

TESTIMONIALS EXTRACTS

We have engaged Thomas to do an executive search and fill the position of Production Manager for our Wholesale bakery. Thomas' process was extremely thorough, highly professional and very discreet. I was extremely impressed with his method of finding candidates and his "filtering" methods. He didn't just throw candidates at us. He kept us informed at all times and his communication is flawless. He took away any potential headaches that the recruitment process can bring and needless to say, we have filled this position with the perfect candidate. I thoroughly recommend his service to any company that needs an efficient and discreet service with a successful outcome.

Birgit Gunz – Founder & MD Frankonia The Bread House London

"Thomas head-hunted me for a role in London that spearheaded my career. Over the years, we have done business together and I have used him as a sounding-board for industry related issues and to head-hunt 3*Michelin chef 'Heinz Beck' for our fine dining restaurant, when I worked as EAM at the Lanesborough Hotel London.

I find Thomas to be a real gentleman with integrity and honesty and have recommended him to other businesses over the years."

Ajaz Sheikh – Global COO Zuma & Obelix Restaurants

"Thomas is a guy who always delivers on his commitments. His approach to each project is first class. He always moves mountains to get the job done and has never let me down. I have had many dealings with recruiters and agents and working with Thomas is refreshing."

Ian Toal President of Food Alshaya Kuwait

CONSULTANCY EXAMPLES

“A Management Team who have opened more than 150 restaurants and hotels and a consultant team who have, combined, opened over 200 more!”

UNITAS CASE REFERENCE

L'Entrecote Relais de Venise

The Project

A privately-owned Franchise with several sites in London with plans to continue to open additional sites.

They were looking for a 360-degree solution from one company providing a-z services, with the ability to open a turnkey business and project manage the opening and offer a completely bespoke solution, with continual support throughout the project.

UNITAS Key Services (in house IN and outsourced OS) over 4 months from planning to launching including opening and shopfitting:

- | | |
|--|---------|
| • Feasibility study and business plan | IN&OS |
| • Property search, negotiations and landlord relations | IN |
| • Source all services including design and build | OS |
| • Sourcing & supplies | IN & OS |
| • Planning | IN&OS |
| • Project management | IN&OS |
| • Introduction of SOP's | OS |

- Recruitment IN
- HR function OS
- Training and development OS
- Reporting & performance management OS
- Compliance with legislation – licensing, health and safety etc OS
- Media marketing, social media marketing, PR OS
- Opening support IN

Advantages

- A streamlined team service
- Experience in extensive bespoke road mapping and setting realistic and strong critical paths
- Reduction of MD's time
- Working with an already established consultancy (volume supply of key product)
- Access to top commercial agents and being put in front of the queue
- Sub-contracts only given to proven, professional companies and consultants
- One contact, one responsibility and one invoice
- Networks established over 2 decades within the London market
- Established deep knowledge of the concept
- Meeting time directives and dealing with problems quickly and effectively
- Guaranteed ongoing supply and quality of delivery for complicated products

Testimonial

The Unitas Team originally recruited me as MD for the group with plans to grow the franchise beyond the 4 restaurants we have in London. Against the odds, they managed to source the beef strip loin to our exact specification and have been supplying us with high volumes since 2011 which, globally, is one of the most difficult products to produce consistently. They have continued to work on additional successful projects with us, including marketing campaigns, HR consultancy, recruitment and ongoing training & development. Our close relationship has developed based on the quality and consistency of the services that Unitas has always provided.

Based on the long-term relationship and the consistent services provided by Unitas, it was a natural progression to hand over the project to the Unitas team.

We have so far opened another 3 sites in London.

Mourad Dine – Managing Director

THE NEW ANGEL RESTAURANT

LOCATION: Notting Hill, London.

CONCEPT: Modern British. Michelin-starred chef, restaurateur and author, John Burton-Race.

OPENING DATE: April 2014 (8 months)

OUR ROLE: Complete project management from conception to opening and recruitment.

DAIRY QUEEN

LOCATION: Riyadh, KSA.

CONCEPT: Burger offering with 27 sites throughout KSA.

PROJECT DATE: August 2017 (3 months)

OUR ROLE: To help turn around loss making company company through detailed company audit and turnaround plan for the group

CAVALLI CAFE

LOCATION: Middle East & North Africa.

CONCEPT: Luxurious Café and part of the Italian fashion icon, "Cavalli".

PROJECT DATE: November 2015 (6 months)

OUR ROLE: Feasibility study and business plan to expand the concept into the Middle East and North Africa.

ALBERTS PRIVATE MEMBERS CLUB

LOCATION: Kensington, London.

CONCEPT: Most prestigious private members club in the UK.

OPENING DATE: September 2016 (8 months)

OUR ROLE: Business planning and complete project management from conception to opening and recruitment.

GONUTS DONUTS

LOCATION: Kuwait City, Kuwait.

CONCEPT: A relatively new Kuwaiti born concept, with 2 locations. The brand is very well known and the restaurants are amongst the best in Kuwait.

PROJECT DATE: since August 2017.

OUR ROLE: Feasability study and roadmap, menu development, chef consultancy and executive search for an Executive Group Chef.

AKOKO

LOCATION: London

CONCEPT: Innovative, upmarket, West-African restaurant concept

PROJECT DATE: since Decemeber 2017 (ongoing)

OUR ROLE: Feasability study and roadmap, complete project management (turnkey) from conception to opening and recruitment and ongoing management of the business (opening scheduled in October 2018).

SUPPLIES

I also provide solutions for high volume businesses, connecting them directly to suppliers and brokering the best possible, long-term deals. As an example, I introduced **"Five Guys"** to one of our key meat suppliers, enabling them to successfully grow their business in both the UK and Europe by not only guaranteeing a level of consistent quality, but also by effectively managing the increased volume. Supplies are currently at 70 tones per week.

Unitas is also instrumental in sourcing and supplying the Striploin for **"L'Entrecote Relais de Venise (UK)"** since 2010, beef to **"Coya"** London, Burgers to **"The Punch Group"**, just to name a few.