
PilotLive:
The restaurant
reporting tool.

pilot
SOFTWARE

In order for a restaurant or franchise to function efficiently, it is vital to have reliable and up-to-date information in one central location. Without relevant and reliable metrics, you will struggle to improve workflows, motivate employees, create or identify opportunities to increase sales and the overall growth of your establishment will be adversely affected. You need visibility of valuable restaurant data, in one comprehensive report to make informed decisions that will drive the business forward.

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The ability to analyse and act on data is increasingly important to businesses. The pace of change requires companies to be able to react quickly to changing demands from customers and environmental conditions. Although prompt action may be required, decisions are increasingly complex as companies compete in a global marketplace. Managers may need to understand high volumes of data before they can make the necessary decisions. Effective business intelligence tools assist managers with decision making.

Lynne MacDonald in her article [The Role of Data in Business](#)



What is PilotLive?

As MacDonald says in her article, an effective business intelligence tool will assist with decision making in a business. Introducing PilotLive – just another one of the many ways in which Pilot seeks to improve our clients' capacity to run a lucrative business. PilotLive is a comprehensive business intelligence solution for establishments in the restaurant and hospitality industry that provides restaurant owners and managers alike with real-time operational and financial data.

Instead of having to delve through large volumes of raw data, PilotLive repurposes this valuable data into visual charts for you for more effective reporting. We guarantee the safety of your data with IronTree, a leading provider of secure online backup solutions. While you can do this from a browser, this is the digital age when everything is mobile, so why should your reporting tool be any different? Able to run on any device, the PilotLive analytics app is available to both Android and iOS and provides a complete restaurant overview with added reports and faster response times. This leaves you free to access your reports and live data via a central interface from anywhere at any time and immediately gain a bird's eye view of all your franchises.



Roll over the dots to view the app.

What can PilotLive do for my business?

By giving you intelligible data on live sales, discounts and voids, daily and monthly turnover, supplier listings, purchases and payments, and clock-in times of employees, PilotLive ensures that no aspect of your restaurant goes unmonitored.

This will allow you to:



Eliminate revenue leakage and stock wastage by tracking inventory amounts and reporting on corresponding sales, so managers are able to avoid overspending by purchasing precise amounts of stock.



Identify single outlets that may struggle due to operational and other challenges and are slowing processes down and develop a plan to streamline these problem areas.



Gain a comprehensive oversight of all your franchises' operational and financial data to compare and analyse the performance of outlets in different geographical groups.



Leverage the powerful visual reporting of PilotLive to your advantage to better understand the vast quantities of business information.



Identify possible wasteful operational processes by monitoring processes closely and making use of the intelligent PilotLive reports.



Improve staff performance by tracking the movements and efficiency of employees and identifying areas where they may need additional training.

Reports available on PilotLive

Revenue Insights

Live Sales

The Live Sales report provides real-time turnover information – open tables and closed tables in each outlet.

Consolidated Turnover

The Consolidated Turnover report summarises total sales for the previous day, month and year.

Sales Information

The Sales Information report consolidates daily transactional data for each outlet.

Turnover Chart

The Turnover Chart report provides a visual comparison of turnover across all outlets between selected periods of time.

Consolidated Transactions

The Consolidated Transactions report captures all bills processed the previous day, month and year.

Weekly Turnover Summary

The Weekly Turnover Summary provides an overall view and comparison of trading information compared to the previous year.

Product Mix

PLU Sales

The PLU Sales report provides a comprehensive breakdown of items sold within each outlet.

Trading Pattern

The Trading Pattern report displays revenue and sales metrics per hour with information on bills, covers and meals, as well as the percentage contribution for each hour of the day.

PLU Time Sales

The PLU Time Sales report provides a breakdown of each individual item sold during a specified time period.

Stock Management

Purchasing Report

The Purchasing report provides a detailed list of all purchases made within a specified time period.

Prep Variance Chart

The Prep Variance Chart provides the value of daily stock variances represented as a bar graph.

Staff Insight

Waiter Commissions

The Waiter Commissions report displays the sales made by each waiter during a specified period.

Main Meal Comparatives

The Main Meal Comparatives report provides information on the meal average per outlet, as well as the average spend per customer.

Operational Overview

Discounts and Voids

The Discounts and Voids report provides an auditing report listing of all returns, bill and line discounts, and voids recorded on each day during a specified time period.

Site Details

The Site Details report provides the store information of each outlet.

Exception Report

The Exception Report provides the connection status of all outlets to the Pilot system.

Financial Insights

Income Statement

The Income Statement provides a detailed report of total sales, profits, losses and expenses.

Income Statement (Consolidated)

The Consolidated Income Statement provides information on the total profits and losses across multiple stores over a selected time period.



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