

Kitchen Cut co-founder and Michelin-starred chef **John Wood** talks about how The Kitchen Cut Gateway is built to specifically cater to suppliers and vendors

Could you tell us a bit about your company?

Based in the Thames Valley, England, Kitchen Cut is a cloud-based F&B management system which was founded by John Wood and Simon Haynes.

What is your new product launch for this year?

The newest product we have on offer the Kitchen Cut Gateway which is a global trading platform, built specifically for suppliers and vendors.

Can you share more about this new product?

The Kitchen Cut Gateway allows suppliers of any description (food, beverage or consumables) to connect directly to their customers (hotel and restaurant groups, caterers etc.) and provide up to date pricing and allergen information so that customers can place orders with them directly via their Kitchen Cut F&B Management system. It provides a seamless process for suppliers to

submit price files to clients for review, and for clients to then approve and place orders directly with suppliers. The product cuts the cost of trading, simplifies the supply chain, and makes the whole purchasing process cheaper, more time efficient and more transparent.

Why is this product so important for the hospitality industry, and why should they buy this product from you?

In a recent survey of F&B suppliers globally, over 75% of respondents said that their single biggest frustration about using third party systems was being forced to pay additional charges for trading with their own customers. With our new Gateway, that is all about to change. The Kitchen CUT Gateway is a completely free service, encouraging fair trade, industry growth, shared success and ultimately a sustainable service level to our restaurant customers; all of whom share the pressure in a tough financial market.



John Wood,
co-founder, Kitchen Cut

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Fast Fact: John Wood worked as the executive chef at the Burj Al Arab in Dubai.

