

CASE STUDY

Helping a quick-serve restaurant brand reduce costs and accelerate expansion.


FourCentric
Outcomes are **Everything™**

Cost savings, supply market insights, and a rapid response made possible through collaboration across the FourCentric group.

BACKGROUND

Our client is an Asian-inspired quick-serve restaurant brand. Starting as a UK restaurant chain, the brand later launched a grocery line and announced a five-year plan to open 100 new restaurants, 50 in the UK and 50 across the United States and Europe.

CHALLENGE

The planned expansion was disrupted by the COVID pandemic. Inflation and volatility across supply chains meant the company had to move quickly to protect margins and ensure the viability of future sites.

4C Associates

4C Associates was initially approached to support packaging and equipment sourcing. But the brief quickly evolved. As the scope widened to include benchmarking fit-out costs and improving supplier transparency, 4C looked to the broader group to deliver at pace.

IN BRIEF



13% average cost reduction on store fit-outs



Improved supply chain visibility across categories



Faster time to action across FourCentric's group of specialists



SOLUTIONS

The integrated FourCentric group structure meant 4C Associates could seamlessly draw on capabilities across the group, bringing together the right subject-matter experts as one team.

Procure4

Building on its experience with the brand in the US, Procure4 led a comprehensive review of the packaging supply chain. Options assessed included direct engagement with manufacturers, Far East sourcing, and a consolidator model. Procure4 engaged a wide range of suppliers, issuing an RFP directly to them to benchmark costs and sustainability performance and evaluate commercial viability, lead times and print capabilities. Specification challenges were explored to identify further cost-saving opportunities. This end-to-end supply chain review confirmed the incumbent consolidator agent was offering strong commercial value and helped open opportunities for sustainable innovation.

EBIT

As the scope expanded to include benchmarking and cost optimisation on store fit-outs, EBIT joined the project, applying its deep sector knowledge and cost modelling expertise. Having worked with the client across FM and flooring specifications in a prior project, they were well placed to review and benchmark the costs across the full store fit-out programme. Their analysis found that the company was paying around 12% above market across several categories, with one prime contract sitting approximately 25% above industry benchmarks.

OUTCOMES

13% AVERAGE COST REDUCTION

Achieved on store fit-outs through expert benchmarking and supplier renegotiation

SUPPLY CHAIN TRANSPARENCY

Improved across packaging and equipment, enabling smarter procurement decisions

STRONGER NEGOTIATING POSITION

Achieved with suppliers, supported by robust market data and recommendations

FASTER TIME TO ACTION

Made possible by immediate access to specialist experts across the FourCentric group

KEY TAKEAWAYS

- Agility and rapid access to experienced specialists are critical in volatile markets
- Benchmarking is a powerful tool for unlocking hidden savings opportunities
- Data-led insights strengthen supplier negotiations
- Integrated teams drive faster, smarter decision-making

Discover how **FourCentric's** group of specialist companies can unlock the hidden opportunities across your supply chain, operations and procurement and drive change that sticks.

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