

# Inside Hospitality

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1-2-1 Operator Resource



1-2-1 Hospitality & Retail  
Bridging the gap between operators & suppliers



## Inside **Hospitality** | 1-2-1 Operator Resource

### Introduction:

1-2-1 Hospitality exist to support operators through any technology needs by providing them access to service & software suppliers within the industry for both active projects and to simply review new technology & trends.

An increasingly important role in ensuring that you remain competitive is Technology. We are seeing this more now than ever before. Operators can find exploring technology very challenging, time consuming and often baffling.

Technology can however add real value to your business, but there are many pitfalls to avoid! Get it right, bingo, but get it wrong and it can be very expensive! We are here to support our industry and help ensure your success.

We have launched a new service, Inside **Hospitality** | 1-2-1 Operator Resource, that is designed to help you choose the right technologies for your business and increase efficiency, in a simple, manageable and affordable way!

Inside **Hospitality** has been designed to make it easier and reduce the risk for operators, taking most of this burden away from you. We either directly work with or know all the leading providers in the sector having had the pleasure of being right inside the UK Hospitality market over the last 10yrs.

Some of our Trusted Partners:



## Inside **Hospitality** offers:

Supplier <b>Sourcing</b>	We have relationships with all the major tech players
Technology <b>Watch</b>	We continually evaluate the market for trends & emergent technologies
Supplier <b>Shortlisting</b>	We evaluate suppliers and recommend the list
Less dedicated in-house <b>resource</b> needed	Reduces cost to the business
Dedicated <b>Account Manager</b>	Continuous access to specialist knowledge and expertise

### *Supplier **Sourcing***

For **TWO** projects per year, your Inside **Hospitality** Dedicated Account Manager will source suppliers for you to engage with. We will research and select these based on the specification/requirements that you provide us with and we will look to find 3-4 suppliers per project to introduce to you. From these introductions, you'll have some great comparisons to aide you in deciding on your chosen supplier. Further projects can be added for additional fee.

### *Supplier **Shortlisting***

We're happy to communicate on your behalf with suppliers every step of the way. We can pre-qualify suppliers in based on your requirements then arrange the first introductions. We can also set up follow-on meetings/calls, chase up information requests & quotations and if you need us to, we can let the suppliers know your final decision. Throughout this whole process we will always be on hand for any advice & insight, reducing overall risk.

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## Inside **Hospitality** | Where we can help:

We can connect suppliers & operators across a range of areas including:

Electronic Point of Sale (EPOS)



Stock Management



eProcurement / Electronic Invoicing

Allergens & Nutrition



HR, People Management & Payroll

Reservations & Booking Systems



Property Management Systems (PMS)

Loyalty & Customer Engagement



Digital Checklists, Compliance and Health & Safety

Applicant Tracking Systems (ATS)



BI & Management Information

Order Ahead / Pay at Table / Click & Collect



Cashless Tipping

Property Maintenance



Wage Advance Solutions

Guest Feedback



Online Learning & LMS



+ Many more

## Inside Hospitality | Our Promise & Price

*We will communicate with you to understand exactly what you are looking for.*

*We will research the market extensively to connect you to the right suppliers, reducing risk.*

*We will compile a selection of comparable suppliers/solutions for you to choose who to engage with, making it easier.*

*We will regularly update you on new & emerging technology & trends.*

### Duration & Cost:

Inside **Hospitality** is a 3yr membership for operators and gives you access to any supplier that is operating in your sector.

The cost for membership is £3,000 + VAT per year to be billed annually. This fee includes the supplier introductions for two projects per year. Extra projects can be added for an additional fee.

With an active membership you can utilise our knowledge to connect you to the right partners for your defined project scope across your projects. We will also keep you up to date of new technology & trends emerging within our sector, giving you a competitive advantage.

### Contact Us:

If you would like more information or to schedule a call to discuss further then, please email: [info@inside-hospitality.co.uk](mailto:info@inside-hospitality.co.uk) or call: 07956 383373

Visit us at: [www.inside-hospitality.co.uk](http://www.inside-hospitality.co.uk)

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