



Maitre'D®

Software that serves you better

"The price point and reputation of the company behind the solution were key in selecting Maitre'D"

- Robert Rosenblit, President of The Party Block

The Party Block is one of Ocean City of Maryland's most popular dance clubs, featuring three clubs in one. You can rock out with live bands at the Paddock Nite Club, hear the top 25 songs from the past 25 years at the Big Kahuna beach club or dance all night to techno, hip hop and house music at Rush.

The Party Block recently implemented the Maitre'D System in its facilities, with a total of 20 workstations installed through the 3 clubs. With its summer vibe, beautiful waitresses and exotic decor, The Party Block attracts masses of people and tourists during the summertime. The bar usually becomes packed with people quickly and runs at full capacity early in the evening.

When looking for a POS Solution that would help them improve their operations and be more efficient, The Party Block had very important selection criteria that needed to be fulfilled in order to validate their choice in a POS system: "Processing credit and debit card sales quickly was a crucial factor in selecting the right POS Solution" commented Robert Rosenblit, President of The Party Block.

"Five years ago, credit and debit card sales accounted for less than 10% of our sales. Today that percentage is over 30%. We could not effectively operate any longer without the use of an effective POS system." Rosenblit added. Other than fast credit/debit card processing, The Party Block was also looking for a system that is easy to use, affordable and most importantly, reliable: 80% of their total annual sales are done over a 3 month-period, which means reliability was a non-negotiable criteria. "The price point and reputation of the company behind the solution were key in selecting Maitre'D" Rosenblit commented. Some of the very interesting features for their business was having the ability to track every drink sold and to set up different pricing based on the day & time, and Maitre'D delivered.

The Party Block's System

The Party Block is currently using the Maitre'D's Back Office application and are using several modules as well. The clubs are currently using Time and Attendance, Electronic Funds Transfer and the Back-up Server to help them servicing customers faster. They also needed a dedicated supporting distributor that had the experience in installing systems for larger-sized companies. The Party Block dealt with Delaware Business Systems, an authorized Maitre'D Reseller for the area, for their system's implementation, sales, training and support.

The Party Block

