

Limited-Service, Unlimited Possibilities

QSR SmartChain

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Trends

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Bring Problem
Areas into Focus

Instant Access
to Security Info

Cash with the Speed
and Security of Credit

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Credit for Cash

Latest cash handling solutions focus on accuracy, diligence, and security to enhance the bottom line

Given the heated competition that governs the restaurant industry and the challenging nature of today's economic times, rare is the operator who takes a casual approach to proper, efficient, and accurate cash handling. Diligence and precision stand tall as today's dominant characteristics, a reality that has elevated the importance of a sound and reliable cash-handling solution for restaurant operators.

Fortunately for the restaurant world, bottom-line savings and operational efficiencies continue to sit top of mind for providers of cash-handling systems.

While debit and credit have become increasingly commonplace in the quick-service environment, cash remains the primary payment method. The lone problem is that many, including operators, now expect cash to be moved with the same speed and security as its plastic counterparts. It's a lofty expectation **Garda Cash Logistics** has tried to address.

In August, Garda unveiled its latest CashLINK system, which works on wireless data (as opposed to wireless voice) and can send packets of data in two- to three-second windows, which ensures restaurants can reliably and safely obtain immediate cash credit from banks while the cash remains in-house.

Garda senior vice president Michael McSpadden says that this latest CashLINK system was designed with the quick-service operator in mind, allowing managers to focus on fresh, hot, and fast rather than counting cash and readying bank deposits by automating a good portion of the money-handling duties.

"In essence, the money should be touched once by the cashier and that's it," McSpadden says. "It's secure, accurate, and faster, all of which creates an employee more focused on delivering a better customer experience."

The closed-loop CashLINK system controls cash from the POS to the bank. CashLINK gathers the day's financial output by denomination, time of day, and shift to create end-of-day reconciliation. That information is then sent to the customer's headquarters for a sales audit and banking reconciliation. The process relieves the burden on managers to find miss-



ing money and enhances security, since managers are no longer heading out the door with bags of cash in hand.

FireKing Security Group, a partner of Garda, manufactures a full line of safes, including simple back-of-the-house units to elaborate automated systems, including the CashLINK system.

In the quick-service arena, FireKing distinguishes itself with a full-fledged service network that keeps a restaurant's cash-handling solutions running without pause. With more

than five dozen service trucks around the U.S., FireKing's own technicians answer the vast majority of service calls, ensuring that any malfunctions or issues are solved immediately.

"The sale is a short moment in time, but the service is where the ownership value comes into play in the long run," says Garry Ash, FireKing's national sales director.

The Garda-FireKing partnership, Ash says, represents the industry's continued movement toward "bundling." FireKing supplies the manufacturing and service know-how, while

LOCUMS

“ I NEVER MAKE A MISTAKE COUNTING CASH... ”

CashLINKSM SPEND YOUR TIME INCREASING PROFITS, INSTEAD OF COUNTING CASH.



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GARDA

Garda's cash management and transportation solutions complete a partnership that ultimately benefits quick-service operators.

"All of this proves to be of great benefit to the client, who gets automation in an easy way and can better manage the cash room," Ash says.

The bundling concept stands top of mind at Houston-based **Loomis**, where its SafePoint solution combines armored transportation, cash management services, and cash position reporting to meet all of a restaurant's cash processing requirements.

"From end to end, we're there," Loomis senior vice president Brent Mason says. "We qualify the account, tailor a solution to the business, do the installation and training at the store level, provide the service and maintenance, and handle the currency processing to create a complete and total currency-management solution."

A closed-loop solution aimed at creating maximum workplace efficiencies and reducing cash shrinkage, SafePoint's automated reporting system provides comprehensive controls for lowering cash losses, reduces the time spent counting and balancing out employees and shifts, and improves accuracy and productivity. The solution also hosts simple cash reconciliation with receipts and theft deterrents as well as allowing for provisional credit.

"There is always positive ROI on these," Mason says. "On shrinkage alone, many of our accounts see ROI within six months to a year."

Billed as the industry leader in safe technology solutions, Loomis' SafePoint system features a touch-screen interface, remote software upgrades, manager storage vault reconciliation, a documented guarantee of validated funds, and a vend till feature, all elements only minimally present in the cash-handling solutions of its rivals.

Maryland-based **Dunbar Armored** touts its Cash Manager Safes as a tool for timely cash-deposit information and, subsequently, better cash management decisions for quick-service restaurant operators.

Introduced in April, the Cash Manager Safe's two-way digital wireless capabilities are designed to provide immediate wireless transmission of cash deposit data from in-store safes to Dunbar, where the information is then consolidated and formatted in multiple cash management reports available for real-time access. As with other smart safes, operators can improve cash flow by reducing "float" through advanced crediting on their bank accounts for funds that remain inside

the safes. The safes also enhance security as fewer hands touch the cash, which remains in the safe until a Dunbar staffer arrives.

Such benefits, however, run secondary to the system's operational value, says Dunbar vice president Tom Grem.

"The big ROI comes from the restaurant manager being allowed to continue providing service and not handling or managing cash. Such duties are mitigated through the use of this system," Grem says, adding that cashiers are also not being paid to count out a drawer, a simple solution that can save 5–10 minutes per shift and add up to big savings over the course of a year.

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The Cash Manager Safes also work in tandem with D-Trak, Dunbar's barcode scanning system, which tracks deposits and deliveries much like the tracking devices used by package delivery couriers. From the moment a deposit is picked up by a Dunbar employee, the pieces are tracked throughout the Dunbar system.

"This provides a complete audit trail that's available 24/7 and the ease of knowing where money is throughout the whole process," Grem says.

The Treasury Series from **Corporate Safe Specialists (css)** is another system that provides operational value, providing restaurants increased confidence in accuracy and accountability. A smart safe that incorporates bill validators and sits adjacent to the POS system, the Treasury Series allows the cashier to count his own shift, thereby eliminating wasted operational hours for both the manager and cashier.

"Now the cashier goes to the safe, puts in a code, presents notes, prints a receipt, and the totals are broadcast to the entire company," CSS president Ed McGunn says, adding that the streamlined process simultaneously prepares the cash for a more true and accurate deposit.

The Treasury Series, which also allows for provisional credit by virtually depositing the

day's earnings into a bank account for next-day use, features a touch-screen interface, increased visibility, and anytime reporting for accountability audits. The system allows for POS and back-office integration to track the flow of cash to the transaction level as well.

The Treasury Series' modular design with multiple lock and safe body options allows operators to configure a safe that meets the needs of their establishment. Three models are available: a slim model that holds up to 1,200 notes and is ideal for a drive-up window concept or outlet that processes more credit or debit transactions than cash; a dual-bill validator, CSS's signature product for quick-service restaurants that offers cashiers two ways to input cash and holds up to 2,400 notes; and, finally, a dual-bill validator with a second courtesy compartment.

In fact, modular and adaptable solutions that can grow alongside a business' evolution are only becoming more en vogue given their practical applications and cost-effectiveness.

This past spring, Brink's introduced CompuSafe Galileo, a modular smart safe with customizable features. A two-door safe that fits under the counter or in the back office, the Galileo's optional features, including a third-door storage compartment and bulk note acceptors to expedite deposits, allow for retrofitted solutions as new business needs arise.

"Because the Galileo is modular, it can be built in a way that future functionalities can be integrated, which is something that has not previously existed in this market," Brink's CompuSafe product director Paul Blachowicz says. "Our platform is here to partner with other solutions providers."

The Galileo's smart safe capabilities offer accelerated use of float and credit and consolidates deposits into a single account. The system takes cash from POS to the balance sheet in a simple and secure manner. While pick-ups from Brink's armored service might have occurred three to four times each week in the past, the Galileo system's ability to provide daily credit reduces pick ups and enhances the restaurant's ROI.

"With daily credit, operators can reduce service frequency and get usability of funds, which is a win-win for all involved," Blachowicz says.

Meanwhile, security is embedded throughout the Brink's process. The Virginia-based company provides full cassette swaps, a procedure that never exposes loose currency. The combination of operational efficiencies, theft prevention, and reduced transportation, Blachowicz says.

Maximize Cash Flow



GREATER SECURITY AND VISIBILITY OF YOUR CASH IN A MODULAR DESIGN

- Increase visibility and "anytime reporting" – remote access management and immediate view of cash flow, with detail reports for accountability audits
- Employee self-service – increase cash management productivity with direct, authenticated and traceable employee deposits
- Modular design – multiple lock and safe body options allow you to economically configure a safe that meets the needs of each of your locations
- P.O.S. and back office integration – track the flow of cash to the transaction level

CSS Treasury Series Provides Cash Management Efficiencies

The CSS Treasury Series allows employees to complete many cash management tasks on their own while providing greater accountability and visibility of their deposit activity. This increases both employee productivity and managers' ability to speed end-of-day cash management procedures. The innovative features of the CSS Treasury Series, coupled with outstanding customer service and live technical support when you need it, provide the capabilities and confidence required to take cash management to the next level.

TO MOVE AHEAD

To learn more about products that can take your operations to a new level, please contact a CSS representative today at (800) 342-3033 x333 or visit us at www.corporatesafe.com.

