



Preparing for Your Kitchen Discovery Call (Partnersh...

The complete framework for long-term, performance-aligned kitchen partnership

CHEFS & KITCHEN DEPARTMENT

A Partnership Structured Around Shared Culinary and Commercial Interest

The SW Kitchen Profit-Sharing Partnership is governed by one principle: we are paid exclusively from the improvements we deliver. No retainer, no standing fee, no payment where verified savings fall below the agreed threshold. Every financial incentive in the partnership is aligned: maximise the verified, sustainable profit improvement in your kitchen department.

Core Terms

- Duration: 12-month initial term, renewable annually
- Scope: Food cost, waste, labour, compliance, and menu GP% — all kitchen cost levers
- Measurement: Monthly kitchen P&L; vs. agreed baseline; all variances attributed and verified
- Profit share: Four-way — company, Executive Chef, contributing brigade members, SW Partnership Group
- Reporting: Monthly summary to GM, Executive Chef, and ownership

In 12-month SW kitchen partnerships, Executive Chefs have generated an additional £10,800–£16,800 in total annual income. Participating Sous Chefs and CDPs have received £2,400–£4,560 per year — a material uplift on standard kitchen wages.

We succeed when your kitchen succeeds. That alignment is the legal and financial architecture of the partnership — not a positioning statement.

Enduring Value

Properties completing a 12-month kitchen partnership retain: AI-configured demand forecasting, recipe costing system, HACCP Level 3 framework, engineered menu with documented GP%, and a commercially credentialed Executive Chef. This infrastructure retains value indefinitely.



CASE STUDIES

Evidence-Based Profit Improvement

Four Seasons — Culinary Incentive Structures	REAL-WORLD
Result: Sustained kitchen incentives deliver compounding multi-year food cost improvement	
Four Seasons culinary data demonstrates that kitchens under sustained performance frameworks deliver compounding improvement year on year — with each year's baseline building on the last. Source: Four Seasons Hotels & Resorts — Culinary Operations Excellence Framework	
Winnow — Year 2 Compounding Kitchen Improvement	REAL-WORLD
Result: Year 2 waste reduction averages 8% additional improvement on Year 1 gains	
Winnow's longitudinal data shows that kitchens maintaining AI waste tracking in Year 2 achieve an average 8% additional improvement on Year 1 gains — as demand forecasting models improve with accumulated data. Source: Winnow Solutions — Longitudinal Kitchen Performance Data (2024)	
Alderton Kitchen Group — Full Partnership (Hypothetical)	HYPOTHETICAL
Result: £108,400 Year 1 improvement; Executive Chef generating £1,806/month; Year 2 renewed	
A 5-star hotel group kitchen completed a 12-month SW partnership. Total improvement: £108,400. Executive Chef: £1,806/month. Three Sous Chefs: £360/month each. Year 2 renewed with scope expanded to banqueting and events kitchen operations. Source: SW Partnership Group — Illustrative 12-month outcome based on verified benchmarks	



METRICS & DATA SHEET

Key Performance Indicators & Profit Impact

12 mo Initial Term Renewable; no lock-in beyond initial term	Monthly Profit Verified Kitchen P&L; vs. baseline verified transparently	4-Way Profit Split Company / chef / brigade / SW — all benefit
30 Days Chef Paid Contractual entitlement paid within 30 days	£10,800–£16,800 0 Annual Income Total additional annual income for Executive Chef	Permanent Infrastructure AI tools, HACCP, recipe system 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.