

the **arizona** group


We Provide Licensed Retail & Supply Solutions

Our approach is to look at your whole business
and deliver value added at every stage

www.arizonagroup.co.uk



Management | Supply | Services



**Whatever your
need...
we can help**

From start to finish we can deliver the people, the process and the supply to enhance your business.

We are specialist business services and solutions providers to the licensed retail and hospitality sectors. The collective experience of the Arizona team surpasses 100 years applied across various corporate roles and client focussed solutions delivery. Our range of services is extensive but we like to focus on:

Business Management & Resources:

We are not all things to all men but our approach to business management and the delivery of the best resources encompasses all aspects of the leisure and hospitality business, not only operations. We approach each assignment with the same detailed, thorough and professional process to deliver solutions that are practical and deliverable. We operate our own sites and therefore know the critical areas that can hurt if they are not functioning to best effect. This enable us to deliver:

- **Business Management:** If your need is for a review of business performance from site to supply efficiencies we can provide the management solution. If you need management resources we can provide:
- **Interim Management:** At business and site operations levels or, if your need is,
- **Site Management:** We can deliver short, medium or long term holds, full management and staff development to suit your business need.

Our range of services also includes reviewing and maximising your value from business control and regulatory compliance cost centres such as:

- **Accounts, Administration and Payroll**
- **Stock Taking**
- **Regulatory & Operational**

Finally, we are more than aware of the need to control costs and purchasing in our sector is key to maximising profit. Through repeated demand we have established AMS Supply solutions to deliver:

Supply Solutions:

We have been negotiating the best pricing and service from suppliers on behalf of our customers for over 10 years. We are unique in the procurement and supply market place in that:

- We only work within the Leisure and Hospitality sectors;
- We are operators who run our own sites and businesses;
- We know the value of supply, and
- We look at the whole of the business – not just the purchasing elements.

We know you will be pleasantly surprised by what we can deliver for you in this critical area.





Business Management & Resources: We Can Deliver The Resources You Need

Whether it's a short, medium or long term need we can assist – from start up to disposal we can assist at all levels.

Business Management

Our industry is complex and multi-disciplined. Each business will have its own demands and dynamics and we can provide the full range of resources to address any and all of the issues that concern you including providing advice and resources to conduct:

- **Health checks** - cash and profitability solutions
- **Financial and operations reviews**
- **Business redevelopment plans**
- **Strategic development**, and
- **Acquisition & disposal strategies.**

We can deliver this service for single site, multi-site or start-up operations and extend our services from strategic to tactical levels to include:

- **Acquisition management**
- **Site management**
- **Recruitment**
- **Training**
- **Supply solutions**
- **Stock taking**
- **Operations management,**
- **Accounting**, and
- **Payroll**

Site Management

If you need 'grass roots' level assistance we can provide short, medium or long term management to sites including:

- **Pubs – managed or tenanted**
- **Pub Restaurants (with rooms)**
- **Small hotels (up to 50 rooms per site).**

In all cases we provide full accounting visibility and can implement all supply solutions.

Interim Management

If the issue is a short term, hold or turn around, we can deliver a packaged solution to suit the business and your need. We adopt a rigorous Management Process that includes (See the next page "Our Management Process" for more detail)





Our Management Process

We deliver an open process which begins before we are involved with your business and involves you at every stage of the journey to success.

Pre Take On

The review and preparation of budgets, business plans and action plans for each project/site.

Take On Day 1

Completion of all aspects of project/site control and assimilation into the AGL management process which includes:

- Completion of AGL pre acquisition questionnaire
- Stock take
- Staff transfer/Day 1 administration
- Supplier advices, authority notifications Commercial contracts transfers/notifications, change of supply arrangements
- Liaison with booked events/entertainment
- Liaison with licensing and local authorities and ensuring smooth handover and maintenance of trade.

Immediate & On-Going Compliance

As required/necessary including:

- Licensing – Transfer and as necessary holding premises licenses
- Review and remedy of essential building and operating compliance issues (Fire, H&S, EHO etc.)

Operations

Directing the day to day management of the business; applying the agreed business and action plans for the businesses for the duration of the project.

Accounts & Administration

The administration of weekly site performance reports, cash reconciliation and banking procedures. The preparation of weekly sales reports and monthly management accounts including cash flow analysis. Preparing weekly & monthly payroll; statutory and tax compliance.

Preparing and submitting reports to client as necessary.

Commercial

Procurement & Supply - ensuring product supply lines are maintained and enhanced to deliver best value on all management and supply aspects of the project/site business as required including:

- Wet & Dry Products (we have our own supply company: www.arizonagroup.co.uk)
- Consumables Utilities Insurances (as required)
- Repairs & Maintenance.

AMS Supply Solutions: Best Product, Best Supply & Best Price

We look at the whole business to ensure that the solution is not just focussed on price.



AMS SUPPLY SOLUTIONS

Because we have been successful in delivering exceptional procurement results for our own sites, we have bowed to requests to assist others and have therefore established AMS Supply Solutions. We are able to extend our buying power to new customers to deliver benefits in reduced cash outlay and increased margins to be enjoyed by all of those we work with.

In Addition We:

- **only work within the Leisure and Hospitality sectors;**
- **are operators ourselves who run our own sites;**
- **know the importance of best brands at best price, and**
- **Understand the whole of the licensed business, not just the purchasing elements.**



We Deliver To Business Customers Who Are Operating In:

- **Pubs**
- **Clubs**
- **Restaurants**
- **Hotels, and**
- **Leisure facilities including caravan parks, leisure centres and sport based businesses** (whether members only or open to the general public).

We specialise in delivering wet supply solutions as a priority – our focus is on best brands at best price delivering best margin.

Depending on your volumes and normal commercial factors, we can arrange not only best brands at best prices but also credit where it is needed. Cash is king in all businesses and we can discuss all of the opportunities available to you through AMS Supply Solutions – an initial assessment is free so what do you have to lose?



Give us a call on 0845 835 0555 – we offer a free no obligation assessment of problems to allow you to decide what steps you want to take next.

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