

STACHS & WRAXX

The Process

The discovery call, the in-depth analysis, and how verified value accrues

Nothing is committed on a first conversation and no fee arises at any point in the assessment. The first call establishes whether a material opportunity exists; the in-depth analysis quantifies it precisely. Both are undertaken at our cost.

STAGE ONE — THE DISCOVERY CALL

Forty-five to sixty minutes, mapping the specific opportunity across three areas:

- **Food cost and waste** — current food cost %, waste levels, how demand is forecast, benchmarked against top-quartile for the cuisine category.
- **Brigade and labour** — the scheduling model, labour cost per cover, overtime and agency use, cross-training gaps.
- **Compliance and systems** — HACCP and allergen position, recipe costing, existing tooling.

USEFUL TO HAVE TO HAND — NONE OF IT ESSENTIAL

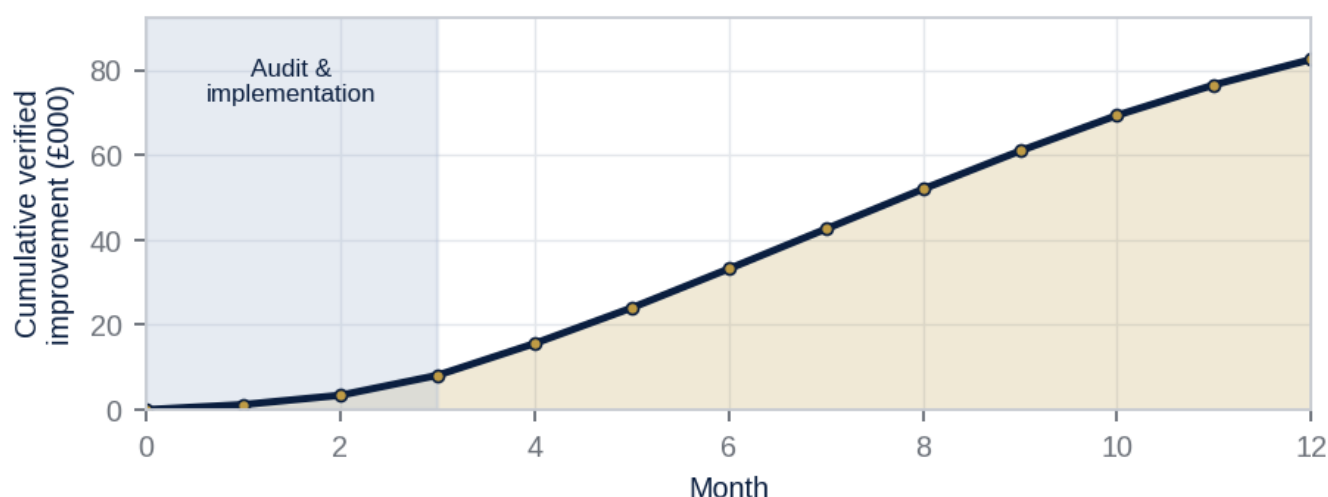
Last three months' food cost % (or total food revenue and ingredient spend) · kitchen labour cost per cover · weekly waste volume or value, if tracked · current HACCP position · covers per week and the events profile.

STAGE TWO — THE IN-DEPTH ANALYSIS

WEEK	WORK
Week 1 Disaggregation	Every line in scope broken down and measured — cost, labour, consumption, compliance and systems as applicable to the department.
Week 2 Benchmarking	Each measured line benchmarked against top-quartile performance for comparable properties. Every gap monetised to a precise annual figure and ranked by value and speed of realisation.
Week 3 Plan	A written improvement plan with specific actions, named owners and timings, plus the proposed partnership structure including baseline and measurement method.

HOW VALUE ACCRUES

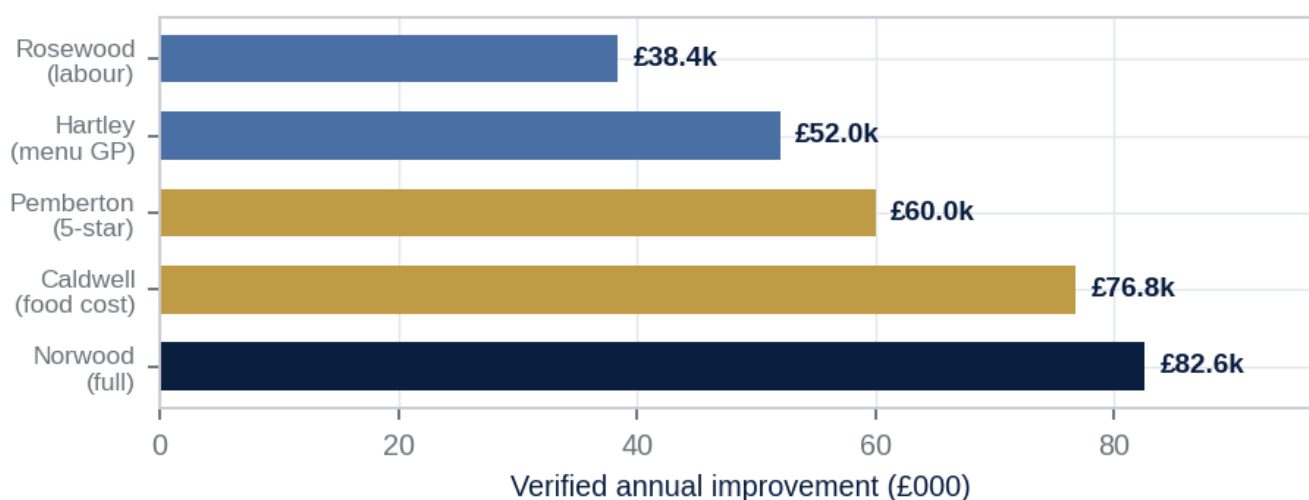
Illustrative accrual — nothing shared until verified



Illustrative accrual profile. The first months are audit and implementation; improvement builds through the year and nothing is shared until verified against the agreed baseline.

WHAT OUTCOMES HAVE LOOKED LIKE

Illustrative partnerships — year-one verified improvement



Illustrative partnerships. Programme scope drives the spread — single-lever engagements sit at the lower end.

REAL-WORLD HOSPA — food cost benchmarking, UK hotel kitchens

Result: Top-quartile kitchens achieve 26–29% food cost against 32–38% for the bottom quartile — a gap that is entirely operational.

HOSPA data shows a consistent six to ten percentage point differential between quartiles, explained not by ingredient cost but by forecasting, recipe compliance and waste management.

Source: HOSPA — F&B Financial Management Best Practice

WHAT HAPPENS AFTER

- **The analysis is yours regardless.** The numbers and the plan remain with the property whether anything proceeds or not.
- **Nothing starts without written sign-off** on baseline, scope, measurement method and shares.
- **Implementation runs with the brigade**, not to them — changes the team does not own do not survive the first difficult week.
- **Monthly verification** against baseline, reported to the General Manager, the Executive Chef and ownership.
- **Renewal is annual and optional.** The infrastructure remains with the property either way.

GOVERNANCE

Baseline, scope, measurement method and share proportions are agreed in writing before implementation begins. Verification is monthly and reported to the General Manager and ownership. No improvement is shared until it has been attributed and verified against the agreed baseline.

You finish the first conversation knowing exactly what is available in the department. That part costs nothing and carries no obligation whatsoever.