

CASE STUDY

Empowering Expansion: How Positive8 Streamlined Operations and Financial Reporting



positive8

CLIENT OVERVIEW

A leading operator of budget tourist accommodation and entertainment venues across the UK and Europe, providing affordable lodging and leisure experiences.

THE CHALLENGE



With plans for expansion and a need for streamlined operational efficiency, the client required a reliable, cohesive electronic point of sale (EPOS) system across its 24 locations.

This system needed to support consistent stock and margin management, accurate sales reporting, and secure stock auditing across multiple countries. Furthermore, the organization required robust financial insights to secure bank support for its expansion plans.

OUR SOLUTION



Positive8 assigned a Project Accountant to oversee the EPOS system's rollout across all 24 locations, ensuring each unit received comprehensive support and guidance through the implementation process. To support the client's growth ambitions, the Project Accountant analyzed and produced critical financial reports, which provided insights into expansion viability and supported business plans for bank presentations.

In addition, our Project Accountant closely monitored and reported on sales revenue, costs, and margins, providing clear, data-driven reports to the Group Finance Director.

This role also involved managing both internal and external stock audits to confirm inventory security and compliance with gross profit (GP) targets, with the audit results analyzed and shared with the Finance Director.

THE OUTCOME



The successful implementation of the EPOS system enabled consistent, reliable stock and margin management across all international locations, contributing to enhanced data integrity and streamlined sales analysis.

These improvements significantly strengthened the client's operational framework and expansion readiness. Recognized for this outstanding achievement, Positive8's Project Accountant was awarded Employee of the Month, for their impactful contributions to the project.