



HOTEL INTELLIGENCE SERVICES

— INSIGHT | STRATEGY | EXCELLENCE —

Intelligence Today. *Value* Tomorrow.

SYSTEM 05 · F&B CONTROL

Food & Beverage *Control*

A back of house cost control system that turns purchasing, stock takes, transfers and issues into an accurate food and beverage cost, by outlet and by store, ready for your ledger. Self-hosted on your own server.

ONE NUMBER YOU CAN TRUST · TO THE CENT

THE DISCIPLINE

Food and beverage is the biggest controllable cost in your building.

And the easiest to lose. It leaks in the quiet places: the wrong unit on an invoice, stock counted by the case, an issue to housekeeping that never leaves food cost. One system closes those gaps and gives you a single true cost you can trust.

*I***Cost Control**

Every invoice, transfer and count rolls into one true cost of sales, food and beverage split, by outlet and by store.

*II***Stock Control**

Count in the base unit, value tax exclusive, and read weeks of stock on hand the moment the count is in.

*III***Revenue Control**

Track cost percentage against target and protect gross profit, period after period.

WHAT IT DOES

Purchasing Management — purchase orders, suppliers, pricing and approvals.

Inventory Control — multi-store stock management, transfers, stock takes and counts.

Waste & Variance Control — track wastage, breakages and stock variances.

Executive Dashboards — live operational and financial insight for smarter decisions.

Goods Receiving — verify deliveries, track shortages and supplier performance.

Cost & Margin Control — real-time food cost, beverage cost and gross profit analysis.

Sales Analytics — sales mix, menu performance and profitability.

Accounting Integration — balanced double-entry journals, ledger codes per department.

One number you can trust. To the cent.

Built by people who have stood at the back dock counting stock and signing off invoices. The problem was never the chef or the storeman. The problem was the method — a cost number rebuilt by hand in a spreadsheet only one person understood.

HOW IT WORKS · THE COST CYCLE

From purchase order *to gross profit.*

Every line of cost moves through the same path. Food & Beverage Control carries it the whole way, with no rekeying and no number that lives only in a spreadsheet on one person's laptop.

PURCHASE	RECEIVE	COUNT	COST	REPORT
1 Purchasing & GRN Raise orders, receive against them and record the goods received note at cost. Pack sizes and unit costs captured once, so every downstream number is right.	2 Stores & transfers Move stock between dry store, cold room, freezer and cellar, and between outlets, at cost. Inter-store transfers net cleanly to zero.	3 Stock takes Count sheets build themselves per store and outlet. Count in the base unit, never by the case, with two-person counts done right.	4 Cost of sales Opening plus purchases plus transfers, less closing. Split food and beverage, allocated per outlet, with the full bridge behind every figure.	5 Gross profit & reporting Cost percentage against target, gross profit and weeks of stock on hand, by outlet and across the property, the moment the count is in.
			6 Accounting export Balanced double-entry journals for SAP, Sage, Xero, QuickBooks and SunSystems, with ledger codes per department and supplier.	

Net of tax, every line. Every cent is traceable.

Stock is valued and costed tax exclusive, the way the cost of sales has to read. Every figure ties back to a goods received note, a transfer or a count — nothing taken on faith, nothing that cannot be checked.

CONFIGURED TO YOUR OPERATION

- ✓

Your stores & outlets
- ✓

Your suppliers & pack sizes
- ✓

Your cost targets by outlet
- ✓

Your departments & recharges
- ✓

Your ledger codes & journals
- ✓

Your reporting periods

One cost, fully traced.

Every unit costed once, at the right pack size. Every transfer netted clean. Every figure backed by the working behind it. **When the count is in, the cost of sales is done — and it balances.**

INSIDE THE SYSTEM

The disciplines behind *the number*.

A cost of sales you can trust is the sum of small disciplines done every day: the pack size captured right, the transfer netted clean, the count taken in the base unit. The system enforces every one of them.

F & B split never blended	By outlet and by store	Tax exclusive valued the way the ledger reads	Balances double-entry, to the cent
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VARIANCE & WASTE

Where the leaks show.

Wastage, breakages and count variances logged against outlet and store, so the gap between theoretical and actual cost has a name and a place. Chasing variance is how a good controller earns their keep — the system hands them the list.

SUPPLIER & PRICE WATCH

The invoice is where it starts.

Goods received against the order, shortages recorded, supplier performance tracked, and unit costs watched period to period — because a three percent creep on twenty key lines is a full point of food cost.

1 **Weeks of stock on hand**

Read the moment the count is in: cash sitting on shelves, slow movers, overstocked stores — **working capital made visible**.

2 **Menu & sales-mix analytics**

What sells, what carries margin, and what does neither — the evidence for the next menu decision, not a hunch.

3 **Recipe & yield discipline**

Recipes costed at current prices in the Enterprise edition — when the butter price moves, the dish cost moves with it.

4 **The journal that balances**

Period close produces balanced double-entry journals with ledger codes per department, ready for SAP, Sage, Xero, QuickBooks or SunSystems.

Licensed once. Support included.

Food & Beverage Control is licensed once — not a subscription, no per-user fees — self-hosted on your own hardware and configured to your stores, outlets, suppliers and targets. Support is included in every licence.

Control is daily, or it is not control.

A point of food cost on a busy property is real money, every month. The system exists to find it before it is gone.

THE STANDARD BEHIND THE SYSTEM

Built to the standards *the industry teaches.*

The controls inside the system are the cost disciplines taught in the food and beverage courses of the world's leading hotel schools, and the stores practice drilled into every professionally certified kitchen.

Cost Benchmarks**CORNELL NOLAN SCHOOL · F&B
MANAGEMENT**

Hotel-school benchmarks put food cost at roughly 25–34 percent and beverage cost at 20–28 percent, depending on positioning. Managing to a target only works when the actual is true — the system's whole purpose is a true actual, by outlet, every period.

Menu Engineering**CORNELL MENU-ENGINEERING
MATRIX**

The taught matrix classes every item by popularity and contribution — stars, plowhorses, puzzles and dogs. The sales-mix and profitability analytics produce precisely the evidence that analysis needs.

Owner-Standard Accounting**USALI · HFTP**

The Uniform System of Accounts for the Lodging Industry reads food and beverage as departmental schedules with a clean cost of sales. Tax-exclusive valuation and balanced double-entry journals land the numbers in the ledger the way USALI expects.

Professional Stores Practice**CERTIFIED FOOD-SAFETY &
STORES CURRICULA**

First-in-first-out rotation, receiving against the order, counts in the base unit, two-person stock takes: the disciplines certified food-safety training teaches are the same ones the workflow enforces at the back dock.

Designed by a Certified Hotel Administrator.

Every HIS system is designed by founder Joel Papenfus, CHA — a Certified Hotel Administrator (AHLEI), hotel General Manager and Divisional Operations Manager, with more than 25 years in four- and five-star hotels, resorts, safari lodges and cruise ships. The systems grew out of that career: operational knowledge refined into software.

The chef cooks. The system counts.

The schools teach the benchmarks and the matrix. The system delivers the true number they both depend on.

CHOOSE YOUR EDITION

Two editions. *One standard.*

ENTERPRISE EDITION

Built for scale.

For hotels, resorts, safari lodges and multi-property groups. Every outlet and store consolidated into one cost of sales, department by department.

- Multi-property and multi-outlet support
- Departmental and cost centre control
- Advanced inventory and recipe management
- Waste control and variance analysis
- Executive reporting and dashboards
- Ledger integration: SAP, Sage, Xero, QuickBooks, SunSystems

PROFESSIONAL EDITION

The same discipline, standalone.

For independent restaurants, boutique hotels and guest houses. One venue, your own stores, the same true cost of sales and gross profit, on your own machine.

- Standalone, single-property use
- Inventory, purchasing and stock control
- Stock takes and waste tracking
- Food cost and gross profit analysis
- Reporting and performance insights
- Ledger integration: Xero, QuickBooks, SunSystems

VenueCore books the event. This protects the margin.

Two systems, one standard: VenueCore manages the enquiry, the function sheet and the invoice; Food & Beverage Control governs the cost of everything poured, plated and issued behind it — so the revenue you win is not quietly given back in waste, over-portioning and miscosted stock.

THE TERMS

- ✓ Self-hosted on your own hardware — your cost records stay yours
- ✓ Configured to your stores, outlets, suppliers and targets
- ✓ Once-off licence, not a subscription; no per-user fees
- ✓ Built by operators who have stood at the back dock

REQUEST A QUOTATION

One number you can trust. To the cent.

The cost-control discipline of a five-star group, on your own server, whether you run forty outlets or one.

hello@hisintel.co.za · hishotelsystems.com · Licensed once, never rented