

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

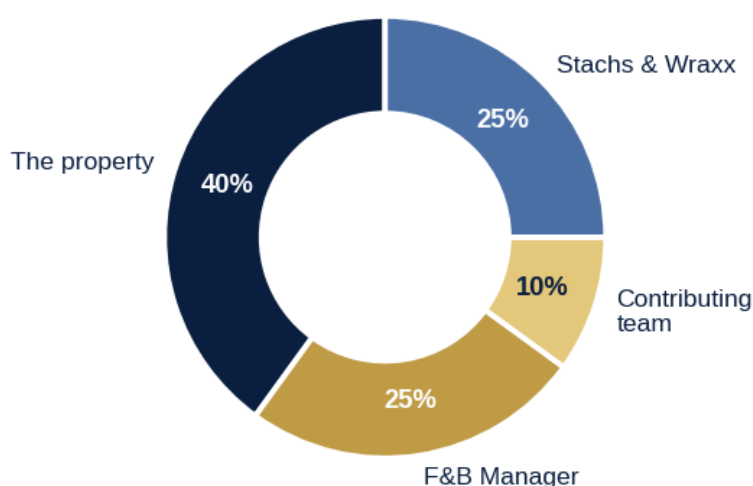
INITIAL TERM, RENEWABLE

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

HOW A PARTNERSHIP RUNS

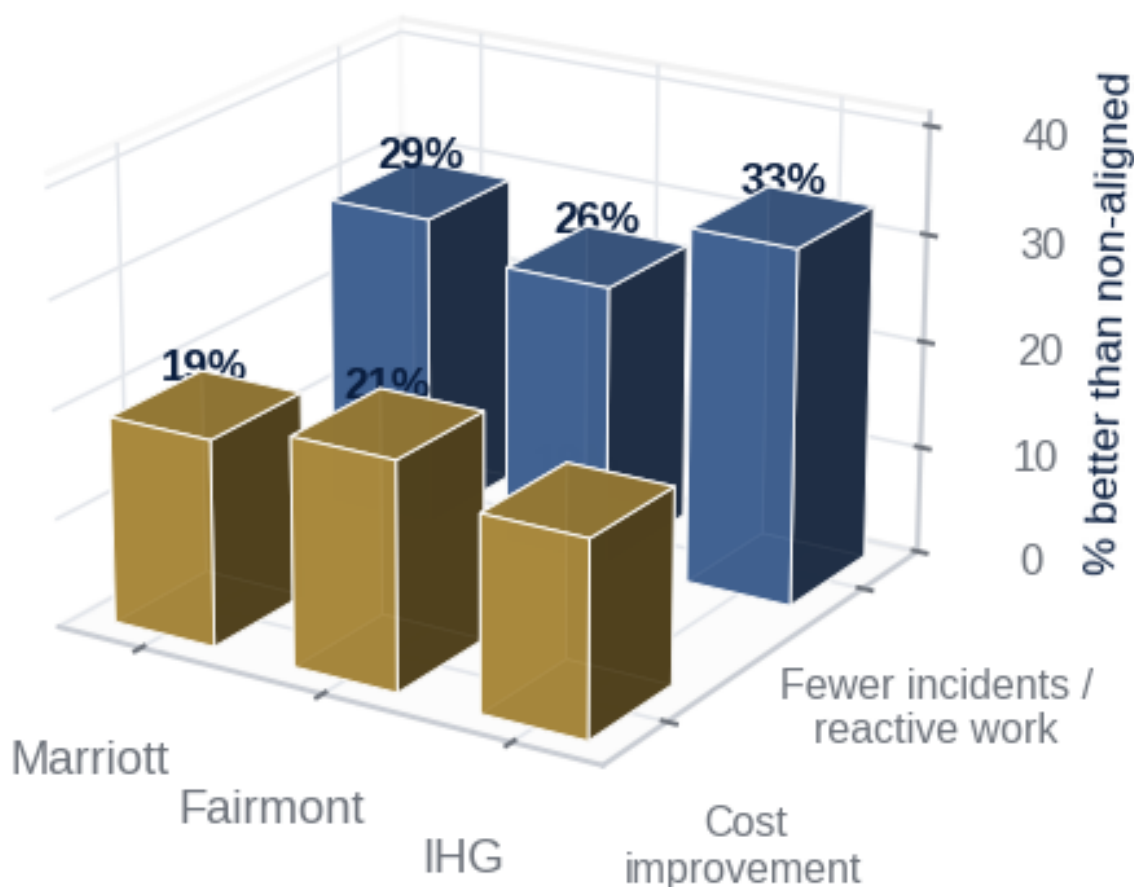
PHASE	TIMING	WHAT HAPPENS
Audit	Weeks 1–2	Every line in scope measured against benchmark — measured, not estimated.
Quantification	Week 3	A written report placing a monetised annual value against each lever, ranked by size and speed of realisation.
Implementation	Months 1–4	Systems, process and discipline built with your F&B team, not handed to them.
Verified share	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 F&B operations whose managers carry direct financial alignment to margin outcomes against those that do not.

REAL-WORLD Winnow Solutions — AI food cost impact

Result: 20–40% food waste reduction; average £50,000 annual saving per hotel restaurant.

A detailed waste audit typically reveals 60–80% of food waste concentrated in 20% of menu items — which makes the first fix small and specific.

Source: Winnow Solutions — Food Cost Impact Study

REAL-WORLD WSET — beverage training and revenue impact

Result: CFBE-certified F&B managers earn 18–28% more than non-certified peers, and trained teams increase beverage revenue per cover.

Beverage is the highest-margin line in the department and the one most often left to chance.

Source: WSET; AHLEI — CFBE Outcomes

CORE TERMS

- **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 F&B Manager 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 F&B Manager 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

At the end of a twelve-month term the property keeps all of the infrastructure: an engineered menu with documented GP% by dish, a beverage costing and stock framework, an events yield model, and a commercially credentialled F&B Manager. None of it is licensed, and none of it leaves.

DEVELOPMENT FOR THE TEAM

- Certified Food & Beverage Executive (CFBE) — AHLEI
- WSET Level 2/3 for the beverage team
- Menu engineering and cost control
- Revenue management applied to F&B

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