

“ I would strongly recommend Fourth Hospitality to any company in the hospitality sector looking to expand and grow rapidly. Fourth’s software as a service plays a key role in the scalability and effective management of my business. ”

Stefano Nicolai  
Spianata & Co. Founder



## Business Challenge

With two lean and efficient units already running smoothly and successfully in the City of London, authentic Italian fast food company Spianata & Co. was looking for a cost effective way to pursue its ambitious expansion plans without sacrificing any of the efficiency and control of its current operation.

## Solution

Spianata & Co. recognised the importance that technology could play in realising their growth plans and set about identifying the right technology partner.

After hearing positive feedback on Fourth Hospitality’s products and services and the company’s ability to cater for the demands and requirements of smaller as well as larger hospitality businesses, Spianata & Co. chose Fourth’s fnb manager solution as the key technology to control cost and create scalability in its business.

Designed exclusively for the hospitality industry, fnb manager is a unique integrated solution that provides some of the industry’s biggest brands with accurate and reliable stock control and recipe management services which enable the user to control recipe creation through to actual period costing from a single source. fnb manager clients experience a typical 2-7% improvement on their gross margins as a result.

## Results

In the three years since forming the partnership with Fourth, Spianata & Co. has been able to establish the infrastructure to more than double its stores with simplicity and ease and actively pursue the opening of future new units.

## fnb | manager

- Line-by-line stock control, on-line purchasing and menu engineering
- Fully integrated recipe and cost management
- Enforces and underpins all supplier promotions and special offers
- Central production facilities, events, functions and costings
- Requires that the supplier provides an electronic product and price list which allows you to control what is purchased at all times.
- Reduces the error and cost of invoice processing
- Provides both standard and tailored reporting to meet all needs

**Spianata & Co.**

Spianata & Co. is an award-winning authentic Italian sandwich concept that has five outlets based in the City of London.

Currently catering to City professionals, Spianata & Co. has plans to expand further into the West End and the tourist market.

The outlets are open Monday to Friday and all offer the same menu set by the head office/development kitchen. As well as sandwiches, the company also offers a range of homemade soups and salads, lasagne, authentic Italian coffee, cakes, biscotti and more.

