

# Steven Bankler, CPA, Ltd.

## Client Spotlight: POS Solutions

Allen Devino considers himself a very lucky man. A series of business pivots throughout his 20-year career in providing point of sale (POS) solutions for restaurants has brought him to exactly where he wants to be: In Austin, Texas, with a

great business partner, serving the needs of some of Texas's most innovative restaurants.

Years ago, Allen had just merged his Dallas/Fort Worth-based POS company, allowing him to take his business to the next level. The company soon became the top dealer in the country for a leading POS system. Then he spotted the opportunity to bring a system he deeply admired—Aloha POS Systems—to Austin, an area in which he'd always wanted to plant roots.

POS Solutions was born. Allen didn't know it at the time, but his luck was about to increase exponentially when he took his chances on hiring one of his first employees, a "college kid" named Chad Edwards.

"Chad has been with me since the beginning, when the only call we would get all day was from the insurance guy," Allen jokes. "I quickly realized I made a good decision. He's always been a top employee. He's definitely the 'thinker' and I'm the 'talker,' which makes us a great team."

Eventually Allen had the opportunity to buy out two of his partners who were still based in DFW. It's at that time Chad was given the opportunity to work his way into being a partner in the company, which is where he proudly stands today.



Through it all, innovation in restaurant POS systems has kept POS Solutions growing and changing and has kept Allen and Chad happily challenged. This includes helping restaurants like Kerbey Lane Café introduce mobile iPad order-taking and kitchen video capabilities.

"Over our 15 years in business, we went from a product-selling mentality to a client-service mentality," Chad explains. "Helping our clients succeed has been rewarding."

This success brought with it other business opportunities that tested the limits of the partners' financial savvy. That's when a colleague recommended they talk to Steven Bankler, CPA, Ltd., to help ensure their future pivots don't result in unnecessary tax bills.

Steven recommended several changes that resulted in remarkable tax savings. And the best part, according to Allen and Chad?

"Whenever we need his help, Steven is there," says Chad. "He'll answer our call himself or gets right back to us, even if he's out of the country. It's an immediate response."

The partners at POS Solutions have been so impressed that they often recommend Steven Bankler to others in the business. Just as it is in the restaurant and hospitality industry, a recommendation is the highest form of flattery.

Learn more about POS Solutions at [www.posstexas.com](http://www.posstexas.com).



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