

# Hear From Other BBI Customers About Our Workforce Intelligence Offering

“Black Box Workforce Intelligence™ consistently provides **timely and valuable benchmarking data** that we use to make key decisions. From the monthly Human Capital Intelligence reports, to the specialty and annual compensation/benefits reports, BBI is a **solid source of restaurant industry information.**”

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## DINA BARMASSEE

SVP HR  
The Cheesecake Factory

“We love using Black Box Financial and Workforce Intelligence! The data from both products allow us to stay ahead of the competition as well as offer competitive compensation packages to **retain the best talent in our industry!** Black Box Intelligence is an invaluable tool that allows us to be forward thinking and proactive as we approach each period. Thank you for the **easy to use dashboard and useful data.**”

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## SUNDAYE TAYLOR

HR Manager  
Wildflower Bread Company

“We love using Black Box Workforce Intelligence dashboards each month to **track our progress and see how we stack up against the competition.** The dashboard and reporting features are **simple and easy to use.** We also attend the quarterly State of the Industry Webinars for insight and information into our segment of the restaurant industry. The team at BBI also promptly answer emails and questions you may have regarding their analytics. We really enjoy partnering with them.”

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## BRANT FAHLE

VP of HR  
99 Restaurants

“The Black Box Intelligence Workforce Survey has helped Culver’s obtain **regional competitive information that is so important to support our recruiting and retention efforts.** It allows us to gauge how we are doing in this space as a brand and is instrumental for individual locations to know where they should place emphasis and adapt in support of their teams and business. These insights gained from reviewing data from within and beyond the brand are necessary to draw correlations between investments in the team and business success.”

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## MATT KLUG

VP of HR  
Culver’s

“We have used Black Box Workforce Intelligence to help us plan our compensation strategies at both the field and support center/corporate positions. WI has given us **reliable data to know how we compete in the market place, allowing us to stay ahead of the competition in the war for talent, both in pay, benefits and perks.** Specifically, it has been a huge help entering new markets and understanding the pay percentiles by position to use as a target. Additionally, as our company has scaled from 20 to 50 stores and on to 100+, we are able to benchmark our manpower by department vs the industry to see where we have manpower needs or might need address productivity.”

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## RONNIE BERRY

CPO & VP of People Services  
City BBQ