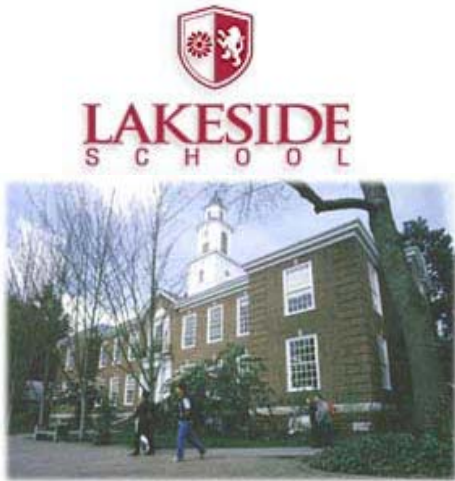


CASE STUDY: LAKESIDE SCHOOL

Price Knowledge is Key to Improved Purchasing Power



Background

The Lakeside School campus is located ten miles north of downtown Seattle. A private academic institution with over 800 students in grades 5 through 12, Lakeside School is a place where students and teachers are intellectually curious, extremely motivated and disciplined in the pursuit of knowledge. In addition to serving healthy ala carte items and over 550 hot entrees a day, Lakeside also provides complete catering services for those affiliated with the institution.

The Catalyst: Managing Inventory & Purchases

All meals are prepared on the Lakeside School premises and include breakfast, morning snacks, lunch and afternoon snacks. The food service and catering departments operate as individual businesses with separate purchases and sales. Brian Hames is responsible for both units as the Director of Food Service and Catering. He has been with the school for over 17 years and a FOOD-TRAK client since 1997. "We initially purchased the FOOD-TRAK System to manage our inventory and purchases," says Hames. "We definitely needed to get a handle on our inventory and receiving practices. Prior to implementing FOOD-TRAK, our purchasing procedures were all manual. Invoices were manually entered, filed and left for accounting to pay without checking for correct amounts."

Results: Improved Price Awareness, Reduced Theft and Consistency

Hames continues, "FOOD-TRAK has really benefited us in tracking prices from our vendors. It red flags price increases that we were previously unaware of. It has been great in highlighting price errors and is excellent in the way it forces me to look at prices.

FOOD-TRAK was actually instrumental in helping us catch a purveyor stealing from us. The driver was also the company owner and we never realized that he was shorting us on shipments and changing prices on our invoices until we started using FOOD-TRAK. We promptly replaced him, but can only guess how much money we lost. We don't have that problem to contend with now. In fact, we will be adding a second vendor, so that we can take advantage of FOOD-TRAK's bid comparison feature to ensure we are always getting the best prices. Additionally, we are using the system's recipe creation tool very extensively. This helps maintain consistency of the food coming out of our kitchen."

Key Feature: FOOD-TRAK Mobile Partners Reduces Inventory Time

The Lakeside School has recently purchased the FOOD-TRAK Mobile Partner (FMP) hand-held scanner to improve their inventory process. Hames says, "We have seven areas that we inventory monthly. Using hand-written inventory sheets, it took me 6 hours to count up to 1,000 items. The FMP definitely saves time. We have our areas set up very well, so with the FOOD-TRAK hand-held device, our monthly inventory now takes just an hour. The next step is to enter the bar codes which will allow us to scan the items, making inventory even faster with little chance for errors."

"FOOD-TRAK was actually instrumental in helping us catch a purveyor stealing from us."

-Brian Hames

Director of Food Service and Catering, Lakeside School

Additional Uses: Nutritional Analysis and Recipes

To promote healthy eating habits and to provide sound nutrition for students and faculty, the Lakeside School food services department developed guidelines to encourage prudent, nutritious choices. Hames continues, "Our menus are planned for no more than 30 percent of calories derived from fat sources, as current FDA and AMA recommendations suggest. The FOOD-TRAK Nutrition module enables us to stick to the plan of serving healthy and balanced meals to our students. We have used it to produce a chart of nutritional information on our menu offerings, which we have displayed on our web site. It has been well-accepted, especially with the parents."

A Final Word about FOOD-TRAK: "Lucky to have had the Opportunity"

Hames recently attended the 4-day FOOD-TRAK Database Construction Management (DCM) class. "DCM helped me a lot. It is an excellent class that helps attendees learn the fundamentals of the system. FOOD-TRAK is a very powerful program and a great asset to our institution. Most places that I have worked at or that I am familiar with don't have programs like this. Everything is hand-written. They could all benefit from a FOOD-TRAK implementation. I am very lucky to have had the opportunity to work with and benefit from it for so long."

About Lakeside School

The mission of Lakeside School is to develop in intellectually capable young people the creative minds, healthy bodies, and ethical spirits needed to contribute wisdom, compassion and leadership to a global society. Lakeside School fosters the development of citizens capable of and committed to interacting compassionately, ethically, and successfully with diverse peoples and cultures to create a more humane, sustainable global society. For more information, visit www.lakesideschool.org.



About System Concepts, Inc.

System Concepts, Inc. (SCI) is the developer of the FOOD-TRAK® System and is one of the world's first companies to specialize in the field of food and beverage management automation. The Company provides software and consulting services designed to help all types and sizes of food service operations maximize food and beverage profits. SCI utilizes a project approach, incorporating a diverse set of documented steps and procedures customized for each client to help ensure success. Headquartered in Scottsdale Arizona, the company has more than 10,000 clients in over 18 countries. For more information, visit www.foodtrak.com

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-Brian Hames



Lakeside School uses the Symbol MC9000-K with their FOOD-TRAK Mobile Partner software to significantly reduce inventory time.

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