



Ted's Montana Grill Yields Profit from Using NCR Pulse Real-Time Application

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Innovative, SaaS-based smartphone solution drives real-time decision making for restaurant operators

DULUTH, Ga.--(BUSINESS WIRE)--Oct. 16, 2013-- [NCR Corporation](#) (NYSE: NCR), the global leader in consumer transaction technologies, today announced that Ted's Montana Grill is using the NCR Pulse Real-Time smartphone application. Pulse Real-Time is a SaaS-based mobile analytics engine, available on Android® and iOS® devices, that helps restaurant operators solve the everyday challenges of low visibility into current operational performance, lack of predictable data and inability to be in several places simultaneously.

The Pulse Real-Time app had an instant impact to Ted's bottom line by offering management visibility into the number of applied discounts on both employee meals and complementary meals to guests that exceeded the budgeted amount allocated to each location. Historically, discounted or free employee meals are a common benefit to restaurant workers and complementary meals are also tracked as a cost of business at restaurants.

Ted's started using the application by making it available to key executives and store managers. Pulse Real-Time provided that team with enough visibility and granularity to manage discounts more effectively than ever before by exposing information about how discounts were distributed, and by whom. In less than six months after adding Pulse Real-Time, Ted's was able to reduce discounts as a percent of sales by 70 basis points.

"NCR Pulse Real-Time made a significant impact to our bottom line very quickly," said Bill Benz, Director of IT, Ted's Montana Grill. "Our discounts are now consistently below budget thanks to the immediate and easily digestible data that the innovative, SaaS-based Pulse Real-Time app provides."

The mobile application delivers up-to-the-second performance and operational metrics and notifications directly to a user's smartphone. Operational data is segmented for quick, easy review, such as voids and comps, net sales by hour, employee performance and overtime alerts.

"Restaurant operators work long hours and the last thing they need is the complexity of sifting through multiple reports and spreadsheets to try and manage their businesses," said Kim Eaton, SVP and GM of NCR Hospitality. "NCR Pulse Real-time's artificial intelligence engine makes it simple to analyze operational data and provide operators insights about their restaurant that optimize decision making."

About Ted's Montana Grill

Ted's Montana Grill is inspired by the Old West and a simpler time, when saloons served authentic food and drink to everyone, from cowboys to land barons, and genuine hospitality was a virtue. Ted's is known for its time-honored American favorites, from freshly made traditional comfort food to special signature dishes. Headquartered in Atlanta, Ted's Montana Grill was co-founded in 2002 by Ted Turner, media entrepreneur, environmentalist and philanthropist, and award-winning restaurateur George McKerrow. Learn more at www.tedsmontanagrill.com, or find Ted's on Facebook at www.facebook.com/tedsmontanagrill or on Twitter, @tedmontanagrill.

About NCR Corporation

NCR Corporation (NYSE: NCR) is the global leader in consumer transaction technologies, turning everyday interactions with businesses into exceptional experiences. With its software, hardware, and portfolio of services, NCR enables more than 450 million transactions daily across the retail, financial, travel, hospitality, telecom and technology industries. NCR solutions run the everyday transactions that make your life easier.

NCR is headquartered in Duluth, Georgia with over 26,000 employees and does business in 180 countries. NCR is a trademark of NCR Corporation in the United States and other countries.

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