

Pizzeria Da Carlo

Operational improvement Report

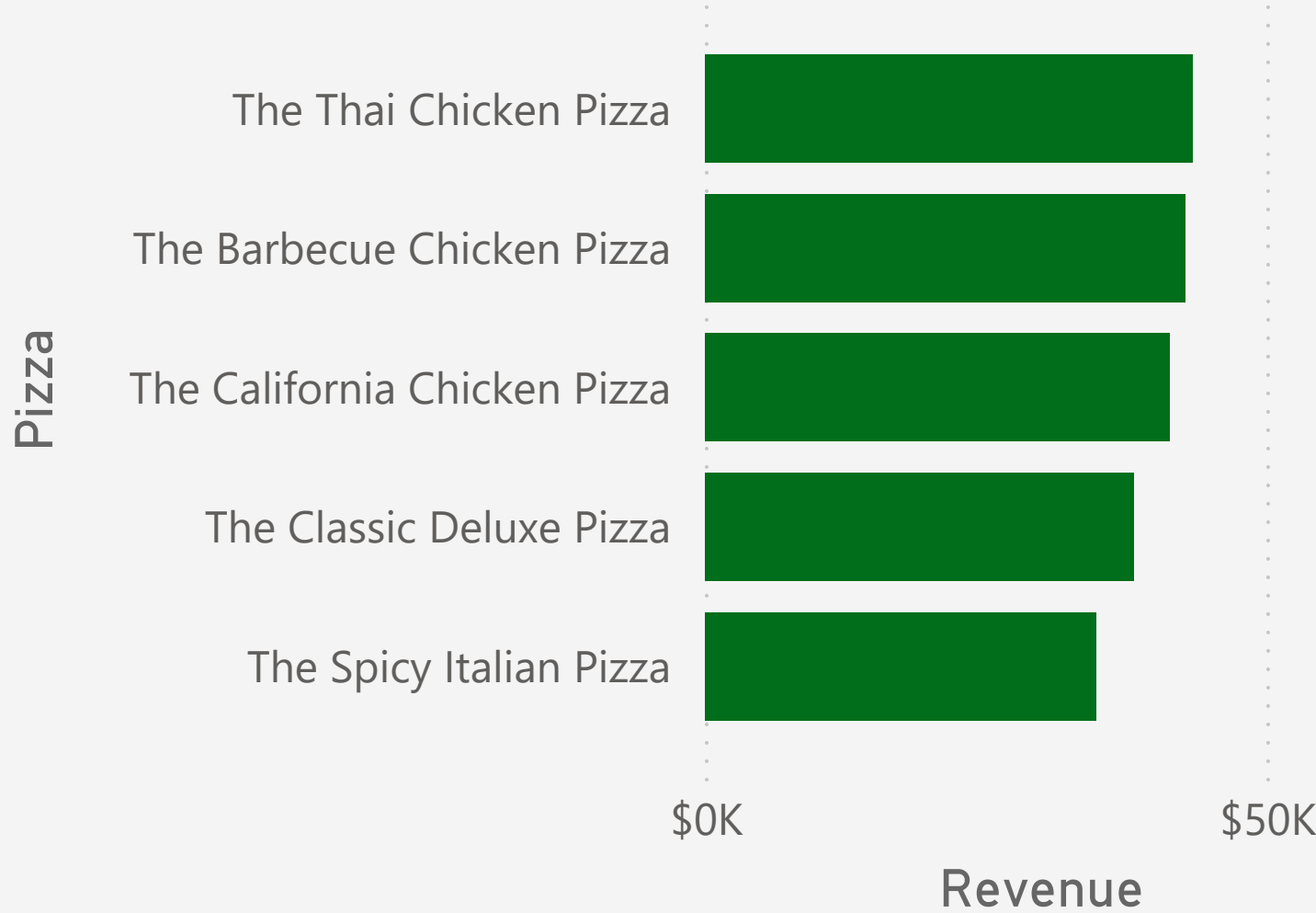
Summary

This report provides a summary of the **business performance metrics** for 2015.

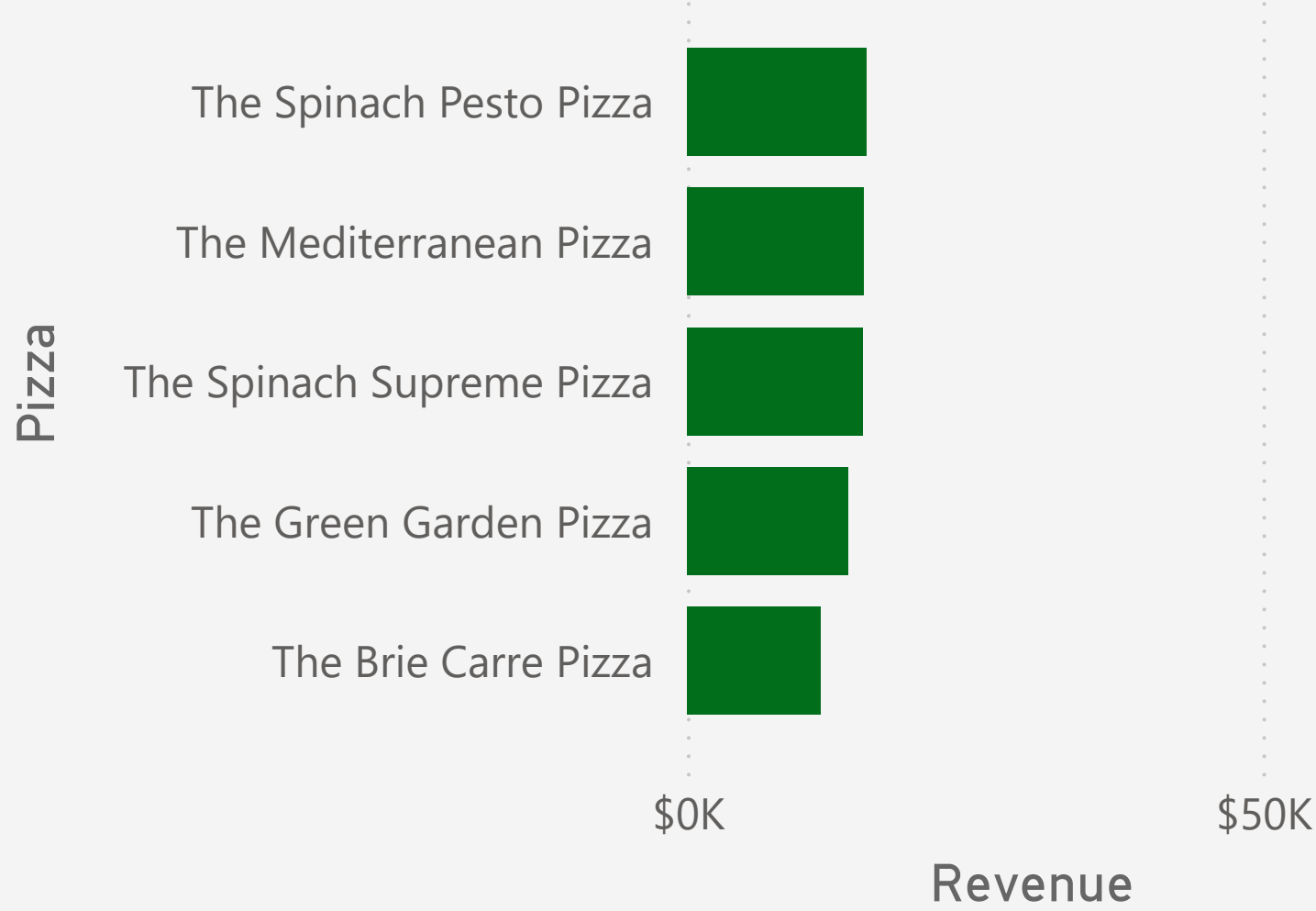
This report analyses **Inventory Used** and **Customer Behavior** and provides key recommendation to improve overall business performance

	Annual	Daily	Order
Revenue	\$817.86K	\$2.285K	\$38.31
Quantity	50K	138.47	2.32

Revenue worst selling pizza



Revenue worst selling pizza



Inventory

Key Recommendation 1 - Renegotiate wholesale prices for most used ingredients and consider taking the Brie Carre, containing 4 of the least used ingredients, of the menu

Most used Ingredients:

The **top 5** ingredients used constitute **37.85%** of all servings. Garlic is used on 20 out of the total 32 pizzas available.

Renegotiate wholesale prices for these pizzas to reduce costs.

Ingredient	% Quantity Used   Total	Total Quantity Used	No. Pizza
Garlic	10.45%	47K	20
Tomatoes	10.04%	45K	18
Red Onions	7.29%	33K	13
Red Peppers	6.09%	27K	10
Mozzarella Cheese	3.98%	18K	6
Total	37.85%	169K	

Least used Ingredients:

The bottom 5 ingredients used constitute merely **0.68%** of all the servings. All ingredients are only used on one pizza.

Moreover, 4 out of the bottom 5 ingredients are only used on the worst performing pizza: **The Brie Carre**.

Consider removing this pizza from the menu to reduce potential waste in inventory.

Ingredient	% Quantity Used   Total	Total Quantity Used	No. Pizza
Brie Carre Cheese	0.14%	613	1
Caramelized Onions	0.14%	613	1
Pears	0.14%	613	1
Prosciutto	0.14%	613	1
Thyme	0.14%	613	1
Total	0.68%	3,063	

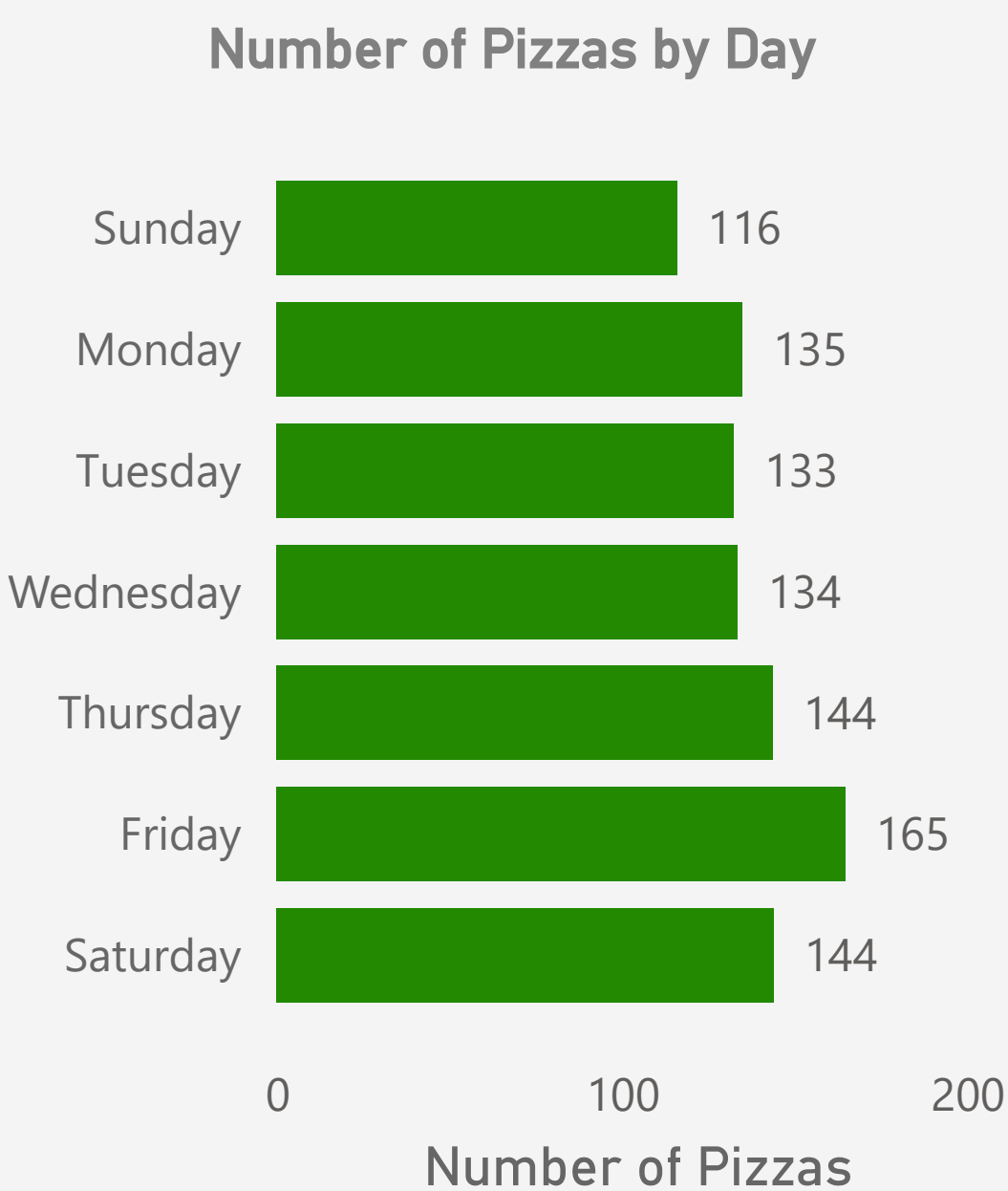
Customer Behavior

Key Recommendation 2 - Align staff allocation and preparation optimally with peak hours: Weekday lunch and Friday & Saturday Dinner

Weekly Sales:

The average number of pizzas served per day ranges from **116** on **Sundays** to **165** on **Fridays**. This is a difference of **49 pizzas**, or a difference of almost **30%**.

Optimize staff, inventory and preparation according to these weekly patterns

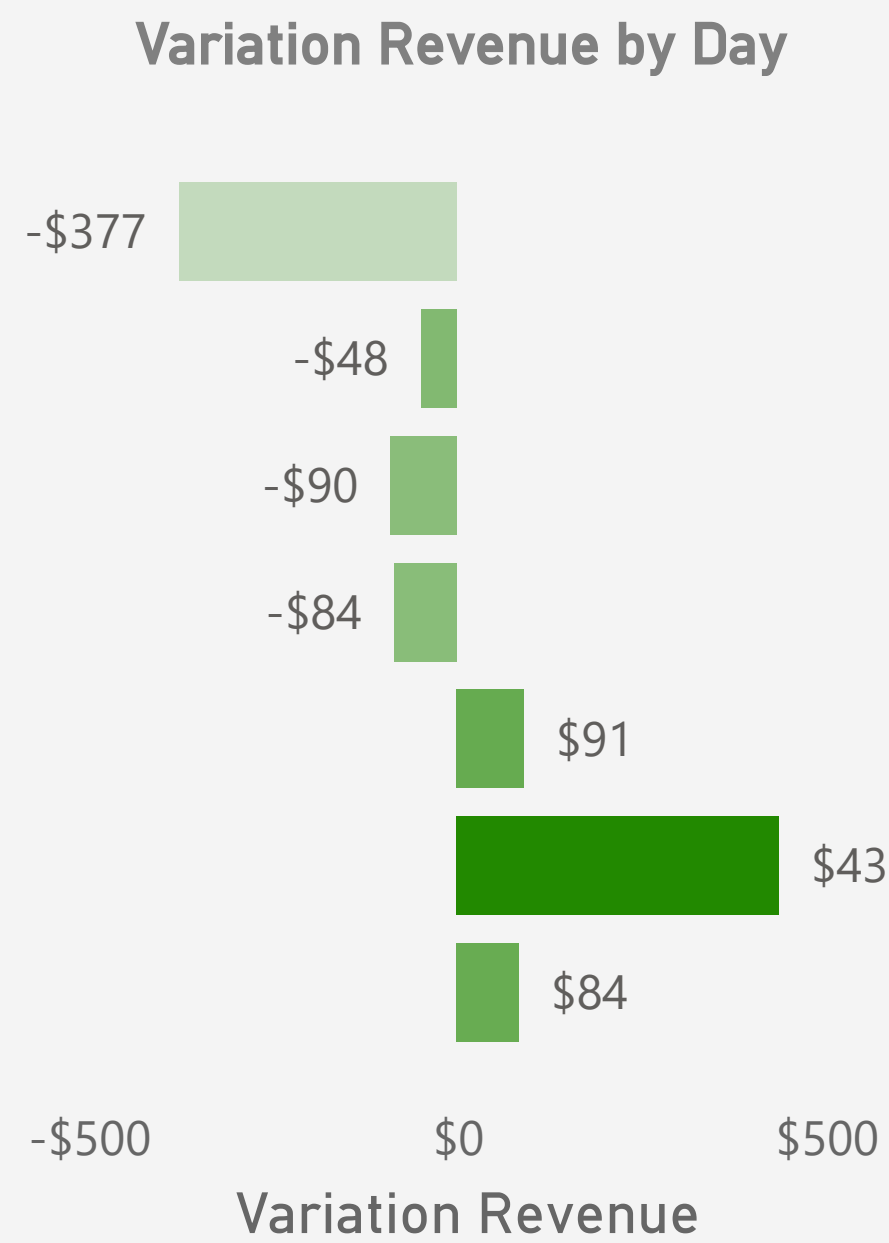


Friday Peak

This peak in customers is also observed in average daily generated revenue.

**Friday** revenue is **\$437** above the daily average \$2285.

**Sunday** revenue is **\$377** below the daily average revenue.



Daily Peaks

The most busy period is **lunch time** during the **weekdays**. With an average of **22 pizzas per hour**. This peak last for two hours 12 pm to 1 pm

The second peak is observed at **dinner time on the weekend**. This peak is flatter and wider with a maximum of **19 pizzas per hour** between 5 pm. and 9 pm.

Optimize staff, inventory and preparation according to these daily patterns

