



## Southern Hills Country Club - Successfully Combining Technology with Southern Hospitality

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Considered one of the most prestigious clubs in the US, Southern Hills Country Club in Tulsa, Oklahoma was established in 1936. Their Perry Maxwell-designed Championship Course was the first to host four PGA Championships, and has also hosted three U.S. Opens. Southern Hills offers 27 holes of golf, a fitness center, four indoor and eight outdoor tennis courts, swimming and diving pools. They have an extensive food and beverage operation, consisting of a fine dining restaurant, two grills, a lounge, pool-area restaurant and 10th tee halfway house.

According to Nick Sidorakis, CCM, General Manager/COO of Southern Hills, "We felt it was time to move past the numerous spreadsheets into a comprehensive F&B system for better control and less associated labor. After looking at a few systems, we chose the FOOD-TRAK System because of the company's great reputation and experience in the club industry as well as their strong approach for implementation. They built our database, trained our staff and came on-site to supervise the start-up, and we are very pleased with the result."

Sherri Scott, Purchasing Manager for Southern Hills is their FOOD-TRAK team captain. "Our primary concerns were inventory control, barcode capabilities, purchasing control and streamlining operations," says Sherri. "The FOOD-TRAK team made the implementation process practically seamless. We conducted our first inventory March of 2013. The first month, we used both FOOD-TRAK and the old system for inventory comparison. April 2013 we began using only FOOD-TRAK for inventory, purchasing and transfers. It was a very easy transition."



Instead of bringing the software in-house and operating it on their own systems, Southern Hills chose to take advantage of the FOOD-TRAK Cloud Service. "The hosting solution offered with FOOD-TRAK made perfect sense for us," says Sidorakis. "We have no need for servers or IT assistance, the system can be accessed from anywhere, and they handle backups and updates automatically."

Southern Hills, in an effort to reduce labor associated with inventory and procurement also embraced the idea of mobile technology and scanning for their club. System Concepts, Inc. (SCI), developers of the FOOD-TRAK System offers the ability to use iPads and other mobile pad devices along with their line of FOOD-TRAK Mobile Partners – ruggedized and sealed handheld scanners that can withstand freezer temperatures and hot, humid environments.

In concert with their initial objectives for labor savings, Southern Hills makes extensive use of barcode scanning. "FOOD-TRAK cut inventory time by more than half," observed Scott. "The Mobile Partners simplified inventory and transfers." They also utilized many of the system's hundreds of reports to help monitor and control the operation. The reports can be viewed from anywhere on any browser, pad or cell phone. "The reporting capabilities are exceptional," says Scott.

A strong advocate for the use of automated F&B management systems in clubs, Southern Hills has been using the FOOD-TRAK system for almost three years, and is confident their objectives have been met. "FOOD-TRAK has given us more control. With ever-rising food and supply costs it is hard to put a dollar value on that," concludes Scott. "It has been one of the best decisions

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we've made for our F&B operation."

*About the author: Bill Schwartz is the founder and CEO of System Concepts, Inc. (SCI). Based in Scottsdale Arizona, SCI is a food and beverage procurement and inventory management consulting firm and the developer of the FOOD-TRAK System, which is widely used in club operations around the country. Bill can be reached at 480-951-8011 or [bills@foodtrak.com](mailto:bills@foodtrak.com).*