



Your Kitchen Qualifies for the SW Partnership

The structure, the model, and what every chef in your brigade stands to gain

CHEFS & KITCHEN DEPARTMENT

Why Your Kitchen Has Been Selected

Our assessment indicates that your culinary department presents a material profit improvement opportunity across food cost, waste management, and kitchen labour. Properties selected for partnership typically exhibit: food cost percentage above the top-quartile benchmark; no AI-assisted demand forecasting or recipe costing in place; kitchen labour not scheduled against cover forecasts; and HACCP and allergen compliance managed informally rather than through a documented framework.

The Partnership Structure

- Phase 1 — Kitchen Audit (Weeks 1–2): Full analysis of food cost %, waste data, recipe compliance, labour cost per cover, and compliance register
- Phase 2 — Opportunity Quantification (Week 3): Written report with monetised value for each improvement lever
- Phase 3 — Implementation (Months 1–4): AI demand forecasting, recipe costing, menu re-engineering, brigade scheduling, and HACCP framework
- Phase 4 — Profit Share (Ongoing): Monthly improvement shared four ways — company, Executive Chef, brigade members, SW Partnership Group

Executive Chefs in comparable kitchens have generated an additional £900–£1,400 per month. Sous Chefs and senior CDPs have received an additional £200–£380 per month — creating genuine financial alignment across the entire brigade.

No upfront fee. No retainer. Payment exclusively from verified kitchen profit improvement.



CASE STUDIES

Evidence-Based Profit Improvement

Marriott — Kitchen Performance Incentive Data	REAL-WORLD
Result: Incentive-linked chefs achieve 15–22% lower food cost and 30% fewer food safety incidents	
Marriott culinary data shows that kitchens led by Executive Chefs with direct financial alignment to food cost and compliance KPIs consistently outperform non-incentivised counterparts. The SW model extends this alignment across the full contributing brigade. Source: Marriott International — Culinary Operations Excellence Framework; AHLEI CEC Programme	
The Norwood Kitchen — Partnership Year 1 (Hypothetical)	HYPOTHETICAL
Result: £82,600 verified improvement; Executive Chef generating £1,376/month; two Sous Chefs generating £340/month	
A 4-star hotel kitchen implemented the full SW programme. Food cost reduced from 33.8% to 27.2%. Waste reduced 34%. Labour cost per cover improved 18%. Total improvement: £82,600. Executive Chef: £1,376/month. Two Sous Chefs: £340/month each. Source: SW Partnership Group — Illustrative partnership based on Winnow, HOSPA, and ACF benchmark data	
IHG — Kitchen Incentive and Performance Data	REAL-WORLD
Result: Performance-linked kitchen managers deliver 20% better food cost and 35% fewer compliance incidents	
IHG culinary data confirms that Executive Chefs with financial alignment to food cost, waste, and compliance KPIs deliver measurably superior outcomes across all kitchen performance metrics. Source: IHG Hotels & Resorts — Culinary Excellence Programme	



METRICS & DATA SHEET

Key Performance Indicators & Profit Impact

£0 Upfront Cost All fees from verified improvement only	4 Parties Profit Share Company / chef / brigade / SW — all benefit	Monthly Verified Kitchen P&L; reviewed and distributed monthly
£900–£1,400 Exec. Chef Monthly Additional monthly income for Executive Chef	£200–£380 Brigade Monthly Additional monthly for participating kitchen staff	Permanent Infrastructure Recipe systems, HACCP, AI tools retained permanently

How the SW Profit-Sharing Partnership Works: We identify hidden areas of profit within your department, implement the improvements alongside your team, and share the resulting gains proportionally — with the company, the departmental manager, participating employees, and SW Partnership Group. No upfront cost. No saving, no fee.