	Gross Margin
Food								
Add-on								
W/Soup Cup	\$1.50	\$1.50	197.00	\$295.50	0.563%	\$94.40	31.95%	\$201.10
Sales Group Total:			197.00	\$295.50	0.563%	\$94.40	31.95%	\$201.10
Appetizer								
SPRUCH SAL	\$9.50	\$9.50	216.00	\$2,052.00	3.907% (K)	\$670.12	32.66%	\$1,381.88
Sales Group Total:			216.00	\$2,052.00	3.907%	\$670.12	32.66%	\$1,381.88
Beverage								
Coffee-Goz Cup	\$1.00	\$1.00	534.00	\$534.00	1.017%	\$382.82	15.51%	\$451.18
MILLER LITE	\$3.75	\$3.75	331.00	\$1,241.25	2.363%	\$129.09	10.40%	\$1,112.16
Pop-10 oz Glass	\$1.25	\$1.25	3976.00	\$4,970.00	9.461%	\$661.00	13.12%	\$4,309.00
Red Wine-Goz Glass	\$4.25	\$4.25	187.00	\$794.75	1.513% (K)	\$306.64	48.65%	\$488.11
White Russian	\$4.25	\$4.25	263.00	\$1,117.75	2.128%	\$254.48	22.77%	\$863.27
White Wine-Goz Glass	\$4.25	\$4.25	256.00	\$1,088.00	2.072% (K)	\$349.59	32.13%	\$738.41
Sales Group Total:			5546.00	\$9,744.50	18.555%	\$1,854.53	19.03%	\$7,889.97
Combination Dish								
Catering dinner #1	\$5.99	\$18.00	194.00	\$3,492.00	6.649% (K)	\$1,088.71	31.18%	\$2,403.29
Cheeseburger Combo	\$4.99	\$4.99	490.00	\$2,445.10	4.656% (K)	\$889.62	36.38%	\$1,555.48
Hamburger Combo	\$6.25	\$3.99	492.00	\$1,963.08	3.738% (K)	\$761.06	38.77%	\$1,202.02
Sales Group Total:			1176.00	\$7,900.18	15.043%	\$2,729.39	34.67%	\$5,170.79

Know Where Opportunities Exist

- Cost Analysis – Analyze cost of sales trends for up to four periods
- Budget Variance – Identifies actual versus budgeted values per GL account
- Menu Engineering – Analyze the profitability and popularity of all menu items

Joe's Fine Dining (JOES)

Menu Engineering Worksheet

9/30/2009 09:12:32

From: Sunday, March 01, 2009
To: Tuesday, March 31, 2009

Gross Sales for Period: \$52,517.50

Note: This report calculates a menu product's Popularity (Average Popularity Factor) and Profitability (Average Item Profit) within the group.

Item Description	Sold	Popularity %	Selling Price	Current Cost	Margin %	%	Sales	Cost	Profit	Profitability	Popularity	Menu Item Class
Food												
Add-on												
W/Soup Cup	197.00	100.000%	\$1.50	\$0.47	\$1.026	31.95%	\$295.50	\$94.40	\$201.10	HIGH	HIGH	Star
Averages:	197.00		\$1.50	\$0.47	\$1.026	31.95%	\$295.50	\$94.40	\$201.10	"Based on averages"		
Appetizer												
SPRUCH SAL	216.00	100.000%	\$9.50	\$3.10	\$6.396	32.66%	\$2,052.00	\$670.12	\$1,381.88	LOW	HIGH	Workhorse
Averages:	216.00		\$9.50	\$3.10	\$6.396	32.66%	\$2,052.00	\$670.12	\$1,381.88	"Based on averages"		
Beverage												
Coffee-Goz Cup	534.00	9.620%	\$1.00	\$0.36	\$0.645	15.51%	\$534.00	\$382.82	\$151.18	LOW	LOW	Dog
MILLER LITE	331.00	5.980%	\$3.75	\$0.39	\$3.360	10.40%	\$1,241.25	\$129.09	\$1,112.16	HIGH	LOW	Challenge
Pop-10 oz Glass	3976.00	71.912%	\$1.25	\$0.38	\$0.870	13.12%	\$4,970.00	\$661.00	\$4,309.00	LOW	MID	Workhorse
Red Wine-Goz Glass	187.00	3.372%	\$4.25	\$2.07	\$2.182	48.65%	\$794.75	\$306.64	\$488.11	HIGH	LOW	Challenge
White Russian	263.00	4.742%	\$4.25	\$0.88	\$3.368	22.77%	\$1,117.75	\$254.48	\$863.27	HIGH	LOW	Challenge
White Wine-Goz Glass	256.00	4.616%	\$4.25	\$1.21	\$3.044	32.13%	\$1,088.00	\$349.59	\$738.41	MID	LOW	Challenge
Averages:	5546.00		\$3.13	\$0.84	\$2.293	19.03%	\$9,744.50	\$1,854.53	\$7,889.97	"Based on averages"		
Average Item Profit: \$1,421												
Menu Popularity Factor: 43.33%												

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OPTIMUM CONTROL

CATERING & BANQUETS

It's all about taking the guess work out of event management

Plan And Cost Any Banquet

- Detail event time, serve time and duration
- Base quote on Selling price, Cover Price or even Cost of sales percentage
- Extract stock from inventory once event is complete

Confirm The Event

- Print a confirmation so the client can sign off
- Display any special instructions required
- Keep a detailed file of all events

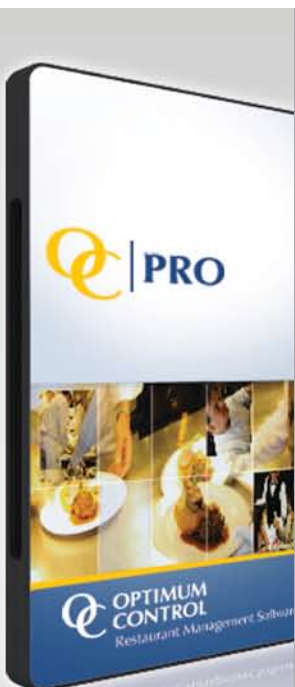
Know What You Need

- Print a shopping list for each event
- View a scaled listing of all preps required
- Automatically create an order ready to upload to suppliers

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OPTIMUM CONTROL

WE KNOW INVENTORY! WE SUPPORT INVENTORY!

Over the last 13 years Optimum Control has been helping restaurants around the world to increase profits and track inventory more effectively!



DIFFERENT PRODUCTS AVAILABLE TO MEET ALL OF YOUR NEEDS



Optimum Control Professional (OCPRO)

Developed for customers who want full functionality complete with recipe costing, inventory control, ordering, purchasing, catering and buffets. Reporting includes menu analysis, actual versus theoretical usage and over 60 more reports.



Optimum Control Premier (OCPREMIER)

Developed for customers such as hotels, golf courses and resorts that need all the functionality of OCPRO with the addition of multiple profit centers, stock requisitions, consolidated ordering, easy to use stock transfers and usages per area.



Optimum Control Express (OCEXPRESS)

Developed for customers who only want inventory counting and valuation, recipe costing and theoretical usages from the POS system. This product will, like OCPRO, calculate ideal food cost as well as analyze menu profitability and popularity.



Optimum Control Enterprise (OCENTERPRISE)

Web based application designed for chain operations who, first and foremost, want to manage items and recipes from a central database and sync with all stores. Consolidated reporting for all stores, selected regions or even down to the store level displaying usages, purchases and even sales mix information.

ASK ABOUT OCMOBILE FOR POCKET PC.

All versions are compatible with most popular POS Systems

