

"After fifteen+ years of using their services, VHG can't imagine handling their bars' high volume of employees and patrons without Sculpture! "
 ~Kevin Vaughan, Vaughan Hospitality Group

Vaughan Hospitality Group

Chicago, IL

THE OBJECTIVE

Prior to starting Vaughan's Hospitality Group, Kevin Vaughan studied accounting, received his CPA from Loyola University and went to work as an analyst at Arthur Anderson. With a background in data analysis, his goal was to find an inventory management solution that would enable the operations team at all six of his bar and restaurant venues to operate more effectively.

With six restaurants located in downtown Chicago, restaurateurs Kevin Vaughan and his brother, Eamonn, rely on Sculpture every week. Vaughan Hospitality Group (VHG) opened its first bar in 1996 and started using Sculpture eight years later after being referred by another bar owner. Realizing it was a great opportunity to control inventory, they took their peer's advice.

"Sculpture is heavily involved in our ordering process at all locations," said Kevin. "By noon every Tuesday, Sculpture provides us with all inventory reports. They are extremely reliable, and it is a huge benefit. Their services definitely add to the efficiency of my business."

VHG uses Sculpture to not only control inventory but manage its 180 employees. VHG's locations include Square Celt, Corcoran's Grill & Pub, Emerald Loop Bar & Grill, Mystic Celt, Vaughan's Pub on the Northwest side and Vaughan's Pub in Lakeview. Sculpture's definitive weekly reports create staff accountability and incentives throughout all five establishments. Sculpture's shrinkage numbers are actually a particularly important factor in determining managers' quarterly bonuses.

THE SUCCESS

INVENTORY VARIANCE
IMPROVEMENT

15%

ESTIMATED PROFIT
IMPROVEMENT

\$ 1200 PER WEEK
PER VENUE

MANAGERS MEET
BONUS GOAL

85% OF THE TIME

Before VHG started using Sculpture Hospitality, they estimate their shrinkage numbers were at **20 percent**. Now, they are consistently **under 5 percent**. Kevin says he has made at least five times the money back that he's paid for Sculpture's services.

Yet Kevin says it's not just Sculpture's technology that adds the value.

"Sculpture is very much a people business. The company does a great job of combining good technology with good people. My Sculpture representative, Ken Gillie, is outstanding, smart and responsive. He does a great job managing his people.

After thirteen years of using their services, VHG can't imagine handling their bars' high volume of employees and patrons without Sculpture."

Sculpture Hospitality's shrinkage numbers are a particularly important factor in determining managers' quarterly bonuses

