



# Maitre'D®

Software that serves you better

*"Maitre'D software offers enough options and flexibility in system configuration to help in all parts of our business"*

- Michael Gats, Chief Financial Officer

## Organic To Go's IT Strategy Contributes to Profitable Growth

Organic To Go has selected Maitre'D by Posera as a POS technology provider and long term partner, and is installing Maitre'D in all of their new locations. Organic To Go has grown from 13 to 33 Cafes in 2007-2008 in Seattle, Southern California and recently in the Washington DC area, and is also available in over 120 wholesale locations including medical and corporate centers, 15 Universities, 9 locations at Los Angeles International Airport and one franchise café scheduled to open soon at the San Diego International Airport.

The chain selected Maitre'D because it was the best fit, both from a software requirements and a business standpoint. "We felt that Maitre'D software had the most to offer our growing business, and that the company behind the product was the right size to grow with us. We are amazed at Posera's ability to keep up with our growth, installing systems in new cafes across the country with a week's notice. The dedicated service and support from Posera has been key in helping Organic To Go focus on our core business." states Michael Gats, Chief Financial Officer at Organic To Go.

With a strong business strategy, the chain has been successful with sustained growth even in a down economy. This growth is supported in part by tools provided by Maitre'D, allowing them to better control labor costs throughout their locations and concepts, and gain productivity throughout the enterprise. Gats adds: "Maitre'D's corporate solution, e-Global, adds tremendous value to the business. E-Global provides the ability for our IT staff to access data for each location and make changes to our menus and produce reports. As we change our menus quarterly, e-Global provides effective tools that help facilitate these changes."

Organic To Go has a three-prong approach to sales: retail cafes, wholesale Grab and Go, and corporate catering from their central commissaries. Gats explains, "Maitre'D software offers enough options and flexibility in system configuration to help in all parts of our business. More importantly, Maitre'D was willing to work closely with our team to set up the system to ensure that it met our specific needs."

As Organic To Go observes uncontestable benefits and results from Maitre'D, the chain is testing new technologies and solutions, such as wireless handheld POS, to see where they can gain additional efficiencies and further contribute to the bottom line.

## Organic To Go

