

Case Studies of our work... **Restaurants**

Aggressive Expansion - Implement Corporate Utility strategy

From an introduction on LinkedIn, Prestige were asked by the Operations Director of a growing restaurant group to implement a corporate utility strategy. Although a consultant was already in place, the service was not delivering what the client required. With the focus having been very much on growth and gaining a foothold in the market, the utilities were not on the top of the agenda.



At 38 sites, Prestige assessed what the group currently had in place, both contractually and strategically, across the energy supplies. After discussing and understanding the future growth plans, Prestige proposed a new strategy, streamlining all existing supplies. Whilst also incorporating all new sites when and as they were acquired, offering full Project Management support for all infrastructure requirements, something which was invaluable to the Client.

This enabled the Operations director to focus on the site acquisitions and overall running of the new and old sites, with the reassurance that the energy was being managed by Industry Professionals. Prestige now assist with all new and existing sites, ensuring they are incorporated into the group strategy, assist with budgeting forecasts and advise of new market legislations which may affect the Client.

Established group - Utility Strategy required for expansion

Prestige were referred into a well established, luxury restaurant brand based in Central London. The group currently at 11 sites, had grown organically over the last 7 years. There were now plans for steady expansion of 3-5 new sites a year for the next 5 years. The energy had always been managed internally by the Finance Director. Although a consultant was in place, the client had various issues when acquiring new sites with



infrastructure issues not being established until late down the line. They were also managing the sites independently to each other, causing excessive administrative burden.

Prestige proposed a strategy of streamlining the supplies in line with each other. This would significantly increase the groups' purchasing power, especially when and as more sites were added to the portfolio. This was a two stage process of rationalising the portfolio in the first instance, then managing proactively for the client thereafter.

Prestige were also able to offer specialist new site support from infrastructure through to supply contracting. Enabling the client to focus on getting the sites ready on time.

Not only were Prestige able to identify £25,000PA, but we were able to realise vast amounts of time back for the client to focus on other areas in the business. Prestige now work closely with the client for new site energy project management, along with on-going operational support and renewal management.

