Rosnet Serves Up Analytics for Restaurant Clients; Restaurant Management Solution Selects WebFOCUS to Deliver High-Performance BI and Analytics Capabilities for Clients

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Full Text:
Information Builders, a leader in business intelligence (BI) and analytics, information integrity, and integration solutions, today announced that ROS Technology Services, Inc. (Rosnet), an industry-leading provider of state-of-the-art enterprise reporting and data management technologies for multi-unit restaurant operators, has chosen the WebFOCUS BI platform to provide integrated data visualizations, BI dashboards, analytics, and self-service reporting for current and future users of the Rosnet.

Since 1998, Rosnet has created innovative solutions for the restaurant industry that push beyond the boundaries of typical restaurant software solutions. The reporting, food cost, and labor cost tools provide operators with a robust set of tools that allow them to maximize profits at the unit level.

During Rosnet's growth and continued evolution from serving smaller regional operators to servicing major national and international brands, such as Applebee's, IHOP, and Burger King, the need for robust enterprise-level analytics tools became a client focus. In early 2014, the leadership team at Rosnet decided to buy rather than build a toolset that could be integrated into the core Rosnet platform and facilitate the need for advanced analytics or BI.

WebFOCUS, which Rosnet is deploying on-premise and as a software-as-a-service (SaaS) capacity, was selected over other competitive offerings for its power, flexibility, and mobile capabilities, as well as the dedicated Information Builders support team. The solution integrates seamlessly with Rosnet's technology and enables Rosnet to both construct built-in reporting dashboards and enable self-service reporting for customers.

The advanced BI features provided by WebFOCUS will enhance user experience for Rosnet's customers as well as streamline processes for the company and its clientele.

"We selected Information Builders because we liked the idea of the single code base and the multi-dimensional aspect of WebFOCUS," said Gene Peters, chief executive officer, Rosnet. "Several of the products that we looked at were one-dimensional. They either handled the data well or they handled the optics well. Indeed two vendors have since combined forces to be able to provide a complete product. Another large vendor had bought several companies and melded them together in what our team considered a Frankenstein approach to product development. In the final analysis, Rosnet needed a partner that we could rely on to provide the tools that would allow us to put the data into our users' hands. Our choice of Information Builders is providing that partnership."

As part of the agreement, Rosnet will leverage WebFOCUS with Rosnet's restaurant expertise to provide timely and accurate business analytics to clients at attractive price points. The solution will extend Rosnet's ability to provide near real-time data analytics and data discovery tools to its clients as well as create an unparalleled product offering in the restaurant software vertical. Further, the partnership strategically enables the two companies to leverage their existing relationships to mutually promote each other's services.

Rosnet brings technology to restaurant companies of all sizes breaking beyond the point of sale (POS) to a multiple systems approach that many companies are forced to use. Rosnet brings more information in to a single platform than any other software on the market. The goal of Rosnet is to gather even more information from every facet of the restaurant management process and use it to help operators make better management decisions. The platform tracks what server is providing that guest experience, when the

guest settled the bill, and how long they were there -- and can trace all that to the satisfaction survey.

"Sophisticated reporting capabilities that capture the influx of data from restaurants, i.e., customer preferences, ensure quality service while also mitigating costs based on seasonality, specials, and other trends to help restaurants improve productivity and increase revenue," said Gerald Cohen, president and CEO, Information Builders. "With advanced BI, analytics, and customized dashboards at their fingertips, executives can easily measure the effectiveness of their initiatives and justify investments or adapt efforts where needed. We're pleased to help Rosnet deliver that advanced functionality and enhanced user experience to their customers."

About Rosnet

Rosnet was the first nationally offered, web-based data management and reporting service to work reliably with all POS systems. From humble beginnings with a data center in a partner's basement and a corporate office in a spare bedroom, Rosnet now conducts business from an 18,000 square foot data center deep inside a limestone cave in the Greater Kansas City, MO area. Rosnet has grown from a single client with six restaurant locations into a respected restaurant technology services provider with thousands of operators relying on Rosnet systems daily to maximize profitability. User-friendly tools, coupled with unparalleled support, have made Rosnet the choice service provider among successful restaurant operators internationally. For more information on Rosnet visit rosnet.com.

About Information Builders

Information Builders helps organizations transform data into business value. Our software solutions for business intelligence and analytics, integration, and data integrity empower people to make smarter decisions, strengthen customer relationships, and drive growth. Our dedication to customer success is unmatched in the industry. That's why tens of thousands of leading organizations rely on Information Builders to be their trusted partner. Founded in 1975, Information Builders is headquartered in New York, NY, with offices around the world, and remains one of the largest independent, privately held companies in the industry. Visit us at informationbuilders.com, follow us on Twitter at @infobldrs, like us on Facebook, and visit our LinkedIn page.

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