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## **FOODSERVICE LEADERS EXPERIENCE SIGNIFICANT RESULTS WITH PEOPLEMATTER PLATFORM**

### **Integrated Solutions Perform A Step Above The Competition**

**CHARLESTON, S.C – MAY 9, 2012**– In the competitive foodservice industry, what sets industry-leading restaurants like Applebee’s Neighborhood Bar and Grill, Noodles & Company, Mad Greens and Boloco apart from the competition? Their commitment to providing outstanding customer service, fresh and delicious menus, and their use of the PeopleMatter Platform.

PeopleMatter provides the only comprehensive [talent management solution](#) specifically designed for the foodservice industry. Companies can manage all of their people processes from one, integrated platform with PeopleMatter’s online suite of mobile-social HR tools. Restaurants use the PeopleMatter to optimize returns in time-to-hire, tax credit collection, resource allocation, tracking and onboarding, productivity, retention and compliance. The proof is in the numbers:

- Apple Sauce, Inc. saved 2,200 hours in hiring and increased submitted tax credits by 167 percent.
- Noodles & Company saved \$10,000 a year via PeopleMatter’s automatic cloud-based upgrades and customer control features.
- Scotty’s Brewhouse increased compliance by 100 percent and experienced annual savings of \$124,800 in onboarding management processes.
- Boloco experienced an average annual benefit of \$296,010, and in two months realized 849 percent ROI.
- MAD Greens greatly increased compliance by improving employee-record accuracy 80 percent.

#### **Apple Sauce, Inc.**

Apple Sauce, Inc., a major Applebee’s Neighbor Grill and Bar franchise, owns and operates 79 locations in Indiana, Ohio, Illinois and Florida. With so many locations, and more than 5,000 employees, administrative paperwork was cumbersome and required constant follow-ups by managers. Paperwork, such as WOTC forms, often didn’t get completed. To streamline processes, the company deployed HIRE in August 2011. Among the many benefits and results, Apple Sauce achieved an 167 percent increase in submitted tax credits.

Screening for tax credit eligibility helps employers earn money by hiring people from defined categories. A large percentage of the people restaurants typically employ fall into these groups, but most employers do not file for available incentives due to not being aware of the various credits available. According to the Department of Labor, companies’ credits average \$2,400 per employee and can reach \$9,000.

“In moving away from paper-based solutions to one comprehensive, easy-to-use system we have seen a real improvement in the efficiency of hiring and onboarding new team members. It’s saving time for our employees and our managers,” said Bruce Dodge, Apple Sauce, Regional Human Resource Manager.

#### **Noodles & Company**

Noodles & Company was operating on disparate systems that required going through the software vendors to perform any customization or changes in the system. Additionally, any updates to the separate point solutions required an

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additional purchase and time to install. With \$10,000 in annual updates and customization fees, the company recognized the need to update and streamline its system.

PeopleMatter's SaaS platform optimizes HR processes and improves business efficiency. Not only are processes streamlined within each restaurant, but resources between locations are consolidated. Cloud-based software provides managers and executive teams the ability to self-manage customization needs. Updates are automatic and free.

"PeopleMatter is really geared towards our employee base," shared Alison Meadows, Noodles & Company HR Director. "It is simple to use and puts the ability to update policies and procedures in system back in our hands."

### **Scotty's Brewhouse**

Scotty's Brewhouse, an Indiana-based restaurant company, announced in January 2011, that it was implementing PeopleMatter HIRE™ in its new microbrewery concept, Thr3e Wise Men Brewing Company. The chain has eight locations, and relies heavily on a college workforce. The company has over 1,200 employees and needs to manage filling shifts around employee schedules.

Before implementing PeopleMatter, Scotty's hiring process required sorting through paper application, scheduling multiple interviews to identify acceptable candidates and working around a General Manger's schedule. [Pre-screening](#) candidates, using HIRE's automated Assessments, Background Checks and Tax Credits components, condensed the process, reducing time-to-hire by 78.3 percent. The new process also improved candidate quality and dedication levels.

"Our number one focus is staffing, it effects everything," said Wendy Hantlman, Director of HR for Scotty's Brewhouse. "With PeopleMatter, we've seen higher quality candidates, improved morale and observed a fantastic increase in sales at struggling locations."

### **Boloco**

This New England-based concept was recognized in 2010 by *Inc. Magazine* as one of 5,000 fastest-growing, privately-held companies in America. To help manage their growth, the "globally inspired burrito" chain was looking for an inspired HR solution to provide tools for applicant review and evaluation, background checks, onboarding and new employee documentation.

In December 2010, Boloco deployed HIRE to its locations, bringing over 300 employees on the system. The software improved pre-screening methods and eliminated HR paperwork, which increased manager productivity by 25 percent. Boloco also reduced turnover by 35 percent, which led to lower recruitment and training costs. In only two months the company saw 849 percent ROI.

"PeopleMatter's tools provide a simple, engaging way to connect our teams, culture and brand," said John Pepper, Boloco co-founder and CEO.

### **MAD Greens**

A leader in restaurant innovation, MAD Greens is one of seven PeopleMatter clients on Fast Casual's 2011 Top 100 Movers and Shakers. To maintain it's fresh approach to business, the company adopted the PeopleMatter Platform in July 2011. Since then MAD Greens has increased data accuracy 80 percent and is now confident in its compliance.

PeopleMatter HIRE™ offers data-validation features and step-by-step instructions that make I-9 compliance easy. With full E-Verify integration, managers can instantly verify new-hires' worker-eligibility. Additionally, MAD Greens can complete and store all employee documents online — increasing productivity, compliance and accessibility.



“PeopleMatter makes everything much more simple,” said Corie Caldwell, MAD Green’s Certified Customer Catcher and Personal People Planner. “For me, it’s the relief of knowing that if there’s an I-9 audit, everything is completed correctly and stored in one place.”

**About PeopleMatter**

*PeopleMatter provides the only comprehensive talent management solution for the service industry. We help employers identify, develop and engage dependable talent to provide exemplary customer service. PeopleMatter’s platform of HR tools handles hiring, scheduling, learning, recognition and performance management. Our integrated technology manages the process, so employers can focus on the talent. PeopleMatter. The name says it all. PeopleMatter is headquartered in Charleston, S.C., and on the Web at [www.peoplematter.com](http://www.peoplematter.com).*

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