



TAPASTRIE CASE STUDY



6400 W Touhy Ave. Unit A, Niles, IL 60714
www.abetterpour.com

THE CLIENT

Tapastrie has been South Bend, Indiana's spot for wine & tapas since 2015. It combines Mediterranean-inspired dining with an expansive wine list to give its patrons something that turns the traditional restaurant experience into an exotic culinary adventure.



THE PROBLEM

Tapastrie's owners had a wide selection of wines and wanted to be able to give their customers an opportunity to try as many varieties by the glass as possible, while not having it result in leftover wine that would spoil when preserved through traditional methods.

Tom Welsh, an owner & partner at Tapastrie, had seen the Enomatic while traveling in New Orleans, and reached out to aBetter Pour for more information on how it could help his business create the best possible experience for their customers.

THE SOLUTION

aBetter Pour worked with Tapastrie to find the right Enomatic solution for their needs, resulting in a 24-bottle system that is customer-interactive and allows for 3 different precise pour options. This has allowed the customer to take control of their wine experience and try bottles they might otherwise avoid due to price or a lack of familiarity with the varietal.



“aBetter Pour’s owner
Michael Lentino was
very helpful in
answering all of my
questions and helped
guide me to the best
solutions for my
restaurant and bar.”

- Tom Welsh



THE RESULTS

Customers are attracted by the Enomatic's sleek and attractive design, and wine sales have increased due to the variety of options available to them. The system's customer-interactivity frees the staff to focus on other areas and keep everything running smoothly, while providing a great and unique experience for patrons.

"We are selling more wine through our Enomatic systems than by the glass at our bar or through our wine list bottle program. One out of three customers says 'I need one at home!'"

THE PARTNERSHIP

“My experience with delivery and installation were all positive. The technicians are always friendly and knowledgeable and my few requests for service whether IT or mechanical are always followed up on quickly. The machines are easy to clean and bottle changes are simple as well. I highly recommend these systems for an overall better wine experience.”



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