



Burroughs



Profile:

McDonalds: John Dakajos, Franchisee

- 12 unit McDonalds franchises
- Located in Chicago, IL
- Revenue of \$35M per year for all 12 franchises
- 630 crew members, 104 store managers (80% female)

Business Challenge: Increase Security, Improve Cash Flow, Reduce Cash Management Costs

Robberies are traumatic for anyone and Wayne Adamczyk has experienced many during his 36 year employment with McDonalds Enterprises. Director of Operations for 12 high-traffic McDonald's franchises, Adamczyk faced the continual problem of keeping his employees and customers safe from risks associated with handling cash while enhancing store profitability.

Adamczyk knew from experience that internal employee theft was threatening his store's safety and his bottom line. "95% of theft is internal, meaning they tell their friends," says Adamczyk. "In a normal store operation, money is visible on the manager's desk at different times during the day making it a target for theft. Then there's the external situation when a manager leaves the store to make bank deposits." Either way, it begins from the inside.

Solution: Burroughs SmartCash Vaults and Cache2Cash® – a Total Networked Solution

Adamczyk was determined to address the rising issue of theft throughout his footprint. Prior to installing SmartCash Vaults, Adamczyk used drop vaults in his stores which did not provide the needed security for his stores or employees. Six years ago, he installed electronic smart vaults providing a cash management solution that reduced the number of employees dealing with cash, minimizing exposure, as well as cash losses.

Dissatisfied with his service, Adamczyk replaced the vault and armor car service provider when his contract was complete and selected the Burroughs SmartCash Vaults and Cache2Cash® reporting turnkey solution which includes integration, training, deployment, on-site maintenance and help desk support. He is very pleased with his decision.



"The Burroughs vaults are simple and easier to use...and they never go down."

Sandi Sladin
Store Manager, McDonalds

What Does Burroughs Vaults and Cache2Cash® Solution Provide?

Intelligent vaults allow funds to be electronically credited to the retailer's bank account as soon as cash is deposited into the store's depository safe. The secure, intelligent safe is equipped with a currency reader that detects denominations and identifies counterfeit or damaged currency. After the safe transmits the cash count to the retailer's designated account via a network connection, participating financial institutions provide provisional credit to the retailer's account. With provisional credit, whatever cash is taken in at one of Adamczyk's locations yesterday is credited in the store's account at 10:30 A.M. today. Because the credit is received and the money is secured in the store safe, fewer armored car pickups are required, resulting in significant cost savings.

In addition to the benefits of provisional credit, Cache2Cash® real-time reporting provides

- Cash totals
- Treasury management accessibility to cash data
- Employee-specific activity reports to monitor performance
- Performance history to forecast sales volume
- Historical trend analysis to measure store performance

Sandi Sladin, store manager never thinks about cash drawer theft anymore. "My employees are responsible for their own drawers. They start out with a \$100 drawer, during the course of their shift, they feed their money into the vault, and I compare that amount to our sales reporting tool." The amounts have to match and they do!

An added benefit is Burroughs superior technology. The new safe is a wireless device, eliminating the problem they experienced with their previous vaults - when phone lines went down, they couldn't verify or insert a bill. This is no longer an issue. Even if the power is out in the entire store, there is a backup battery, enabling employees to continue inserting money, close out drawers, and pull reports. Sladin adds, "The Burroughs vaults are simple, and easier to use than the old ones from our previous vendor and they never go down."



"I see a 36% savings in manager's time alone. We've freed up 2 – 3 hours per day that they spent counting money which equates to over \$70K per year. Now they have more time to be managers."

Wayne Adamczyk, Director of Operations, JDD

Results: Improved Audit and Cash Controls, Reduced Costs, Increased Security

Since the installation of vaults in his stores, Adamczyk's cash shortage statistic is .005 for the entire company. He attributes his success to tight security controls. Archaic, manual cash handling represents significant risk of loss. Now that the money is no longer visible and no-one is accessible to the money in the safe, his company's profitability has soared. Adamczyk offers this advice to other franchisees. "Do the math. What are you spending now and what are your security issues? We don't ever think about theft in respect to cash drawers anymore."

This successful franchisee is now a regular promoter of Burroughs many benefits associated with safe technology, regularly inviting other retail owners and McDonald's Corporation in for demonstrations.

All busy franchises can minimize the risk of cash losses by transferring cash handling responsibilities away from your employees to Burroughs today.

Read more about SmartCash Vaults and Cache2Cash Solution at www.burroughs.com.

Give Us a Call Today, 1-800-BURROUGHS (1-800-287-7684) www.burroughs.com

Burroughs is a registered trademark licensed to Burroughs, Inc. in the United States and other countries. Cache2Cash is a registered trademark of Burroughs, Inc. All other brands and products referenced in this document are acknowledged to be the trademarks or registered trademarks of their respective holders. Specifications are subject to change without notice.

[CLICK HERE TO DOWNLOAD A FLYER WITH MORE INFORMATION](#)