

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

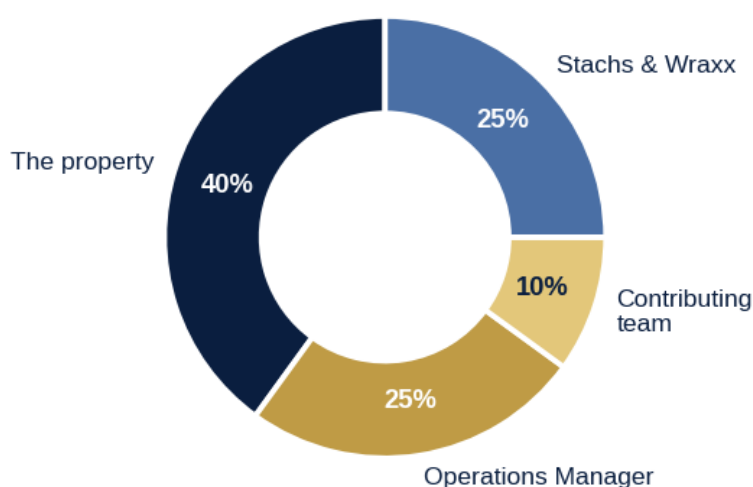
INITIAL TERM, RENEWABLE

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

HOW A PARTNERSHIP RUNS

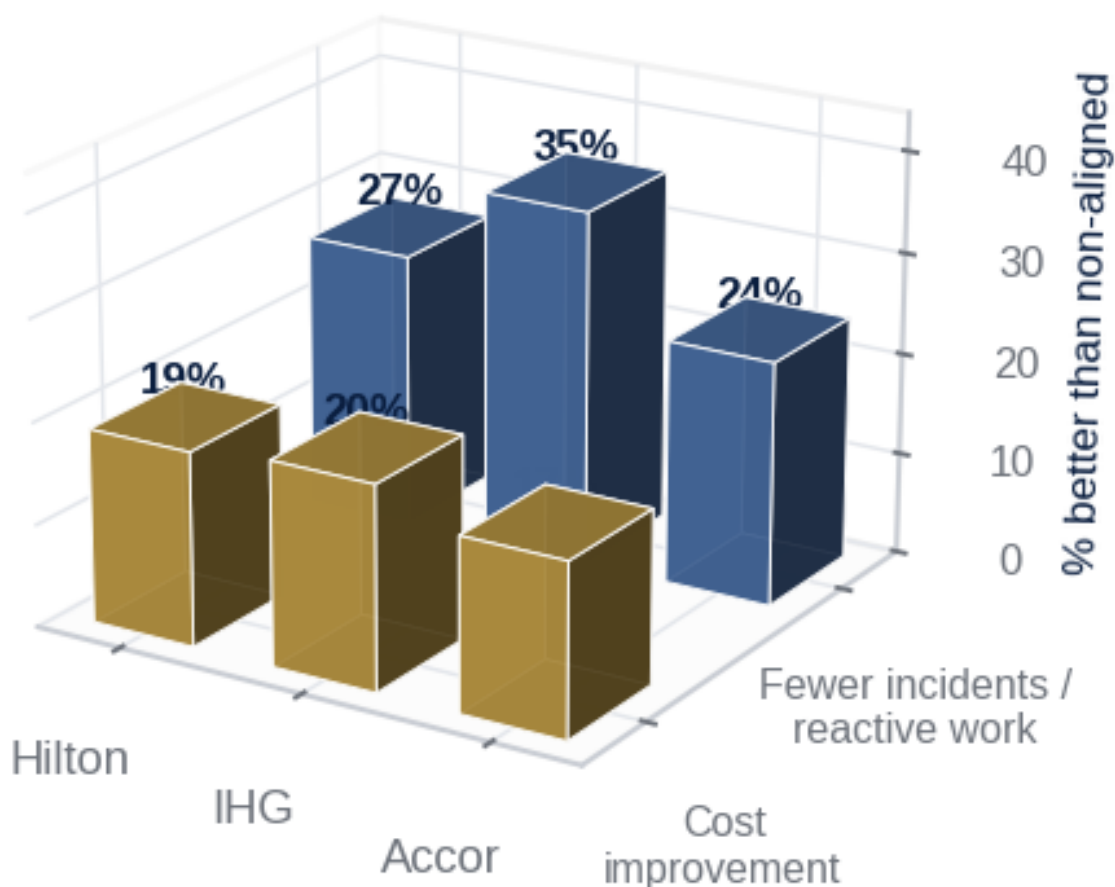
PHASE	TIMING	WHAT HAPPENS
Audit	Weeks 1–2	Every line in scope measured against benchmark — measured, not estimated.
Quantification	Week 3	A written report placing a monetised annual value against each lever, ranked by size and speed of realisation.
Implementation	Months 1–4	Systems, process and discipline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

REAL-WORLD AHLA — operational quality and revenue performance

Result: A one-point OTA review score increase enables an ADR increase of up to 1.42%; operations is the primary driver of that score.

This is the clearest commercial link in hospitality operations and the one least often managed as a financial lever.

Source: American Hotel & Lodging Association

REAL-WORLD AHLEI — CHA certification and progression

Result: CHA-certified hotel leaders earn 20–30% more and progress to Director-level roles significantly faster.

Documented commercial competence is materially more portable than operational reputation alone.

Source: AHLEI — Certification Outcomes Data

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 Operations 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 Operations 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: demand-linked scheduling models, documented operating procedures, a configured task and escalation framework, and a commercially credentialled Operations Manager. None of it is licensed, and none of it leaves.

DEVELOPMENT FOR THE TEAM

- Certified Hotel Administrator (CHA) — AHLEI
- Operations management and workforce planning
- Guest experience and commercial linkage
- Process improvement for hospitality operations

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