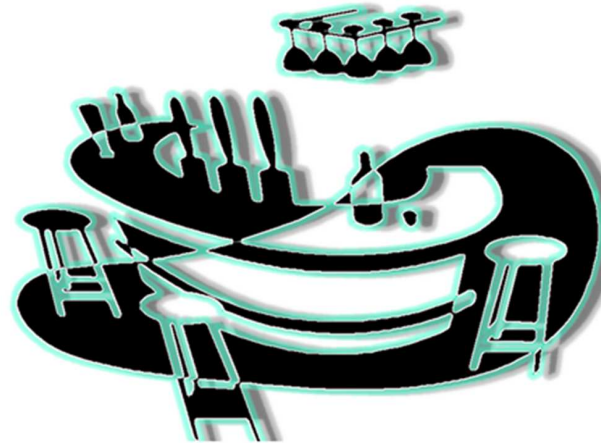


# BEVCON SOLUTIONS

## SENTRY REPORTS & GRAPHS



Accountability

Control

Profitability

# BEVCON SOLUTIONS

## Spirits Reporting

### Variance By Location By Class

From Date 17/06/2004 To 18/06/2004 From Time 1000 To 0300

		Total Sales in litres	Sentry	Loss/Gain in Litres	Loss/ Gain %	Waste %	Loss/ Gain In Dollars	Waste In Dollars				
<b>Location: 1</b>	<b>Main Bar</b>											
<b>Spirits</b>	<i>Nip</i>	<i>Half Nip</i>										
	68	0	0	0	0	2.2500	2.2800	-0.0300	-1.33%	0.00%	0.00	0.00
<i>Grand Total</i>	68	0	0	0	0	2.2500	2.2800	-0.0300	-1.33%	0.00%	0.00	0.00

**This summary report, which compares spirits sold to those actually dispensed, shows a loss of .03 litres (1 Nip) at the Main Bar. The time span for this report ranges from 10:00am on the 17<sup>th</sup> June to 3:00am on the 18<sup>th</sup> June.**

# BEVCON SOLUTIONS

## Variance By Location By Product

From Date 17/06/2004 To 18/06/2004 From Time 1000 To 0300

		Total Sales in litres	Sentry	Loss/Gain in Litres	Loss/ Gain %	Waste %	Loss/ Gain In Dollars	Waste in Dollars					
<b>Location 1</b>		<b>Main Bar</b>											
<b>25</b>	<b>Vodka</b>												
17/06/2004.		3	0	0	0	0	0.0900	0.0900	0.0000	0.00	0.00	0.00	0.00
<b>Total Product</b>		3	0	0	0	0	0.0900	0.0900	0.0000	0.00%	0.00%	0.00	0.00
<b>29</b>	<b>Gin</b>												
17/06/2004.		1	0	0	0	0	0.0300	0.0300	0.0000	0.00	0.00	0.00	0.00
<b>Total Product</b>		1	0	0	0	0	0.0300	0.0300	0.0000	0.00%	0.00%	0.00	0.00
<b>30</b>	<b>Scotch</b>												
17/06/2004.		20	0	0	0	0	0.6000	0.6300	-0.0300	-4.76	0.00	0.00	0.00
18/06/2004.		3	0	0	0	0	0.0900	0.0900	0.0000	0.00	0.00	0.00	0.00
<b>Total Product</b>		23	0	0	0	0	0.6900	0.7200	-0.0300	-4.17%	0.00%	0.00	0.00
<b>31</b>	<b>Bourbon</b>												
17/06/2004		30	0	0	0	0	0.9000	0.9000	0.0000	0.00	0.00	0.00	0.00
18/06/2004..		10	0	0	0	0	0.3000	0.3000	0.0000	0.00	0.00	0.00	0.00
<b>Total Product</b>		40	0	0	0	0	1.2000	1.2000	0.0000	0.00%	0.00%	0.00	0.00
<b>33</b>	<b>Bacardi</b>												
17/06/2004.		1	0	0	0	0	0.0300	0.0300	0.0000	0.00	0.00	0.00	0.00
<b>Total Product</b>		1	0	0	0	0	0.0300	0.0300	0.0000	0.00%	0.00%	0.00	0.00
<b>Total Location</b>		68	0	0	0	0	2.0400	2.0700	-0.0300	-1.44%	0.00%	0.00	0.00

**This report, which details variances by specific product, shows the loss from the previous report was scotch**

# BEVCON SOLUTIONS

## Variance For Location

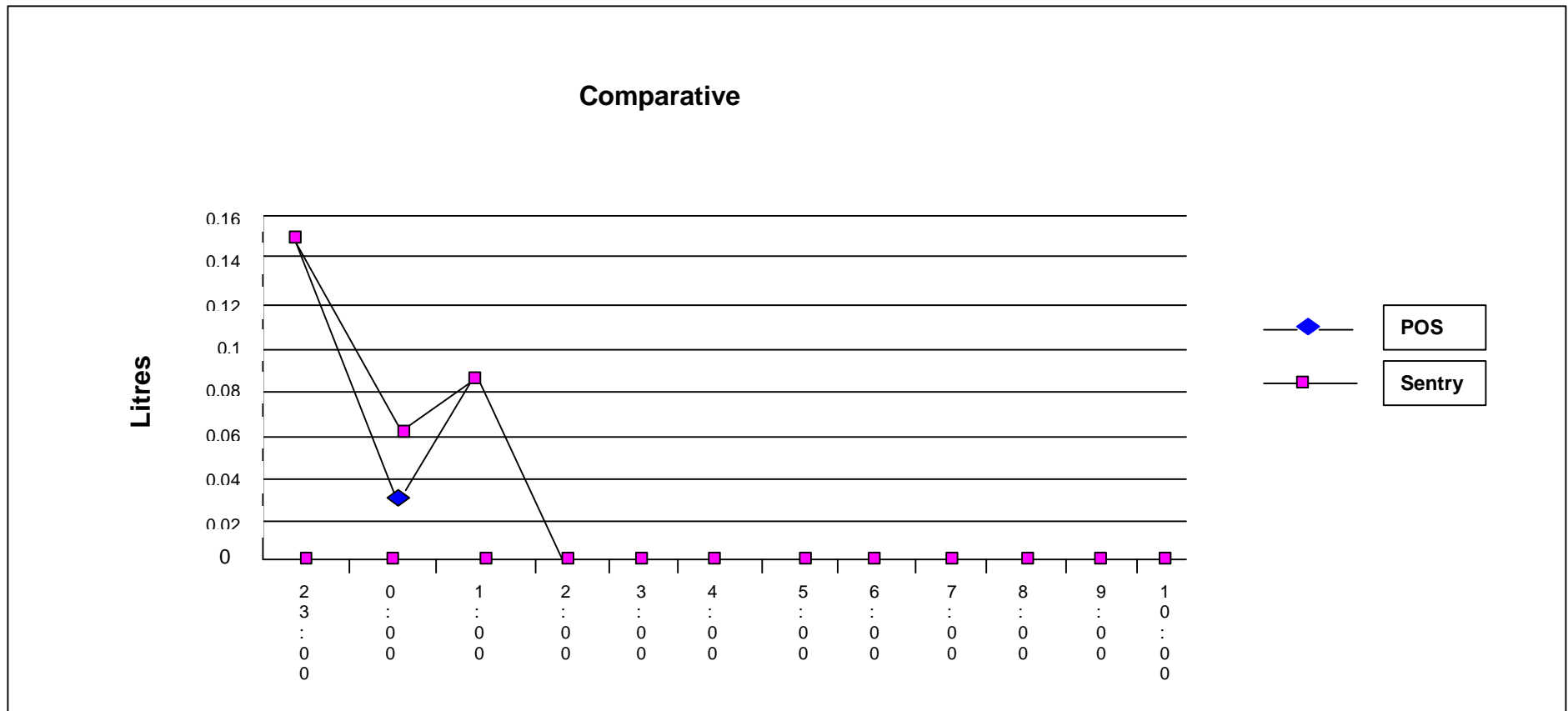
From Date 2004.10:00:00 PM To 2004 10:00:00 AM

Scotch

## Main Bar

Interval Hourly

To Scotch



**A Time Zone graph shows that the loss of scotch took place between 11:00 pm and Midnight**

# BEVCON SOLUTIONS

## Variance For Location

From Date 2004.11:00:00 PM To

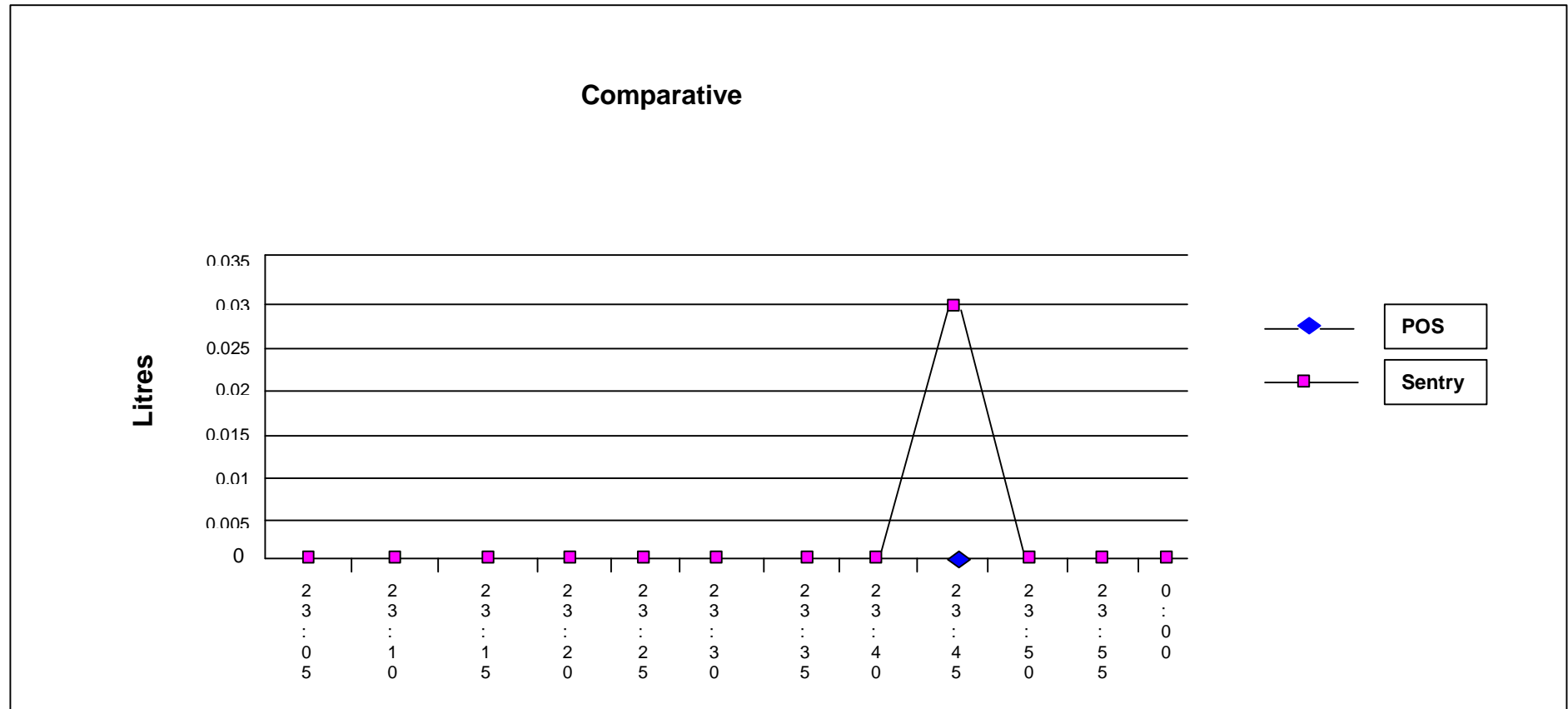
18/06/2004

Scotch

## Main Bar

Interval 5 Minutes

To Scotch



**This graph indicates that the loss occurred between 11: 40pm and 11.45pm.**

# BEVCON SOLUTIONS

## Variance For Location

From Date 2004.11:35:00 PM To

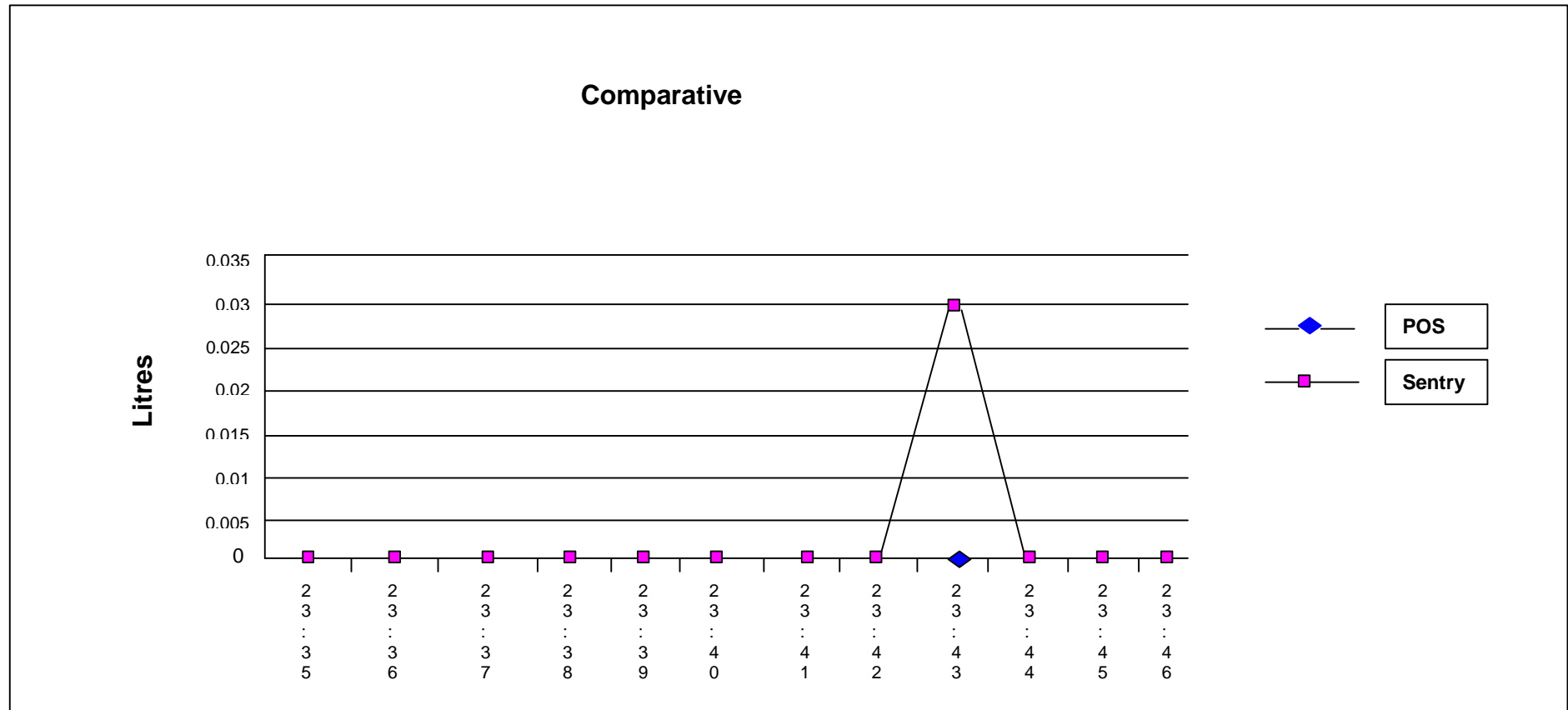
Scotch

## Main Bar

18/06/2004

Interval 1 Minute

To Scotch



**This graph enables you to pinpoint the loss to a 1-minute interval – in this case the unaccounted for nip of scotch was poured between 11: 42pm and 11: 43pm.**

# BEVCON SOLUTIONS

## View Sentry Records

### Sentry Transactions for the Period

18/06/2004 12:00:00 to 19/06/2004 03:00:59

<i>Date</i>	<i>Bar</i>	<i>Location</i>	<i>product ID</i>	<i>mLs Poured</i>	<i>Reporting Product</i>
18/06/2004 11:42:36 pm	131 Main-Left	Main Bar	33	30.00	30 Scotch

**This report shows the exact time and location for the missing nip of scotch – i.e. the left hand gun at the Main Bar. This enables you to choose the appropriate camera view on your video surveillance system**

# BEVCON SOLUTIONS

## Beer Reporting

### Variance By Location By Class

From Date 17/06/2004 To 17/06/2004 From Time 1000 To 2359

						Total Sales in litres	Sentry	Loss/Gain in Litres	Loss/ Gain %	Waste %	Loss/ Gain In Dollars	Waste In Dollars
<b>Location: 1 TAB Bar</b>												
<b>Beer</b>	<i>Middy</i>	<i>Schooner</i>	<i>Pint</i>	<i>Litre</i>	<i>Waste</i>							
	47	716	0	0	0	291.9300	304.9940	-13.0640	-4.28%	0.00%	0.00	0.00
<i>Grand Total</i>	47	716	0	0	0	291.9300	304.9940	-13.0640	-4.28%	0.00%	0.00	0.00

**This summary report, which compares beer sold to what was actually dispensed, shows a loss of 13.06 litres at the Tab Bar. The time span for this report ranges from 10:00am to 11.59pm on the 17<sup>th</sup> June.**



# BEVCON SOLUTIONS

## Variance By Class By Location

From Date 17/06/2004 To 17/06/2004 From Time 1000 To 2359

Beer	TAB Bar	Total Sales in litres	Sentry	Loss/Gain in Litres	Loss/ Gain %	Waste %	Loss/ Gain In Dollars	Waste in Dollars
<b>64</b> Hahn Lite								
1 17/06/2004	Middy 11 Schooner 21	11.7100	11.7580	-0.0480	-2.73	0.00	0.00	0.00
<b>65</b> James Squire								
1 17/06/2004	Middy 6 Schooner 16	7.8600	8.0890	-0.2290	-2.83	0.00	0.00	0.00
<b>73</b> Tooheys New								
1 17/06/2004.	Middy 28 Schooner 644	258.742	270.8897	-12.1477	-4.48	0.00	0.00	0.00
<b>71</b> Tooheys Old								
1 17/06/2004	Middy 2 Schooner 35	13.618	14.257	-0.0639	-0.45			
<b>Total</b>	Middy 47 Schooner 716	291.9300	304.9937	-13.0643	-4.28%	0.00%	0.00	0.00

**This report, which details variances by specific product, shows a loss of 13 litres across four brands Tooheys New shows the greatest variance.**

# BEVCON SOLUTIONS

## Variance For Location

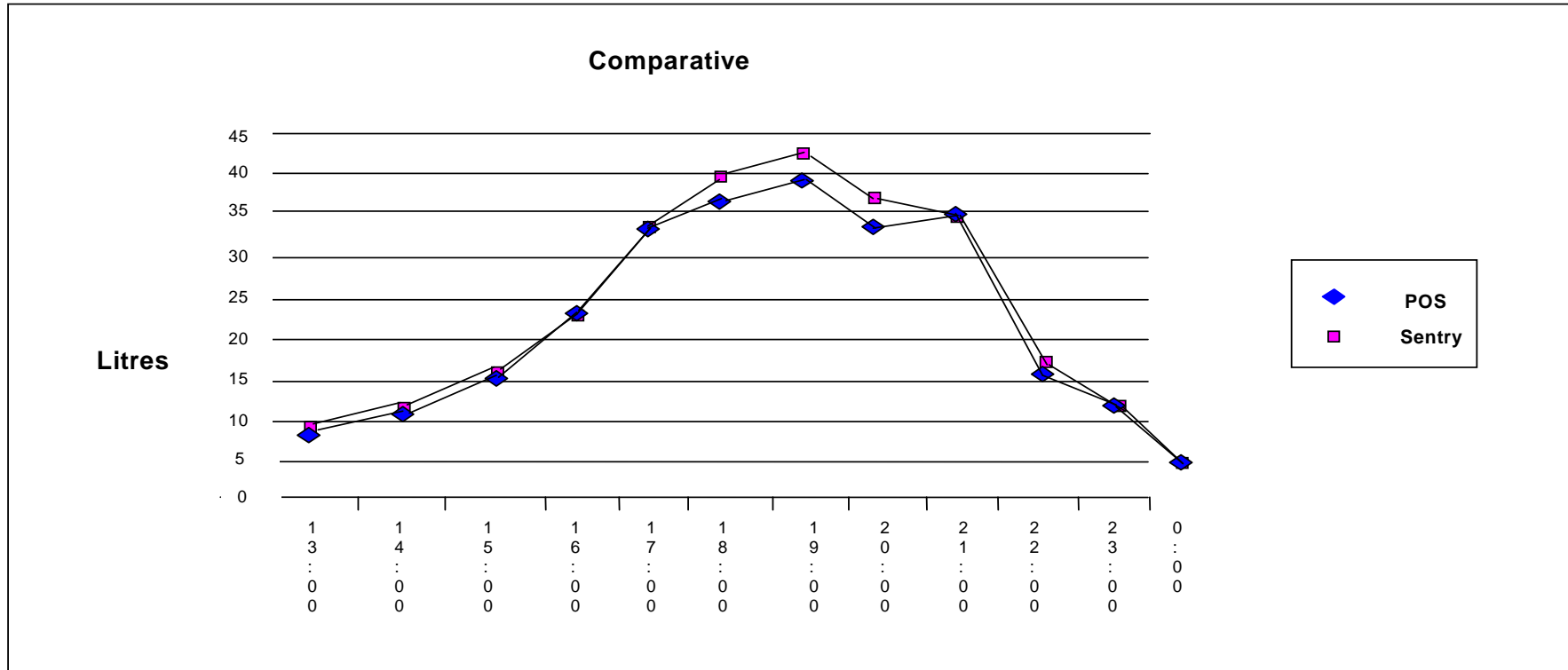
From Date 17/06/04. 1:00:00 PM To 18/06/04

Tooheys New

## TAB Bar

Interval Hourly

To Tooheys New



**This Time Zone graph based on hourly intervals, shows most of the beer loss took place between 5pm and 9pm. These times can be narrowed further.**

# BEVCON SOLUTIONS

## Automated Reporting

**Sentry Reports can be generated and emailed to you automatically – saving time by helping you focus only on areas/products where variances have occurred**

Litre Variance of Sales to Volume Dispensed for period 08/01/2012 06:00:00 to 09/01/2012 05:59:59  
Spirits Sold 2.40 Poured 2.43 Variance -.03

### Variance by Product

Brew Bar 08-01-2012 Jack Daniels Sold: .51 Poured: .51 Variance: .00

Brew Bar 08-01-2012 Jim Beam Sold: .45 Poured: .45 Variance: .00

Brew Bar 08-01-2012 JW Red Sold: .21 Poured: .21 Variance: .00

**Brew Bar 08-01-2012 Smirnoff Vodka Sold: .42 Poured: .45 Variance: -.03**

Restaurant/Gr Floor 08-01-2012 Jack Daniels Sold: .18 Poured: .18 Variance: .00

Restaurant/Gr Floor 08-01-2012 Jim Beam Sold: .24 Poured: .24 Variance: .00

Restaurant/Gr Floor 08-01-2012 JW Red Sold: .12 Poured: .12 Variance: .00

Restaurant/Gr Floor 08-01-2012 Smirnoff Vodka Sold: .27 Poured: .27 Variance: .00

**On receiving this report you would simply run reports and graphs for Smirnoff in the “Brew Bar”,**

# BEVCON SOLUTIONS

## Savings and Return on Investment Analysis For Draught Beer Monitoring

Kegs/Month	1% Savings	2% Savings	3% Savings	4% Savings
100	\$410.00	\$820.00	\$1,230.00	\$1,640.00
150	\$615.00	\$1230.00	\$1845.00	\$2460.00
200	\$820.00	\$1640.00	\$2460.00	\$3280.00
250	\$1025.00	\$2050.00	\$3075.00	\$4100.00
300	\$1230.00	\$2460.00	\$3690.00	\$4920.00
350	\$1435.00	\$2770.00	\$4305.00	\$5740.00
400	\$1640.00	\$3280.00	\$4920.00	\$6560.00

### Keg Values in this table are based on:

- Keg Purchase Cost of \$275.00
- Keg volume of 49.5L
- Schooner portion of 400mL (allowing for head); 123.75 Schooners per Keg
- Retail value of \$553.50.00 (123 schooners @ \$4.50)
- 3/1 waste to theft ratio, **with theft resulting in loss of product and revenue**
- Resultant **weighted keg value of \$410.00** (rounded to nearest ten dollars)

### **Overview:**

- Real-time Monitoring, linked to your POS enables you to hold bartenders accountable for their performance
- Even at conservative projected volumes most systems will pay for themselves within one to two years
- In most instances a leasing arrangement would put you in positive cash flow from the outset, with no capital outlay and with fully tax-deductible payments
- As an estimate allow \$21.00 per thousand for a monthly lease payment (no residual, 5 year term)