Information Pack

Frequently asked Questions

How the process works

This business is an independent onsite auditing service which provides the publican or owner a comprehensive report detailing all alcohol sales over a given period, detailing any shortfalls or anomalies that have been identified.

Why choose Barpro Systems for onsite audits.

BarPro has been operating successfully for over 20 years, has proven to provide a robust and very accurate reporting system, being independent the owner of the site has a completely transparent report on stock movements, no staff are required for any audit.

Any discrepancies are worked on with the site owner to get quickly resolved, this again has been proven time and time again.

Typical time required per site

Small sites (approx 20K per week in alcohol sales) take around 2 hours to complete, whilst larger sites (approx 250K per week in alcohol sales) can take up to 8 hours.

When do the results start

The results start to become meaningful after 3 visits, the first visit is to perform an opening count and setup all standard settings, such as glass sizes, Interface to POS system and setup of inwards goods requirements. The second visit generally is the first set of reports and the first time stock can be recounted where there are unexpected variances. The third count is the first time a full set of reports can be produced and should show where the site needs to focus it's attention.

Frequency of audits

Typically, we complete audits on a weekly or fortnightly basis, If the site wants BarPro to take over the product ordering then weekly is required**.**

Anticipated revenue for each audit

Revenue should be around $350 for small sites, larger sites are often around $650. We recommend having a mixture of sites

Reporting Process

Reporting is simple, whilst on site we have an analysis tool for the licensee to use that recommends various courses of action for variances found. Reporting to the client is a simple process that is initiated by the licensee, the process then automatically creates and emails all reports in a pack

Scalability – per individual

The standard license allows a licensee to conduct 25 audits per week, To perform this the Licensee would need to employ or contract 1 or 2 more people. Should the licensee wish to expand the number of counts additional license packs are available, there is no limit to the number of additional audit packs.

Costs / Commissions ongoing / fees

The standard license fee is $73,750+GST for a 25 audit per week license.

Each audit performed by a licensee has a royalty fee of $40+GST – This is a fixed fee per audit performed and is automatically invoiced at the end of each calendar month.

What comes with the License

Tools and software

Everything is included in the license to allow the Licensee to be able to start performing stock assessments.

Hardware including:

- A late model Windows notebook PC
- 1 x Bottle scales
- 1 x Keg Scales
- 1 x Android Device for Stock takes
- 1 x Bluetooth Barcode Scanner

Software

- BarPro Software License for Windows
- BarPro software License for Android
- ESET Security Suite
- Office 365 Business Licensee

POS Material

- Business cards
- Sales brochures
- Branded clothing, Jacket, Polo Shirts, Polar Fleece
- A BarPro email address

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IT Support

Full remote support is included, both over the phone and online through remote portal.

New releases of BarPro as changes are required, approx 3 per annum.

Training

Includes 3 days in Auckland with both our onsite auditors, and IT software training, the costs associated for travel and accommodation are picked up by the Licensee

Localised Sales support,which includes an employee of BarPro to accompany the licensee to sites within the region up to 5 days.

BarPro provides an initial scoping exercise and appointment making process for the licensee.After

Full training is provided

Franchise Territory

Depending on the location the licensee may have an exclusive territory. In Auckland we have multiple licensees that share the region as it is too large for one licensee to be able to manage. Smaller areas, such as BOP, may have an exclusive area for the first three years of the license. Each Area includes at least 100 viable establishments

Anticipated ROI

Based On actual sign ups

A Licensee should be looking to have 10 audits perform each week within the first 12 months. This can be made up of weekly, fortnightly and even Monthly counts. At a basic level this should provide total revenue in excess of $3100 per week after royalty fees.

Additional resources

After a licensee has over 12 sites per week, additional staff or contractors, will likely be required, at the licensees cost, any additional hardware including notebook, scales and scanners will need to be purchased from BarPro, POA.

Franchise ongoing costs – Laptop/software updates/Scales

After the first year the licensee is responsible for paying the annual license fees for Microsoft Office 365 and ESET Security Suite.

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