

Cardinal Southwest Houston Positions Itself for Growth by Moving to Intacct

“Intacct’s Web-based financial applications allow us to set up each restaurant as a completely separate unit with its own accounting structure, tax filings and POS system. All data is consolidated in a single general ledger so we can evaluate the performance of each restaurant as well as the entire franchise. Intacct is the ideal solution for our rapidly growing franchise chain.”

- Charles Boyd, CFO
Cardinal Southwest Houston

Problem

Cardinal Southwest Houston owns and operates a chain of Popeyes restaurants in the Southwest of the United States. Already serving Popeyes signature fried chicken at 10 locations the company has aggressive plans for expansion.

A powerful financial management solution, however, would be necessary to fulfill this vision. To this end, the company evaluated and then rejected Intuit’s QuickBooks. “QuickBooks could do the job today, but it wouldn’t be flexible for us in the future,” said Cardinal’s CFO, Charles Boyd. “We’d have to change mid-stream as we grew.”

Cardinal also had to find a solution that could handle multiple entities. Local managers at each restaurant needed access to their individual accounts, but area managers and executives needed business intelligence reports that spanned across multiple locations and showed consolidated financials.

Solution

On the recommendation of its accountant, Cardinal chose Intacct’s on-demand financial management applications. Intacct allows Cardinal to add locations quickly as the company expands without any need to install additional hardware or software and with no interruption to its financial systems.

The Web-based nature of the Intacct solution combined with secure hosting in IBM data centers and backup with SunGard, also allows Cardinal to focus on its business rather than worry about IT. “I’m sold on the benefits of not having to maintain a whole IT staff,” says Boyd. “You can’t beat being able to put bills in and have them stored securely at another facility without having to store the data locally.”

Finally, Cardinal’s executives were drawn to Intacct’s reporting capabilities and executive dashboard. Intacct delivers a 360° view of the company in real time and provides Cardinal Southwest Houston’s



CHALLENGES

- Needed a financial management system that could handle multiple business units
- Wanted the freedom to quickly add stores without interruption to the company’s existing financial system

RESULTS WITH INTACCT

- Powerful analytics and reporting capabilities so they can optimize business performance in real time
- Easy integration with POS and other IT systems
- Web-based delivery with permission controls for anytime, anywhere access for local stores, regional managers and corporate personnel

executives key operational and strategic insights, ahead of competitors.

Result

Within just a few months, Intacct has enhanced Cardinal’s ability to create real-time reports that allow its business leaders to see their business in a different light.

“We can now break out our business on a line-item level, extract data and utilize that data to enhance our strategic planning process,” says Boyd. “It’s very powerful and a lot more flexible than what you’d expect from an accounting package.”