IPro…An Overview

IPro is a comprehensive restaurant inventory, recipe costing and food cost control software. Written by food service professionals for food service professionals, it features:

- Food and beverage cost control
- Inventory tracking and reporting
- Ordering and purchase history
- Recipe costing, resizing and write-up
- Menu sales and profit analysis

IPro is downloadable for immediate and free delivery. You can start using IPro today!
Use IPro restaurant software to:

- **Reduce food and beverage costs**
- **Detect theft, over-portioning and creeping vendor prices**
- **Cost and re-cost recipes as ingredient costs change**
- **Determine menu item profit contribution and other sales analyses**
- **Reduce stock levels and order more accurately**
- **Much more . . .**

IPro is for Restaurants and All Food Service Specialties

IPro's approach to food service inventory and cost control is flexible, comprehensive and universal. Though primarily designed for restaurants, IPro is also used in the full variety of food service specialties:

- Bakeries
- Bars
- Casinos
- Chain Restaurants
- Coffee Shops
- Commercial Cooking
- Culinary Schools
- Event Caterers

- Fast Food / Quick Serve Restaurants
- Full Service / Fine Food Restaurants
- Hospitals
- Hotels
- Institutional Caterers
- Night Clubs
- Nursing Homes
- School Food Service

Food service is different from other businesses. You know that inventory software meant for most businesses doesn't work for your food business-- you need software designed for you.
Since 1979, we've delivered thousands of copies of IPro to help run all types of food businesses. If you make or sell food or beverages, you can use IPro.

When you use IPro, expect to reduce your food cost by 5% to 10% of sales (i.e. from 35% to 30%). In practice, IPro has reduced food and liquor costs as much as 25%, doubled profits and saved businesses from going broke.

With IPro, you can sharpen your management skills to perfection and do everything regularly that you've never had time to do before. You can make cost management a daily habit and not a last-ditch emergency response.

How IPro Cuts Costs and Builds Sales

It's the solid restaurant management technique around which IPro is designed that cuts costs and increases sales. IPro can be used as far more than just utility software to cost a recipe or check your stock-- it helps you run your business the way it should be run. IPro provides workable, practical, flexible management tools for a multitude of stock control, production, menu engineering and sales analysis situations. IPro uses tried-and-true management techniques that reduce food cost, increase sales and make the most of your valuable time.

Use IPro to Achieve Your Management Goals		
• Manage professionally • Know costs at all times • Be aware of changes • Increase organization	• Detect problems quickly • Minimize costs • Be more systematic • Speed up bookkeeping	• Minimize theft, waste • Better vendor tracking • Prepare for expansion. • Track all activity

Let's get some perspective-- we're talking about making serious money (probably yours!). IPro's users will process billions of dollars worth of food transactions this year. How much do you spend on food a year? $100,000? $500,000? More?

The real question is, if you cut your food cost by 5% of sales (a conservative figure) how much would you save? $5,000? $25,000. If you boost your sales 5%, how much more can you make? $10,000? More?

IPro usually pays off from the moment you start working on it. Setting up the software forces you to gather data and focus on cost details that you may usually ignore. Our customers have said countless times that because they finally got a current recipe cost that they immediately raised prices, or because they finally got a handle on inventory, they immediately cut stock and purchases.

Some of our customers tell us that costs are reduced from the moment they buy the software! Announcing that cost control will be implemented puts the staff on notice so theft and waste are immediately reduced just by the act of expressing your intentions.
Your big payoff really comes when you get reports showing:

- What your food cost is (actual food cost from periodic inventory).
- What your food cost should be (ideal food cost from perpetual inventory).
- Stock overused (from over-portioning, waste, theft, out-of-spec products, neglect, etc.)
- Stock overpriced (from creeping prices, jumping prices, lowball prices, hidden costs, bait-and-switch substitutions, etc.).
- Stock wasted (from trashing, burning, rotting, waste, etc.)
- Dropping profits (higher costs, lower sales, failure to market, etc.)

But it's not just all about the cost reporting. IPro is also meant to provide conveniences that save your time and let you be thorough and efficient. It helps you take stock, order and assists bookkeeping.

Common Questions / FAQs

Will IPro run on my computer?
IPro runs on any recent PC with Windows, including Windows 2000 and XP. IPro does not require significant memory or any additional software. IPro can run on a Mac with virtual PC software.

Can I use IPro to just cost my recipes? (And not do inventory control?)
Yes. There are many ways to use IPro. You do not have to use all of its features.

Do I have to enter all my purchases to get food cost?
No. You can just take inventory and then get the value of stock on hand from IPro. Take the starting inventory value in dollars, add your purchases (your invoice totals), and then subtract the ending inventory to get your food cost. (But we strongly recommend that you record your purchases into IPro.)

Can I just take inventory once a month?
IPro lets you take inventory as often as you want. You can even have mixed periods- some items daily, others weekly, others annually. We strongly recommend that you take full inventory weekly, however. It's too hard to correct food cost problems if you only know your numbers once a month.

Does IPro come with food data already loaded?
No. It is important to enter your stock exactly the way it <u>actually</u> comes from <u>your</u> suppliers. Part of what you need to do is determine your real costs, which requires very careful attention to how items are packaged and their yields. There are no universal standards for most food products. Food varies greatly from vendor to vendor, brand-to-brand, season-to-season and even from one delivery to the next.

How does IPro compare to other restaurant inventory and recipe software?
It's similar overall to several of the well-known software systems that sell from $500 to $2,000 or more. IPro is typically more flexible and much faster than others. It is also more detail-oriented and is able to handle trickier problems. Also, IPro comes as a single do-all module and is not broken up into inventory, recipe, sales, purchasing and other modules. We also allow you to use IPro for as many restaurants as you have without purchasing additional licenses.

Why is IPro so much less expensive than other software?
Because we don't sell it through POS dealerships who make expensive on-site sales calls. We don't have to worry about supporting their prices. And our customers want affordable software, so that's what we give them.

Is there a multi-user version that runs on a network?
The standard version of IPro is multi-user on a network with some limitations. IPro can be installed on multiple client machines and use data located on a server. There are no extra charges for IPro's multi-user capabilities.

How many restaurants can I use IPro for?
IPro can be used for multiple related (that share inventory) or unrelated foodservice operations. You can use IPro for as many restaurants as your company owns without additional charges.

How does IPro track liquor?
Food and liquor inventories are treated mostly the same except they are tracked separately. IPro

calculates liquor costs as well as food costs. Inventory is grouped into "reporting classes" so you can get separate reports for food and liquor services. IPro also has a variety of liquor-specific features such as taking stock by bottle weight and dead bottle tracking.

Can IPro run on a PDA so I can take inventory using the PDA?
No. The main reason people want to use a PDA is so they can take inventory with the device. We've tried it but it was slow and awkward trying to match the stock items on the shelf with the item records in the PDA. It seems that the printed check lists that IPro creates, attached to a clip-board and marked up with a pen, is still by far the easiest and fastest method of taking inventory.

Can IPro import vendors' food data files?
No- we have tried this in the past and it has not been practical or economical. Vendors' files do not supply all the kinds of data that IPro requires. Their data formats and content change too frequently. IPro is meant to track only inventory that you actually use or have used. It does not make sense to burden your computer with all the items that are in your vendors' catalogs.

Can IPro link to my POS?
IPro can link to almost any POS by means of an IPro POS Link Module. IPro Link Modules are sold separately from IPro and are specific for each POS brand and model. IPro does include "generic" link modules for specific text, database and spreadsheet formats for importing sales data. Click here for details.

Do I have to link IPro directly to my POS?
No. Most IPro users do not have IPro linked directly to their POS systems or cash registers. Many users just enter their sales summaries into IPro by hand (there's much less sales data to enter compared to the inventory quantities that you need to enter- that work becomes trivial). Some users do not enter sales figures at all (but they don't get ideal food cost, sales analysis or perpetual inventory).

Can I enter customer orders into IPro?
No- IPro is not a point-of-sale system. It is not used by your dining room staff to enter individual customer orders. However, you can enter commercial and catering customer orders (bulk sales) and IPro will use this data for sales, costing and purchasing purposes.

Does IPro do my accounting?
No- IPro is not an accounting / financial reporting program and does not produce financial statements such as balance sheets and income statements. Most of our customers use QuickBooks for that. What IPro does and what QuickBooks does are two very different things. Often, however, our customers run QuickBooks and IPro together while entering invoices. The payables data goes into QuickBooks and the inventory line item data goes into IPro. There is no double entry; QuickBooks does not want the line item data and IPro does not want the payables data.

Do the people who wrote this software have a background in restaurants?
Dan Gimpel is the senior programmer and designer of IPro and has a long background in both restaurants, programming and the combination of the two. His family owned and operated a chain of full service restaurants in Southern California for more than twenty years. Dan worked in the family business for many years but his education is in computers and business management. In 1979, he started writing software to help run his families, and then others' restaurants, and by 1982, restaurant software became his full-time business. The original software (then called "RESCOP") ran on the Radio Shack TRS Model 1 with only dual 160K floppy disks. In 1983, they were converted to the first IBM PCs (with no hard drive yet). The first "IPro", a DOS program, came out in 1992. IPro for Windows was released in 1998. The current version of IPro is the result of four major rewrites and the suggestions of hundreds of active users over more than two decades. Thousands of copies of IPro are now in use.

Do you offer IPro classes or consultants to teach IPro?
There are no classes but there are a few consultants available. Most IPro users are able to learn IPro on their own, maybe with a phone call or two for help. IPro includes complete built-in help, including a tutorial with sample data and startup worksheets. We are also developing new educational materials such a help website and instructional DVDs.

How does support work?
Support is by phone and Internet as is usually free. (We really get very few support calls!) There is no subscription charge or yearly maintenance fee. Major updates may be available at modest fees.

How IPro Compares to the Competition

What makes IPro different makes IPro better. When we designed IPro, we carefully reviewed our own old software and our competitions' to make sure we had all the best features-- theirs and ours. We also added new features that made a big difference:

One IPro Module Does It All: Over many years we've learned that what customers really want is . . . anything and everything-- but all in one package. (When in doubt-- get everything!) So that's what IPro offers-- single-module software with all the important extras built-in. Expect our competitors to offer many separate modules that all together cost far more and do far less.

Total Recall: IPro stores all original details so you can report, compare, reconstruct and re-analyze any prior time period with total accuracy. You can see an entire year's figures or compare this New Year's to the last. Other software throws away detail (your work!) and limits you to the current and prior period. This is one way that IPro gives you more results for the work you put in.

List Processing: This is important because inventory control is almost nothing but working with lists for gathering data. IPro gives you complete control over work lists: their contents (which items), use (counting stock, sales, etc.) and order (alphabetical, numerical, etc.). You can copy, add and merge lists. You can fill them automatically with build-to-par quantities, on-hand counts from bar code readers and sales from cash registers. You can work on lists, put them away, get them out again, correct errors, update costs, post and unpost them. Our competitors' software has nothing like this.

Custom Reports: Everyone wants their own reports. IPro lets you customize and keep the settings for any number of new reports on file. You can retrieve reports by name. With others' software, you're stuck with the reports they made for you whether they make sense for you or not.

Choice of Cost Systems: Use either "Last Cost" for simplicity or "True Weighted Average Costs" for accuracy. IPro always uses correct values that reflect the mix of stock purchased at different costs. If your stock is from three shipments of different costs and quantities, that's fine. Other software can't do it right because they only use the last cost paid and can't be as accurate.

Custom Measures: IPro lets you define any and every measure: how you buy, count, use, make and sell items. Use pinches, slices, teaspoons, cups, globs and wedges. Give them weight, volume or unit values. Define one measure in terms of another (let 24 slices equal a loaf). Use natural language when you write recipes: "1 pound 6 ounces" or "3 tablespoons". Other software doesn't give you this ease, power or flexibility.

Inventory and Recipes in One File: IPro combines inventory and recipes into one file because that's the only way to effectively handle "batch recipes" such as sauces, dressings and soups. Batch recipes need to be recipe files and inventory files at the same time because making batches makes shelf stock that should be tracked. Competitors' software separates stock and recipes files, which require awkward "fake" transfers to keep track.

The Time it Takes and the Results You Get

Your biggest concern may be the time it takes to learn and run IPro. Do you know you don't need to set aside a large block of time to make this work? It's normal to start slowly-- in your spare time-- and gradually bring in different parts of the system. You can have cost control now instead of making it next year's big project.

It doesn't pay to put off cost control-- the longer you wait, the more it costs. Lack of time is not a reason to wait-- there are many quick-and-dirty things you can do that give impressive results. You don't have to use all of IPro's features to get significant benefits. You don't have to "enter everything all at once" to make the program work. A moderate amount of effort (i.e., recording purchases only) yields wonderful results. We've defined seven "work levels" to show you how much work gives you which results:

Work Level	Procedures and Results
1	**If You Just Use Stock On Hand Lists:** This is the minimum way to use IPro: Just make inventory check lists and take inventory. All you need to do to make lists is enter item names, prices and quantities. IPro does the stock-on-hand extensions and totals for you so you don't have to do them by hand. This isn't much work but it will save you some time and help you get organized.
2	**Use "List Processing" for Many Purposes:** In addition to making lists for taking stock, you can also use the lists for logging items received, transferred, wasted, sold, etc. and get reports showing the same. However, this is still not "real" control, its just using IPro as a utility for convenience and saving time.
3	**Benefits from Item File Setup Work:** At this level you only need to enter descriptions of your inventory. You don't normally stop at this work level, but we're making an important point: collecting data gives you the surprisingly great benefits of "discovery" and "setting goals". Chances are excellent that you don't really know what your costs are until you're forced to really look carefully at each item. You will be surprised and shocked by what you don't know. This awareness is the beginning of cost control.
4	**If You Only Record Purchases:** If your time is really precious, just record your purchases or received items only. This gives you the most bang for the buck-- there are many very useful reports if you only record your purchases. You can even determine food and liquor cost percentages based on purchases.
5	**If You Take Inventory and Record Purchases:** If you take inventory, record purchases and maybe transfers, you can start to get usage and usage history and averages. You can compare average use to current use, find out if you're under stocked or overstocked, and make buy lists based on the last-counted inventory.
6	**More Benefits If You Enter Recipes:** Inventory cost control is one thing and product cost control is another. You need to know what your recipes cost. Entering your recipes brings benefits of discovery and cost awareness-- save thousands of dollars immediately when you learn costs are higher than you thought.
7	**Maximum Results If You Enter Sales Data:** If you enter sales data, you'll find the "holy grail" of cost control: ideal use, ideal cost and stock reduction by sales. This gives you genuine cost control- the ability to compare what did happen to what should have happened. This is the only way to solve the problems that hurt you the most- theft, waste, over portioning and just plain sloppiness!

Main Item Window with Pick List Examples

IPro is designed to be easy to use and understand yet also offer a rich array of professional-level features. The Item Main Window is a good example of many IPro screens:
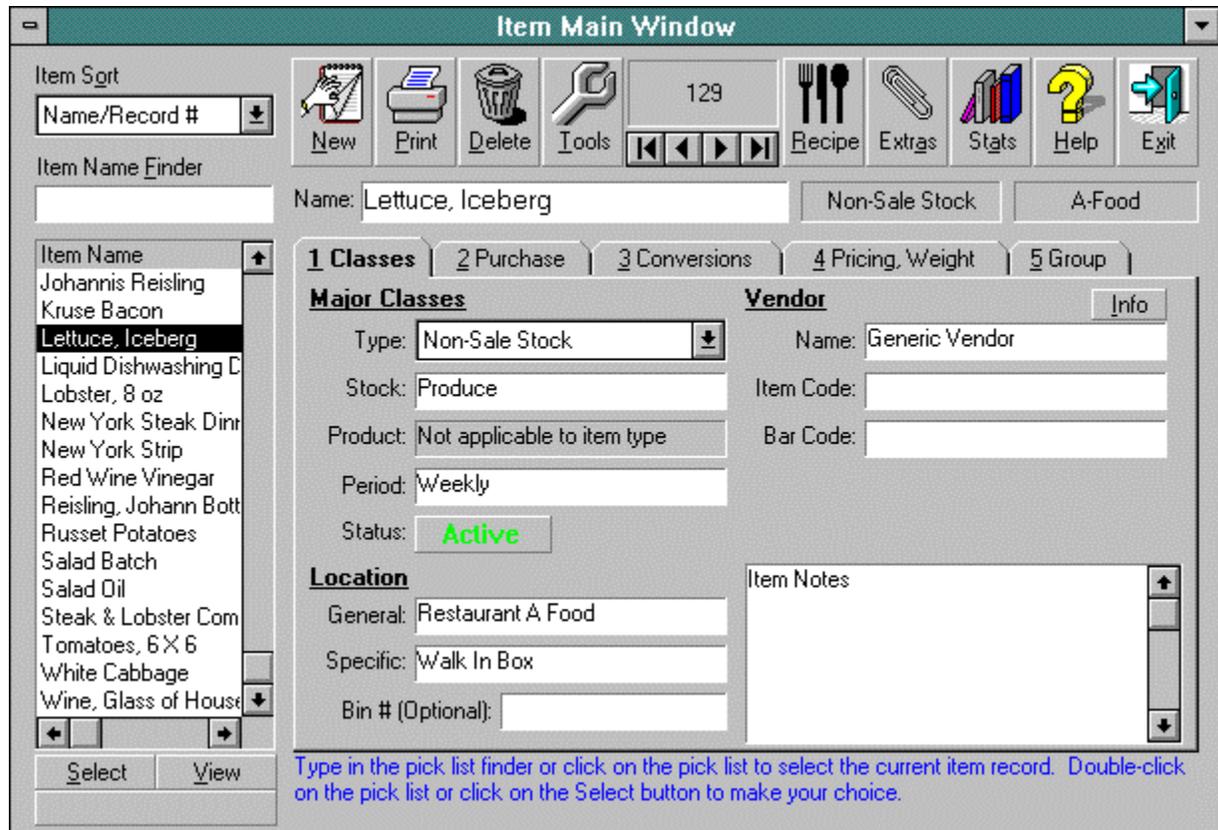
Item Main Window Screen Example (above)

The heart of this window is an "index card file". It's an intuitive method for entering and finding data in the proper sequence-- just fill out the data in the first card and then click on each index tab in turn.

Computers are for remembering things so you don't have to; your job is just to make choices and "pick lists" make choosing easy. The column of objects on the window's left side is the pick list group. It automatically shows appropriate choices and is always available for easy reference. It has versatile sorting and searching features. The pick list is context-sensitive-- in this example it selects items; in other situations it would be vendors or stock classes or whatever's needed.

Pick lists expand to display lots of other relevant data to make choosing easier:

Item Main Window

Item Sort
Name/Record #

New | Print | Delete | Tools | 129 | ◄◄ ◄ ► ►► | Recipe | Extras | Stats | Help | Exit

Item Name Finder

Name: Lettuce, Iceberg   Non-Sale Stock   A-Food

Item Name	Number	Item Type	Vendor	Report Class	Location	Member Type	M
French Roll	135	Non-Sale Stock	Bon Ap	A-Food	Pantry	Unjoined	U
Harvey's Bristol Crear	143	Non-Sale Stock	Adv Liquor	A-Bar	LiqStor	Unjoined	U
Harvey's Bristol, Glas	163	Non-Sale Stock	Generic	A-Bar	Not Set	Unjoined	U
House Dressing	154	For-Stock Batch	House	A-Food	Kitchen	Unjoined	U
JFJ Chablis	140	Non-Sale Stock	Adv Liquor	A-Bar	LiqStor	Unjoined	U
Johannis Reisling	142	Non-Sale Stock	Adv Liquor	A-Bar	LiqStor	Unjoined	U
Kruse Bacon	136	Non-Sale Stock	Dagco	A-Food	WalkIn	Unjoined	U
Lettuce, Iceberg	129	Non-Sale Stock	Generic	A-Food	WalkIn	Unjoined	U
Liquid Dishwashing D	149	Non-Sale Stock	Dagco	A-Food	Kitchen	Unjoined	U
Lobster, 8 oz	150	Non-Sale Stock	Dagco	A-Food	WalkIn	Unjoined	U
New York Steak Dinr	151	For-Sale Menu Ite	Generic	A-Food	Not Set	Unjoined	U
New York Strip	133	Non-Sale Stock	Pride	A-Food	WalkIn	Unjoined	U
Red Wine Vinegar	131	Non-Sale Stock	Dagco	A-Food	Pantry	Unjoined	U
Reisling, Johann Bott	160	For-Sale Menu Ite	Generic	A-Bar	Not Set	Unjoined	U
Russet Potatoes	132	Non-Sale Stock	Ben's	A-Food	Pantry	Unjoined	U
Salad Batch	155	For-Stock Batch	House	A-Food	Kitchen	Unjoined	U

Select | View

Select the current item from the pick list. The current line is highlighted. Click on a new line to make it current. Use the slider bar or finder box for more lines. Double click on the pick list to insert the current line.

Expanded Pick List View (above)

Functions are easily visible and findable as buttons in tool bars (at the top of the windows). There are no difficult pulldown menus and no hidden features.

IPro Help and New Item Screens

Some things just can't be intuitive so it's important that instructions be readily available. IPro has full-featured, on-line context-sensitive help: just press the help button for truly comprehensive on-screen or printed documentation, including setup worksheets, tutorial (below), how-to instructions, index searches, glossary and troubleshooting notes.
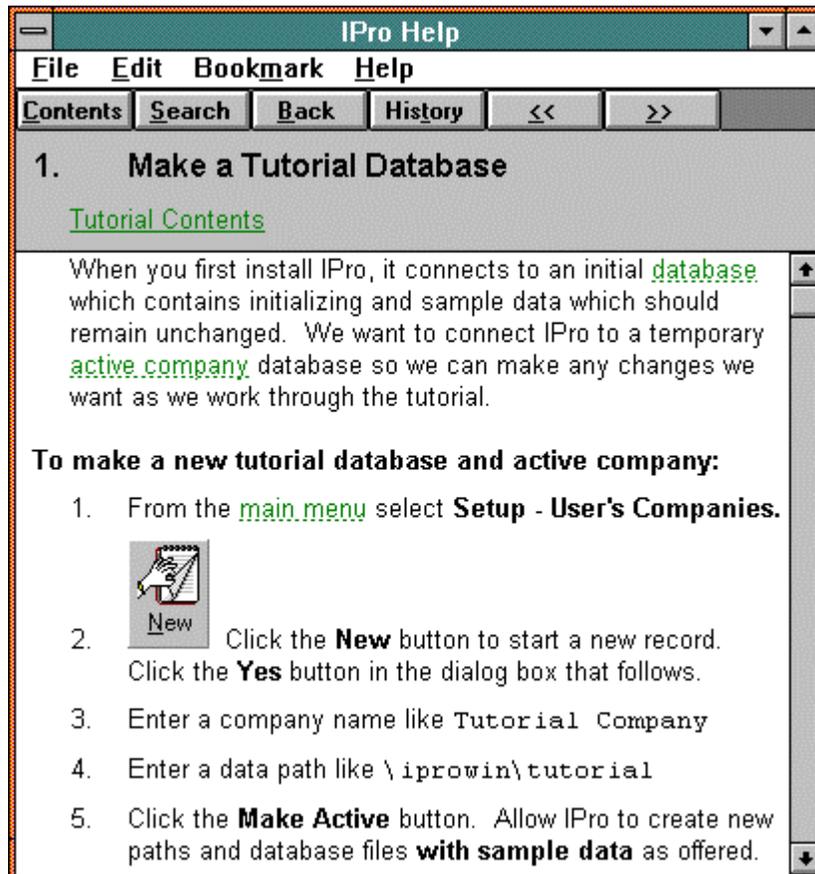
On-Line Help Screen Example (above)

IPro New Item Screens

Here is a simple but neat and important feature: you can easily create new inventory and recipe items by copying them from model items. (See below- this window comes up when you press the New button.) Since most of your new items are similar to some other item already on file, why not just copy the model item? IPro lets you copy from a selection of models or the current record, or you can start new records from scratch.

New Item Options Screen Example (above)

Item Recipe Screen

IPro's elegant and unified approach to cost control is to put everything in one file and avoid special situations whenever possible: The Item File holds inventory and recipes together. Batch recipe items may be both inventory and recipes at the same time. Some menu items are nothing more than stock sold as-is. IPro's item file handles all of these situations easily.

Item Recipe Window Example (above)

List Processing Screen

Restaurant cost control is all about worklists: lists for taking inventory, recording items received, sold, wasted, transfers, etc.-- even requisitions, quote requests and purchase orders. IPro has worklists for everything, and for simplicity, all work similarly.

IPro's "list processing" is for automatic or manual line-by-line control. You may sort lists by a dozen methods or manually move single lines. Create model lists and copy them for working lists. Print lists with blank spaces and attach them to clipboards for stock counts.


List Processing Screen Example (above)

Custom Report Setup Example

Reports often need to be customized to be meaningful, so IPro has an extremely powerful report writer (below). IPro has more than 50 built-in reports for food cost, liquor cost, vendor history, menu profit contribution and so on. But most importantly, you can customize the standard reports and add new ones.
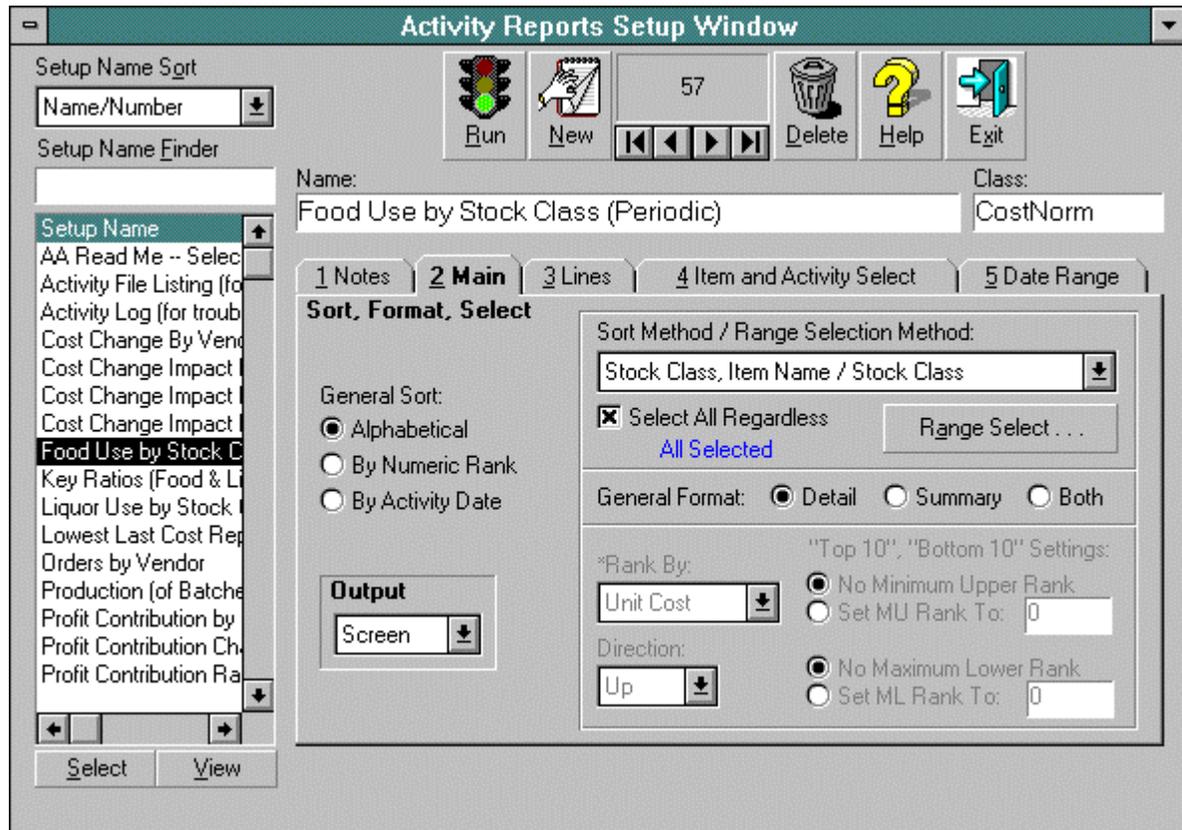
Activity Reports Setup Window Example (above)

You can organize reports alphabetically, by rank or by date. Select or filter report items by classes, ranges, individual items or combinations thereof for total flexibility. Let reports span any range of time-- any day to any day for weeks, months or years. (IPro stores unlimited transaction detail in its Activity File.) Simplify reports with "floors" and "ceilings" that filter out unimportant items. Print to the screen, paper or export to files. Any report setup work that you do is saved in setup files, so do the work once and after that just call up the setup and click the Run button.

Purchasing Features

One of IPro's major functions is to assist in purchasing inventory in the right quantities and at the right prices. Ordering correctly keeps stock on hand at a minimum so as not to tie up your money needlessly and prevent waste, while at the same time, insure there is enough stock to prevent shortages.

IPro calculates order quantities using any of a wide variety of powerful ordering formulas- build to minimum par, build to maximum par, etc. The resulting order amounts are reported as quantities in worklists rather than quantities in activity reports or order reports. This means that in order to see the order quantities, you must view or print the worklists.

The reason for doing things this way is that in practice, order quantities are suggested amounts which you are likely to modify item-by-item. You can do this easily with worklists because they are interactive and normal reports are not.

Order Quantity Calculation Methods

Ordering Formulas Setup Screen Example

Basic Methods: IPro has eight basic order calculation methods, each of which can be adjusted by its related settings:

1. Build to minimum par (normal method)
2. Build to maximum par
3. Build to maximum par if below minimum par
4. Item-by-item % of last use
5. Build to minimum par times a percentage
6. Last usage times a percentage.
7. Standard order times a percentage.

8. Forecast quantity times a percentage.

Largest-of-the-Above: You may select any one method or any combination of methods. If you select a combination, IPro calculates order quantities by each selected method and only applies the quantity by the largest method on an item-by-item basis.

For example, let's say you normally order by just building inventory up to minimum par levels. However, the upcoming week includes a holiday which normally causes business to jump by 20% or more. You can ask IPro to order the normal build-to-minimum par amount, but use the forecast amount if it is greater. This way, item-by-item, you only buy the normal amount if it is sufficient but you get the extra amount where the forecast calls for it.

Adding or Replacing Order Quantities: If you are processing existing lists, you can either replace the lists' existing quantities with the order quantities or you can add the order quantities to the original quantities.

Let's say that you normally use a buy list with order quantities which are manually prepared for some special reason such as "things that must be ordered on Monday no matter what". However, this week you have a large special event and you want to add the forecast requirements to the regular order. To do this, you:

1. Make a sales log for the special event and select it as the forecasting source list.
2. Make the special Monday buy list the target list
3. Select "forecast" as the order method.
4. Select "Add original target list qtys to order qtys"

Build-To Base Level Options:
Four of the order methods are "build-to":

- Build to minimum par (normal method)
- Build to maximum par
- Build to maximum par if below minimum par
- Build to minimum par times a percentage

These methods depend on the current stock level and the other methods do not. For example, build to minimum par subtracts the current stock level from the minimum par level to get the order quantity. Standard order times a percentage only refers to each item's standard order quantity and does not refer to stock levels at all.

Stock Level Types: The build-to methods depend on stock levels, for which there are actually several kinds:

- **Periodic:** This is the last amount actually counted without any further adjustments by sales, items received or any other activity type. This is the usual method because it does not depend on anything other than the last physical count. It is usually accurate because ordering is usually done immediately after taking inventory.
- **Perpetual:** This is the last estimated amount including sales, items received, etc.
- **Zero:** This treats the stock level as zero which allows you to order amounts equal to the par levels regardless of the current stock levels.
- **Forecast version of the above:** With this option, IPro subtracts forecast quantities from the above to give forecast stock levels as the build-to basis.

Scaleable Methods: Several of the methods can be scaled (multiplied by a percentage) to adjust ordering up and down in a very general way. For example, if you normally only order the standard order amount but you are anticipating a poor week due to bad weather, you can change the standard order's scalar from 100% (the normal scale) to 80% to reduce the order quantity to 80% of the standard order.

Order Rounding and List Clean-Up: "Exact" order quantities are not usually useful just as they are. The ordering formulas can derive negative and zero quantities which mean that you don't need to order the item. Positive quantities such as "3.5" are not useful if you can't order fractional amounts. Even whole quantities like "8" may not be useful if the item must be ordered in multiples of six. IPro gives you these "finishing" options:

- Use precise quantities: This is useful if you want to see the "raw" quantities so you can use your best judgment as the final part of the ordering process.
- Round to the nearest whole number: This option rounds up positive orders and rounds down negative orders: "3.15" becomes "4" and "-3.15" becomes "-4".
- Round to a multiple of the standard order: If the standard order is also a minimum order unit, this option rounds to the nearest multiple of the standard order. For example, if mayonnaise only comes in four-bottle cases and the precise order quantity is "14", IPro can round that up to the nearest multiple of 4 which is "16".
- Include items with order quantities less than or equal to zero ("<=0"): Normally, you do not use this option because you only want to see those items which need to be ordered. If you select this option, all the items which were originally selected for the list remain on the list, even if their order quantities are zero or less.

Purchasing with Forecasting

Requirements Forecasting Setup Screen Example

Forecasting is predicting stock usage by any of a variety of methods: by past or future depletions by sales or production, past usage, past orders, or even quantities entered manually into lists.

As described previously, forecasted amounts can be the amount ordered or they can be used to adjust the stock levels of the build-to methods.

Forecasting from Activity: One option is to forecast using past- or future-dated activity file records. (Activity records are the detailed history records.) After you set a range of dates, IPro adds all the appropriate activity records together to determine the forecast amount.

This is useful if you want to forecast based on some prior time period and a scalar. For example, let's say that business is highly seasonal and changes greatly from month to month. You can't predict by last month, but you can predict by the same month a year ago. Also, you need to factor in that volume has improved by 10% overall. You can ask IPro to forecast using activity for the same period last year, only scaled by 110%.

IPro can forecast for any date range for which there is posted activity-- even future dates. If you know future sales or orders and post them to future dates, you can use those too.

IPro has features which allow it to handle very complicated, though not uncommon scenarios such as this:

Let's say you are the purchasing manager of a major hotel with four restaurants, three kitchens, six bars, two large banquet halls, eight storage areas and a central commissary.

It is possible to automatically add up all the requisitions from all the restaurants and kitchens, all the build-to-par amounts from the storage areas, and all the ingredient requirements from all the special event sales and combine them all into one master set of purchase orders or buy lists. It's just a matter of selecting the appropriate source and target lists and setting up the purchasing and forecasting process accordingly.

IPro Features Summary

IPro includes all below without requiring extra modules:
Inventory Management

- Compute food and liquor use and percentage costs.
- Arrange worklists in any order for counting stock on hand, stock received, etc.
- Compare actual use to average use and rank highest over- and underused items.
- Quick-enter purchases by name, vendor code, etc.
- Invoice expense breakdowns by account number.
- Purchase, price, stock level, usage, transfer, and waste reports.

Recipe Costing, Sizing and Write-up

- Menu and batch recipe costs from cost-breakdown of inventory files.
- Recost recipes as purchases and new costs are logged.
- Resize recipes or do what-ifs for portion and cost changes.
- Search-and-replace ingredients in all recipes.
- Notepad for preparation instructions.
- Print recipes and instructions on sheets and index cards.

Menu Sales Analysis

- Menu sales, profit, cost history and trend reporting for any time.
- Report menu-item popularity, sales and profit contributions and list by rank or department.
- Log sales data in the same order as printed by registers or add a direct POS-link.

Ideal Use and Perpetual Inventory

- Use sales and production to deplete stock, then compare to counted levels to compute variance.
- Compare ideal against actual use.
- Keep periodic and perpetual inventory simultaneously.

Shopping, Purchase History & PO's

- Speeds purchasing, shopping, bidding and receiving.
- Makes buy lists from build-to-par, last, average, historical or forecast usage or combination thereof.
- Expands need-to-buy-lists with substitute and alternate vendor items, and auto-selects lowest-cost alternates.

- "Work-ahead lists": Make purchase orders with matching receiving logs in anticipation of deliveries.
- Purchase and price history reports by item or vendor.

Requisition & Transfer Tracking

- Allows multi-center operations with central storerooms or commissaries that need separate expense tracking.
- Create requisitions, respond with transfer lists, report summary and details and keep transfer histories.
- Consolidate lists and POs for central ordering.

Multi-Profit Center

- Use the software in any number of your restaurants.
- Keep unlimited related or unrelated operations.
- Switch instantly between companies.
- Data-copying for like-items in different locations.
- Report for single or ranges of centers or consolidate departments, divisions or company-wide.
- Create any number of data bases as needed.

Historical Reporting & Data Archive

- Keep all data- purchases, usage, sales, etc., for all time.
- Report any time span- any day to any day.
- Compare any two time periods and check for trends.
- Use historical data to forecast usage and sales.
- Track sales, usage, and cost trends.
- Purge data and archive it to floppies to save space.
- Retrieve archived data from floppies.
- Extract and export data to standard ASCII files.
- Export any report to files for spreadsheets, etc.

Custom Reporting System

- Customize and save unlimited report setups for re-use.
- Select ranges of divisions and departments.
- Filter by class and activity types.
- Sort by name, record number, location, rank, etc.
- Format by summary, detail, and line types.
- Select report limits- top range, bottom range, top-ten, bottom-ten, above/below $10, etc.

Liquor Tracking

- Count full bottles and weights of partials.
- Track dead bottles.
- Special key ratios: "vodka as % of sales", etc.

Optional Interface Modules

POS Link modules specific by make and model are not included with the basic IPro system. They are purchased separately.

- POS & Cash Register Links
- Eliminate hand-entry and import sales from cash registers.
- Simultaneously import sales and deplete stock.
- Easily edit and correct imported data.
- Large library of available links by register make and model.

Features Summary

"Minimum Regular Use" Reports

- Stock On Hand Worksheets: Inventory check lists with spaces to write in counts.
- Stock On Hand Reports: Extensions and totals.
- Stock On Hand Count: For items in stock.
- Receiving List: For items received.
- Buy List: For items needed or for shopping.
- Sales List: For items sold.
- Transfer List: For items transferred or returned.
- Waste List: For stock or prepared items wasted.
- Production List: For items produced and not sold.
- Purchase Order: To document orders to vendors.
- Quote Request: To request prices for shopping.
- Requisition List: To request items for transfer from a warehouse.
- Bottle Count & Weight List: Enter weights of partials and counts of full bottles.
- Dead Bottle List: For empty bottles for liquor control.
- Menu Plan: For menu cycle lists for planning.
- Reports from Inventory Setup Only
- Item Lists: Lists all inventory data in the item file.
- Where Stored Reports: Where items are located.
- Substitutes and Alternate Vendors: Reports which items have substitutes or alternate vendor sources.

Reports from Only Recording Purchases

- Lowest Last Cost Report: Lowest last cost and ranks cost among alternates for shopping.
- Cost Change Impact Report: Reports item's effect on overall cost, ranks from most hurtful to most helpful.
- Cost Change By Vendor Report: Reports vendors' price changes to check for lowball and creeping costs.
- Purchase and Quote History By Vendor: Purchase and/or quote history for price and quantity by vendor.
- Purchase and Quote History By Item: Purchase and/or quote history for price and quantity tracking by item.
- Purchase and Quote History By Stock Class: Purchase and/or quote history for price and quantity by stock class.
- Stock Cost Problem: Change Greater Than 10%: Warns of items with cost increases greater than 10% only.
- Key Ratios: Food, liquor, other cost percents' histories.

Reports from Recording Purchases & Stock

- Use by Stock Class (Periodic): Quantity and value of usage by class (produce, meat, dairy, etc.)
- Stock On Hand by Location (Periodic): Quantity and value at each location based on the last actual count.
- Stock On Hand Problem: Excess by Location: Excess stock alert (more than 14 or other days you set).
- Stock On Hand Problem: Shortage by Location: Shortage alert: Under 2 days (or other days amount).
- Use Problems: Items Under/Overused by Averages: Overuse alert: Current use exceeds average by 20%.

Reports Available from Recording Recipes

- Recipe Listings: Prints cost and portion data.
- Recipe Cards and Books: Prints recipe preparation methods and/or cost data on index cards or sheets.
- Recipe Pricing / Target Cost Reports: Suggested prices based on high, low and target costs. Shows cost and price differences between high, low and target costs.
- Recipe High Cost Warning Reports: Reports recipes with high costs (recipes with costs X% above target).
- Ingredient Reports: A "reverse listing" which shows for each ingredient which recipe uses the ingredient.

Reports Available from Recording Sales

- Production by Product Class: Quantity and value of production of batch items for any period of time.
- Profit Contribution by Product Class: Profit contributed by menu items organized by Product Class.
- Profit Contribution Ranked Greatest to Least: Profit contributed by menu items ranked by profit contribution.
- Profit Problem: Contribution Less Than 2% of Total: Menu items which make less than 2% of the total profit-- "weak" items which may be removed from the menu.
- Profit Contribution Change Ranked Greatest to Least: Tracks changes in profit contribution by menu items. Especially useful for tracking how specials do so they can be added to or dropped from the regular menu.
- Profit Problem: Contribution Reduction More Than 10%: Focuses on items with rapidly dropping profit contribution and sales. ("10% can be any value.)

- Stock On Hand by Location (Perpetual): Stock on hand by the perpetual method, which includes stock reduced by sales-- current levels without taking inventory.
- Stock On Hand by Ledger Account (Perpetual): Stock on hand by the perpetual method, broken down by general ledger inventory account.
- Use by Stock Class (Perpetual): Usage by the perpetual method, broken down by stock class (meat, fish, etc.).
- Use Problems: Items Under/Overused by Sales: Quantity and value of items underused or overused. (IPro compares what should be on the shelf to what is on the shelf and reports the difference.)
- Use Problems: Ideal to Actual Use Comparison: Items underused or overused. (IPro compares usage determined by counting to usage determined by sale.)
- Ideal Cost & Real Cost Key Ratio Reports: Real food cost is the cost of stock used divided by menu sales. Ideal food cost is the total cost of menu items sold divided by menu sales. If real and ideal cost should be the same, if not, find out why! The difference is your profit!
- **And More!**