

# STACHS & WRAXX

## The Partnership

*How the arrangement works, how it is measured, and what the property retains*

There is no upfront fee, no retainer and no standing charge. Stachs & Wraxx is paid exclusively from improvement measured against an agreed baseline and verified. Where no improvement is verified, nothing is payable — the property carries no financial exposure in establishing whether the opportunity is real.

**£0**

UPFRONT COST

**12 mth**

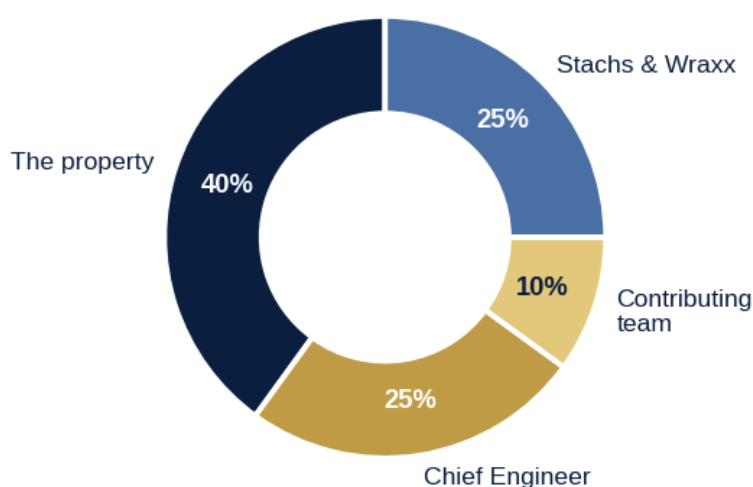
INITIAL TERM, RENEWABLE

**4-way**SPLIT OF VERIFIED  
IMPROVEMENT**30 days**PAYMENT AFTER PERIOD  
CLOSE

### HOW A PARTNERSHIP RUNS

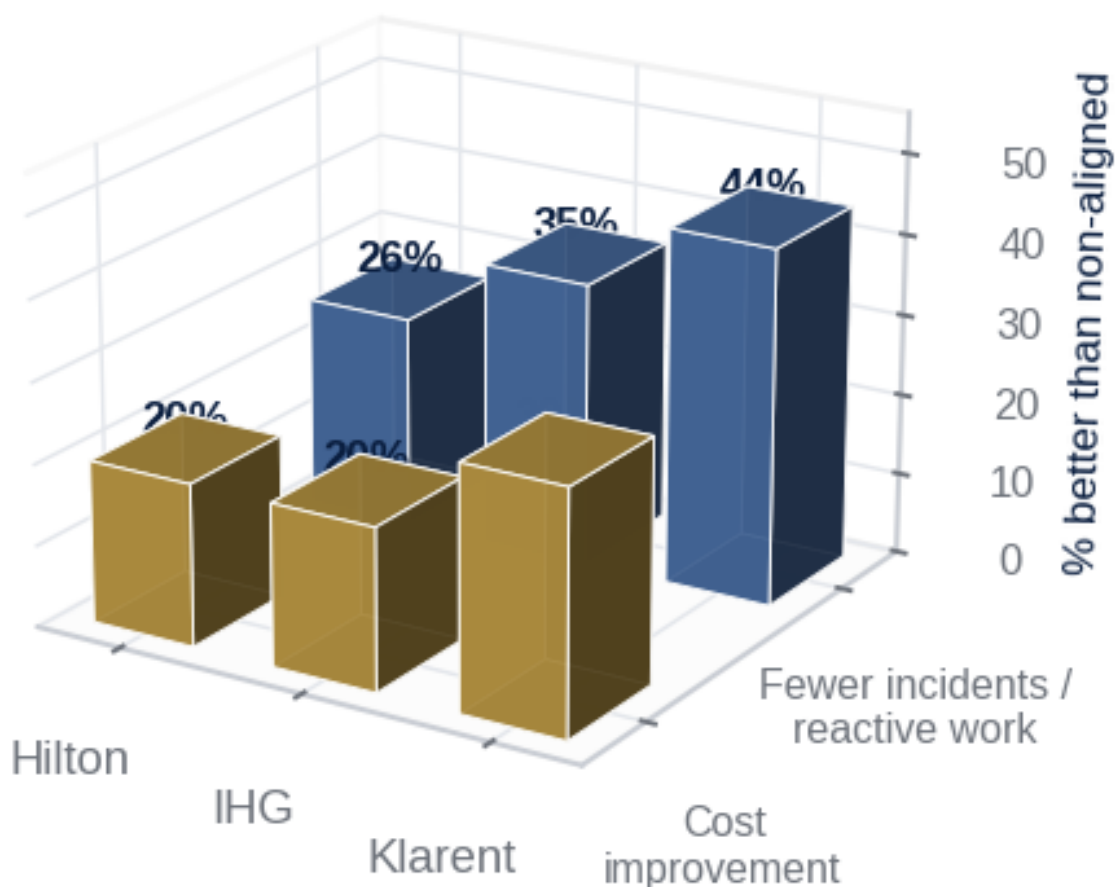
| PHASE                 | TIMING     | WHAT HAPPENS                                                                                                       |
|-----------------------|------------|--------------------------------------------------------------------------------------------------------------------|
| <b>Audit</b>          | Weeks 1–2  | Every line in scope measured against benchmark — measured, not estimated.                                          |
| <b>Quantification</b> | Week 3     | A written report placing a monetised annual value against each lever, ranked by size and speed of realisation.     |
| <b>Implementation</b> | Months 1–4 | Systems, process and discipline built with your engineering team, not handed to them.                              |
| <b>Verified share</b> | Ongoing    | Monthly departmental P&L against the agreed baseline, every variance attributed, and only then is anything shared. |

### How verified improvement is shared (illustrative proportions)



*Illustrative proportions. Agreed in writing before any work begins and reported monthly.*

## Operator data — financially aligned departments



Operator datasets measuring engineering departments whose leads carry financial alignment to cost and reliability outcomes against those that do not.

### REAL-WORLD IHG Engineering Excellence — planned maintenance

**Result:** 44% reduction in reactive work orders and 30% reduction in system downtime; ROI achieved within the first year.

Reactive work is the most expensive maintenance there is, and the proportion is measurable from day one.

Source: IHG — Engineering Excellence Programme

### REAL-WORLD HSE / NEBOSH — compliance and cost

**Result:** Documented compliance frameworks reduce both incident rates and insurance premiums measurably.

Compliance is treated as a cost centre and behaves like a saving once it is documented rather than assumed.

Source: HSE; NEBOSH

## CORE TERMS

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- **Duration** — twelve-month initial term, renewable annually.
- **Scope** — every lever set out in the opportunity document.
- **Measurement** — monthly departmental P&L against an agreed baseline, every variance attributed and verified before anything is shared.
- **Reporting** — a monthly summary to the General Manager, the Chief Engineer and ownership. Nothing about the arrangement is invisible to anyone in the building.
- **Threshold** — where verified improvement falls below the agreed threshold, nothing is payable.

### HOW VERIFIED IMPROVEMENT IS SHARED

Improvement is divided four ways: the property, the Chief Engineer who delivered it, the contributing team members, and Stachs & Wraxx. Proportions are agreed in writing before any work begins, and reported monthly to the General Manager and to ownership.

## WHAT THE PROPERTY RETAINS

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At the end of a twelve-month term the property keeps all of the infrastructure: a reviewed contract schedule, a configured BMS profile, a planned maintenance programme, documented compliance, and a commercially credentialled Chief Engineer. None of it is licensed, and none of it leaves.

## DEVELOPMENT FOR THE TEAM

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- Chartered engineering status pathway (CIBSE-aligned)
- Energy management and BMS configuration
- Planned maintenance systems
- Statutory compliance and risk documentation

We succeed only when the department succeeds. That is the financial architecture of the arrangement, not a positioning statement.