PROONE GROUP

EXECUTIVE SAMPLE · 27 OCTOBER 2026

A clearer view of the business.

Aegean Street Kitchen
Illustrative Business Performance Assessment

> A constructed hospitality example. All figures, observations and findings are illustrative assumptions, not actual client results or forecasts.

The starting point

$1.20m	$48,000	4.0%
Annual revenue	Operating profit	Operating margin

The example is a single-site fast-casual venue. Peak-service congestion, menu complexity and incomplete reporting put pressure on profit and management capacity.

Three priorities

1. **Measure and improve peak flow.** Separate ordering and collection; verify service times across eight peak periods.
2. **Establish product economics.** Validate recipe costs, packaging, yield and waste before changing the menu or prices.
3. **Build management routines.** Assign owners, introduce a weekly scorecard and check adoption.

Evidence limits: simulated financial history and observations demonstrate the method. A live engagement requires source records, representative observations and management validation.

02 / COMMERCIAL DECISION

Test the opportunity and the investment.

The target scenario combines transaction growth of 8%, average transaction value growth of 7%, a 3-point gross-margin improvement and a 2-point labour-ratio improvement.

$173,352

Annual operating profit at target run rate

$125,352

Annualised improvement

$88,791

First-year benefit before project spending

Illustrative investment and timing

Execution allowance	**$75,000**
Assessment professional fee	**$4,500**
Implementation professional fee	**$29,500**
Total modelled budget	**$109,000**
Simple payback at steady-state benefit	**10.4 months**
Cash payback using the monthly assumptions	**Month 14**

Benefits ramp linearly over eight months. The execution allowance is spent evenly over those months. Implementation fees follow 40% / 40% / 20% at commencement, midpoint and completion; the assessment is paid at month zero.

AUD, excluding recoverable GST. No assessment credit assumed. This model excludes income tax, finance costs and extra working capital. External expenditure must fit within the allowance or be added. These inputs are not a quote or a forecast; actual payback requires a validated monthly cash model.

Decision before commitment

Confirm product margins, peak demand, leadership capacity, supplier costs and cash availability. Stage the work if these assumptions do not hold.

03 / DELIVERY

A sequence the team can act on.

1. **Days 1–30 · Establish the baseline**
   Validate financial and operating data, observe service flow and agree priorities, owners and measures.

2. **Days 31–60 · Implement the first changes**
   Trial the workflow, document operating standards and introduce weekly management reporting.

3. **Days 61–90 · Review and embed**
   Compare results with the baseline, check team adoption and approve the next stage against evidence.

Responsibilities and completion

ProOne Group leads assessment and delivery coordination. Client leadership provides access, decisions and internal ownership. Qualified specialists retain responsibility for their professional work.

The proposal defines milestones and handover criteria. Longer workstreams continue beyond the first 90 days where agreed.

What the assessment provides

A prioritised opportunity register, commercial scenarios, implementation roadmap, risks, dependencies and measures. Standard single-site assessments are $4,500 + GST; complex or multi-site work is quoted.

The assessment is a standalone engagement. Implementation is optional and separately agreed.

Discuss your business → www.proonegroup.com.au

Read the complete worked assessment, assumptions and monthly model at www.proonegroup.com.au/sample-assessment.