



EVENT TICKETS

La Boum



“ We host a popular weekly champagne brunch for which we previously accepted reservations on OpenTable. People would reserve months in advance, but then the week before, many would cancel, and keeping a waitlist was very time consuming.

We switched to Pivvit because it could meet our specific business needs. From day one, the Pivvit solution was easier for customers to use, and it eliminated phone calls and cancellations, which freed up a lot of staff time.

However, the full value came not just from the better technology, but also from their consulting support.

Pivvit Consulting helped us re-envision our business processes to eliminate obstacles and reduce

“ *Pivvit is a game-changer. We grew sales by 300% in just five months – and purchased our building* ”

Pivvit continued to work with us after launch. When they saw that our brunches were selling out, they ran analytics to show us that there was significantly more demand for our offering than we had thought. Based on their analysis, Pivvit suggested that we offer four brunches per weekend instead of just one.

When they first approached me with this recommendation, I thought, ‘we couldn’t possibly sustain these extra brunches.’ We wanted to grow, but we didn’t know if we could sell out so many new events, or if we could run two per day operationally

However, Pivvit showed that we could do it without adding staff. Pivvit’s services team managed our registrations to help us sell out the events.

In the end, Pivvit was correct -- we sold out the additional events and **increased our revenues by 300%** compared to our previous reservation system, just five months after deploying Pivvit.

We had been operating for 10 years before Pivvit, and renting the entire time. The increased revenue from Pivvit helped us purchase our building that same year. ”

Christopher Lynch
General Manager