

# Primanti Bros. Restaurant and Bar Case Study

## Save \$84,000 per year with IBM RPA

For the past 89 years, the company has experienced exponential growth, expanding to 38 locations across the US, with an additional one in each stadium in Pittsburgh. The well-loved restaurant has always adapted to changing times, and they recently recognized the need to enhance efficiency in their back-of-house operations. They were in urgent need of improvements, and Primanti Bros wasted no time in finding a solution. They found their answer in Salient Process, and together they implemented an IBM RPA bot within two weeks. This bot is expected to generate an annual return of \$84,000 for the business by automating the task of generating a Daily Sales & Labor tracking report. Primanti Bros is not just serving their renowned "Almost Famous" sandwiches and refreshments; they are also embracing the future with their new menu item: automation.



### PRIMANTI BROS BEFORE RPA

### PRIMANTI BROS AFTER RPA

1. Log into sales & labor management platform
2. Select the report parameters
3. Run and download the report

4. Open the Excel report
5. Find and copy the right data
6. Paste data into forecasting .xls

Repeat for all five national locations

7. Save and send the report to the manager
8. Repeat this process every day

IBM RPA bot is now scheduled to do steps 1-8 every day

#### New Daily Tasks

1. Analyze the forecast
2. Act on financial insights

### With One RPA Bot, Primanti Bros was able to

- Repurpose 6 hours of labor across ALL 8 regional managers to higher-value tasks
- Save 2,100 Hours / Year
- Save \$84,000 / Year in Payroll repurposed to higher-value tasks
- Achieved 100% ROI in 3 Months

### Contact Salient's Automation Advisors



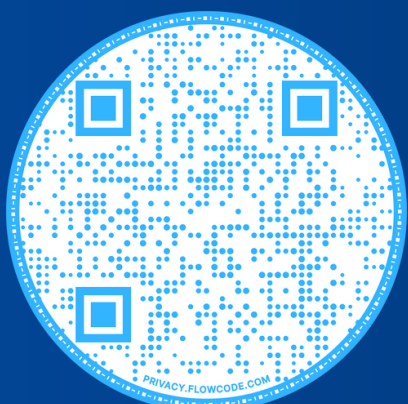
#### FEATURED SUCCESS STORY

"It's been a huge relief for me with all these data-hungry coworkers and operations that we have a solution. We can get you what you need and want ... and Automate Everything! The less busywork that you can do, the better off everyone is, and the happier you'll be. The more effective you'll be at your job when you don't have to waste time doing something that can be automated."

Caitlin Stritmatter  
Director of FP&A at Primanti Bros.



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