QSR

Pudge's Steaks & Hoagies

How Pudge’s cut spend 16% and dropped COGS 6% in 90 days.

Norristown & Pottstown, PA · 2 units · QSR

–16%
Lower spend
Buying to budget, not blind

–6%
COGS drop
Across the board

90 days
To profitable
No more month-end card crunch

THE PROBLEM

Pudge’s was ordering blind. Purchasing ran on napkin math and gut feel, with no visibility into spend until well after the money was gone — too late to do anything about it. Reporting was dated and the team was flying by the seat of their pants. End-of-month purchases were going on a credit card just to bridge the gap.

WHAT THEY DID

Pudge’s adopted Breadcrumbs’ reporting suite — operational summaries, descending budgets, and weekly insight emails — so purchasing decisions were finally tied to a budget instead of a guess.

THE RESULT · FIRST 90 DAYS

- **16% reduction in spend** — buying to budget instead of buying blind
- **6% drop in COGS** across the board
- From credit-card crunch to **profitable** — no more financing month-end purchases

> **We finally have a handle on our numbers without digging into the POS at midnight.**

JC **John Connell**
Pudge's

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