



### THE CLIENT

A well-known and long-established Italian restaurant near the Jersey Shore



### THE BACKGROUND

This restaurant with a strong brand has been providing outstanding Italian dishes to its loyal patrons for many years. Over time, this restaurant has become more popular, which has put stress on the staff. Of note, there is a limited capacity to the volume the kitchen can handle, and there was no option to expand the size of the kitchen.

**The restaurant owners felt “stuck” and engaged with CFO on Demand when they could not find a solution to improve their business model and improve profitability.**



### THE SOLUTION

The CFO on Demand team engaged with this restaurant and as a first step, closely examined its kitchen operations. The team also reviewed the menu and determined there were ways to streamline the kitchen by shedding similar menu options and consolidating menu choices.



### THE RESULTS

With guidance from CFO on Demand to strategically cut the menu by 15%, the restaurant was able to more efficiently and cost-effectively serve its patrons. Importantly, the restaurant improved its profitability by 20% over a 6-month period and will sustain this improvement into the future. Another benefit: customer satisfaction has improved with a 13% increase in 4- and 5-star reviews since management implemented the changes.

The results obtained by the CFO on Demand team for this client carry across various industries, including manufacturing.



**This restaurant improved its profitability by 20% over a 6-month period and expects to sustain this improvement into the future.**