

NANDO'S SPICY NEW INGREDIENT?

DATA-DRIVEN FORECASTING

When you serve millions of customers across hundreds of restaurants, running out of chicken isn't an option. Nando's partnered with **Predictive Insights** to bring forecasting precision - and peace of mind - to their operations.



**20% less
food waste**



**Fewer stock
shortages**



**More efficient
staff scheduling**



**Faster service and
happier customers**

The Challenge

Restaurant managers (Patrões) were spending hours each day estimating sales, managing rosters, and ordering stock using year-old budgets and gut feel.

What it meant

Wasted food, stressed staff, and time lost that could've been spent on customers.

The Solution

Predictive Insights ran a pilot across 20 Nando's restaurants in South Africa, combining three years of point-of-sales data with broader economic conditions and the state of the economy.

The result

Hour-by-hour forecasts for each store - simple, accurate, and built into existing systems.

"WE AIMED TO EMPOWER PATRÃOS, NOT REPLACE THEM."

— Neil Rankin, CEO, Predictive Insights

Restaurant managers could now see exactly what to order, how much stock to prep, and how to schedule staff - all in minutes, not hours.

THE IMPACT

- | 20% less food waste
- | Fewer stock shortages
- | More efficient staff scheduling
- | Faster service and happier customers

"IT'S SIMPLE: BETTER PLANNING; HAPPIER STAFF; QUICKER, BETTER SERVICE; BETTER FOOD; SATISFIED CUSTOMERS."

— Chris Swanepoel, Restaurant Support Director, Nando's

Better planning led to happier staff, smoother shifts, and more satisfied customers, all without changing the heart of Nando's people-first culture.

The Outcome

Predictive Insights' machine learning continues to evolve, improving forecast accuracy over time. As Nando's grows, every new store can make better calls - on stock, staffing, and service - guided by data that learns as fast as their teams do.

Predictive Insights

Data is everywhere. Direction is rare.

We turn yours into clarity that moves your business forward.

See how small changes in planning can make a big difference in performance.



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