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**Marx Swanepoel, YO! Sushi UK's Senior Management Accountant runs a lean business, which, he tells Exchequer by adopting Japanese ethos to seize the latest technology enables the company to remain light, nimble and competitively priced.**

YO! Sushi, the UK's favourite sushi restaurant chain which delivers a slice of urban Tokyo to sushi lovers worldwide, has chosen Exchequer Hosted Solutions to host and service its Exchequer accounting and business software, as well as the Exchequer Document Management System. The on-demand package will make it easy for the increasingly dispersed business with 60 restaurants worldwide to remain closely connected.

Founded by entrepreneur Simon Woodroffe, YO! Sushi is owned by venture capitalist firm Quilvest and the company's senior management. Hailed a pioneer in 1997 for first introducing British diners to a Japanese 'kaiten' (conveyor belt) sushi bar, the business has sustained a fresh and exciting buzz for 15 years.

As the company's success has spread across the UK and into International markets, its rapid expansion took its toll on YO! Sushi's internal systems. One of the business aims is to operate a lean head office and support infrastructure so a more agile approach was called for. By evolving to Exchequer Hosted Solutions, all of YO! Sushi's Exchequer software modules and integrated document management systems are securely delivered as a service over the internet which can be accessed anywhere, anytime.

The move will see YO! Sushi reduce the total cost of ownership for its IT systems as data and applications will be hosted in Exchequer's secure datacentre, minimising both hardware and software costs in the process. Exchequer will also take responsibility for backing up YO! Sushi's data and key services, installing security patches and anti-virus control and managing license version control, all of which is backed by a 'world class' service level agreement to ensure both quality and consistency of service.



the real**story**

YO! Sushi serves over four million customers each year and is famous for its fast delivery of Japanese sushi to customers via a conveyor belt system. In a move to make YO! Sushi's back office system as efficient as its front-end dining experience, the restaurant chain has chosen Exchequer Hosted Solutions to host and manage its core IT applications.

The iconic brand has been using Exchequer to maintain tight financial control since 2001 and also makes use of the Exchequer Document Management System which has enabled YO! Sushi to digitise and streamline its existing document processes and reduce its paper usage.



Rolling out YO! Sushi

**Over 4 million** customers served pa

**10 new outlets** a year average

**Over 60** restaurants worldwide

**1,800** uk employees

Instead of expanding and upgrading the company's systems, YO! Sushi opted to switch to an online, subscription-only software suite. The move enables YO! Sushi to remain light, nimble and competitively priced, despite now having 1,800 employees in the UK.

Marx comments: "Exchequer's accounting software has been a central facet of our financial management systems for more than a decade. Given the positive experiences we have had throughout this time, it was a natural evolution for us to continue to work with them and make the move to Exchequer Hosted Solutions. By using a hosted solution, we are able to reduce IT costs, free up the IT team for more strategic work and can also access our financial management information wherever we are working, UK or abroad. It's a win-win situation and my accounting team have been extremely pleased with both the transition and the service we receive from the Exchequer team."

Exchequer Hosted Solutions enables YO! Sushi to access key applications anywhere, anytime via an internet connection. It works across a variety of browsers – including Internet Explorer, Firefox and Safari – and across a number of devices, including iPads and smartphones, enabling staff to securely access vital business information either from the office, home or when they are on the move visiting restaurant sites.

Paul Sparkes, Product Director for Exchequer, adds: "Through our hosted solution we're changing the way that businesses manage both their finances and their IT infrastructure. Hardware can quickly become outdated and software can be 'resource-hungry' but by using a hosted solution, organisations can hand this responsibility over to someone else to manage, leaving them to get on with running their core business while reducing IT costs, mitigating risks and increasing access to data on the move."

Staying fresh on a tight budget requires a dynamic approach to connecting people, sharing information and keeping your finger on the business pulse.

Sometimes innovation can't wait. Exchequer Hosted Solutions is a fully managed service that is available through a monthly, per user fee, removing capital outlay and enabling efficient budgeting. It's highly scalable so grows with the business, yet without the capital costs or upgrade headaches usually associated with keeping software up to date. In these fast-moving times, it's the clever way to manage and buy software.

### Marx recalls

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### Key benefits

- **Clear, predictable budgeting** – monthly per-user fees with no capital outlay put you in control of your IT spend
- **Easily scalable** – simply add additional users when required
- **Fully managed service** – frees your team to focus on your core mission and service delivery
- **Supports remote access** – employees and authorised stakeholders gain access to Advanced Business Solutions, Microsoft and third-party applications from any location



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