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# PEACH Management

“Hotel & Restaurant operating Pacemaker”



Prexam Education And Consulting  
for Hotels/Restaurants

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# I. Introduction

## ◆ Company Profile

PEACH Management is the only company in Korea, formed the most experienced group of professionals in each areas of new hotel openings.

We work directly together by coaching on site with relatively unexperienced staffs and finds the most efficient way to minimize the opening / operating costs for successful hotel opening.



<b>Name of Business</b>	PEACH Management Co., Ltd.
<b>Corporate Registration Number</b>	110111-6069862
<b>Company Registration Number</b>	801-88-00323
<b>Registered CEO</b>	KIM TAEYUN
<b>Business</b>	Service
<b>Category</b>	Hotel & Restaurant Management Consulting
<b>Number of Employees</b>	42
<b>Establishment Date</b>	2016. 05. 30
<b>Fiscal Date</b>	12. 31

# I. Introduction

## ◆ Management Staffs

Department	Name	EXP (Yr)	주요 이력	
CEO	Kim, Taeyun	20	Shilla Stay HQ Pre-Opening TF E-LAND Park Kensington Hotel, Yoido D'Original Mgallery Hotel by Accor Imperial Palace & IP Boutique Hotel	HQ General Manager General Manager General Manager Resident Manager
Exec. Chef	Jin, Jae Sik	20	Shilla Stay HQ Pre-Opening TF Shilla Hotel	HQ Exec. Chef Chef
DOSM	Kim, Dong Suk	15	Shilla Stay HQ Pre-Opening TF E-LAND Park Kensington Hotel, Yoido	HQ Revenue Manager Sr. Sales Manager
FOM	Lee, Chan	14	Shilla Stay HQ Pre-Opening TF Courtyard Marriott Pangyo	HQ FOM Housekeeping Manager
DOF	Lee, Suk Hwa	14	Shilla Stay HQ Pre-Opening TF E-LAND Park Kensington Hotel	HQ DOF Finance Manager
DOF&B	Kim, Seok Kyu	14	Hilton Hotel Busan Shilla Stay HQ Pre-Opening TF	DOF&B DOF&B

# II. Projects we have done

Year	Projects	What we have done
2016	Gimpo Marinabay Hotel Shilla Stay (all 11 branches) Coco Beach Resort Jungdongjin Casamia Hotel Kwangmyung Brick Garden Paju Sheraton Palace Hotel Banpo	Opening Stage 1 ~ 4 + Monthly Inspection Management Opening Stage 1 ~ 4 Opening Stage 1 ~ 4 Opening Stage 1 ~ 2 Restaurant Planning and Development Hotel Remodelling R&D
2017	JOH Company Homeris Hotel Busan Starz Hotel Doksan/Ulsan L'Espace Hotel Dragon Valley Hotel Holiday Inn Pyeongchang Alpensia	Sounds Hannam Planning and Development Operation Improvement Consignment Operation Improvement Consignment Opening Stage 1 ~ 2 Opening Stage 1 ~ 2 Operation Improvement Consignment
2018	Viaje Café & Restaurant Grand Wyndham Busan Hotel TAKE Hotel Kwangmyung URI & Hotel Samseong Howard Johnson Jeju	Opening Stage 1 ~ 4 Opening Stage 1 ~ 4 Opening Stage 1 ~ 4 Operation Improvement Consignment Operation Improvement Consignment
2019	Aloft Myeongdong East Seoul Hotel Mayfield Hotel & Resort Kakaospace KEB Hana Group	Operation Improvement Consignment Operation Improvement Consignment Operation Improvement Consignment Kakao AI Campus Planning & Development HQ In-House Restaurant for internal use Planning
2020	Kakao F&B Business Merge Elbara Hotel Busan Amanti Seoul Hotel	Ilhohchic / Second Kitchen / Quartet / Last Page Operation Improvement Consignment Operation Improvement Consignment
2021	Blueone Resort & Golf Luna Hills Anseong CC Luna X Kyungju CC	Operation Improvement Consignment Operation Improvement Consignment Opening Stage 1 ~ 4
2022	Jungsan CC Gimhae IRDV Gangneung Resort & Golf Wavelent Yangyang Hotel	Operation Improvement Consignment Opening Stage 1 ~ 2 Opening Stage 1 ~ 4
2023	Garden Hotel Mapo GroundD Silver Village COOM Silver Village Suwon Cheonan Cheondang CA Tower	Opening Stage 1 ~ 2 Opening Stage 1 ~ 4 Opening Stage 1 ~ 4 PM

# III. Our Service & Products

항목	Unit Labor Cost	Hire Before (Month)	Total Labor Cost
Consulting from other (Sanha)	5,000,000	12	<b>60,000,000</b>
Labor (3star business hotel)			
- GM	5,000,000	10	50,000,000
- DOF	5,000,000	6	30,000,000
- DOSM	4,000,000	5	20,000,000
- HR Manager	4,000,000	5	20,000,000
- HK Manager	3,000,000	5	15,000,000
- Culinary	3,500,000	4	14,000,000
- Front Desk Manager	3,500,000	3	10,500,000
- F&B Supervisor	3,000,000	3	9,000,000
- 4 major insurance & discharge allowances			168,500,000
			1.3
			<b>219,050,000</b>

Opening Cost for Labor

**279,050,000**



# III. Our Service & Products

Problems	Inefficiency from unexperienced staffs		
	Lack of operational knowledges	Lack of opening Experiences	High Fixed Cost
Solutions	The most Experienced staffs for hotel openings In Korea	Critical Path with 1,748 Checklists	Avoids to form inverted triangular Labor cost structure
Our Services	Professional Plannings	Opening Cost Reduction	Efficient Training
	Consulting	On-site training	On-site Coaching

**PEACH Management Services**  
 1. Opening PJ // 2. Operation Emprovement PJ // 3. Remote Control PJ

# ❖ Critical Path (1,748 check lists)

## Critical path

### ■ SSS 호텔 Critical Path 진행 현황

Shilla Stay Critical Path				12 월			1 월			2 월			3 월			4 월			5 월		
L1	L2	C/P Task 수	Total	과제	완료	%	과제	완료	%	과제	완료	%	과제	완료	%	과제	완료	%	과제	완료	%
GM	GM	177	177	12	12	100.0	34	34	100	6	6	100	11	11	100	114	-	0	-	-	-
Finance	DOF	193	193	14	14	100.0	29	29	100	10	10	100	94	94	100	44	-	0	2	-	0
	Pur	49	49	25	25	100.0	5	5	100	3	3	100	7	7	100	8	-	0	1	-	0
HR	HR	108	108	32	32	100.0	20	20	100	3	3	100	21	21	100	27	-	0	3	-	0
S&M	DoSM	89	89	27	27	100.0	4	4	100	11	11	100	22	22	100	7	-	0	18	-	0
	RM	64	64	14	14	100.0	7	7	100	14	14	100	21	21	100	5	-	0	3	-	0
Rooms	DoR	209	209	29	29	100.0	5	5	100	78	78	100	77	77	100	10	-	0	10	-	0
	FD	142	142	-	-		2	2	100	43	43	100	79	79	100	17	-	0	1	-	0
	HK	54	54	-	-		17	17	100	6	6	100	12	12	100	18	-	0	1	-	0
	Uniform	15	15	-	-		-	-		9	9	100	6	4	67	-	-		-	-	
	Fitness	26	26	-	-		-	-		15	15	100	9	9	100	2	2	100	-	-	
F&B	DoFB	87	87	-	-		17	17	100	13	13	100	36	36	100	20	-	0	1	-	0
	CUL	102	102	-	-		58	58	100	3	3	100	31	31	100	9	-	0	1	-	0
	Stewarding	24	24	-	-		-	-		-	-		-	-		23	23	100	1	-	0
Risk Mgt.	RiskM	133	133	6	6	100.0	17	17	100	25	25	100	73	73	100	12	-	0	-	-	
Eng.	Engineering	214	214	53	53	100.0	1	1	100	39	39	100	37	37	100	82	-	0	2	-	0
IT.	IT	62	62	24	24	100.0	-	-		18	18	100	3	3	100	16	-	0	1	-	0
<b>17</b>		<b>1,748</b>	<b>1,748</b>	<b>236</b>	<b>236</b>	<b>100.0</b>	<b>216</b>	<b>216</b>	<b>100</b>	<b>296</b>	<b>296</b>	<b>100</b>	<b>539</b>	<b>537</b>	<b>100</b>	<b>414</b>	<b>25</b>	<b>6</b>	<b>45</b>	<b>-</b>	<b>0</b>





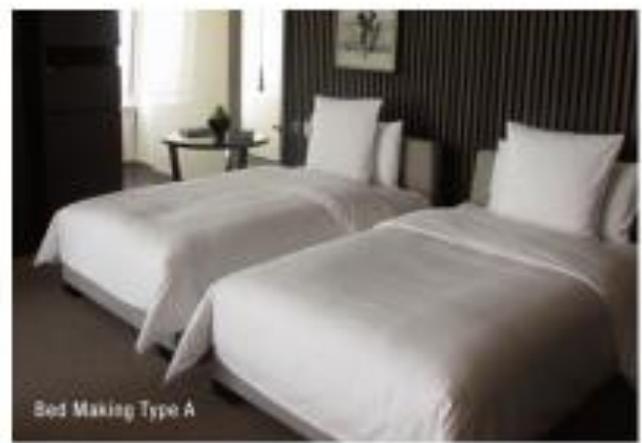
# ❖ OS&E / FF&E Samplings

## Spec Book

민년류

BED ROOM

ITEM NO. 4



Bed Making Type A

매트리스 끝선에 맞게 제작



Bed Making Type B

무지 (패턴없이)

확정 (삭제)

Duvet Cover:

공급 기간	최소 5개월 소요
브랜드	제작
가격	더블: 30,500원 싱글: 22,300원
사이즈	Double: 270 x 245 Twin: 178 x 245
스펙	60/40s-300T, White, Cotton 100%
수량	더블: 816장 / 4과 싱글: 844장 / 4과

Under Cover:

공급 기간	최소 5개월 소요
브랜드	제작
가격	더블: 17,000원 싱글: 12,000원
사이즈	Double: 290 x 290 Twin: 250 x 290
스펙	60/40s-300T, White, Cotton 100%
수량	더블: 816장 / 4과 싱글: 844장 / 4과

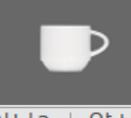
Pillow Cover:

공급 기간	최소 3개월 소요
브랜드	제작
가격	2,800원
사이즈	Large Size: 54*115
스펙	60/40s-300T, White, Cotton 100%
수량	4,752장 / 3과

\* 알록달록한 패턴을 사용하여 미용선 없이 깔끔으로 완성 시킨다. 호텔리폼이 새겨진 직조리폼을 부착하여 떨어지지 않게 한다. 침단 사이즈 구분하기 쉽게 색상있는 실밥으로 표시를 한다. 매트 데이팅을 쉽게 하기 위하여 양쪽 상단에 공간구멍을 확보한다.

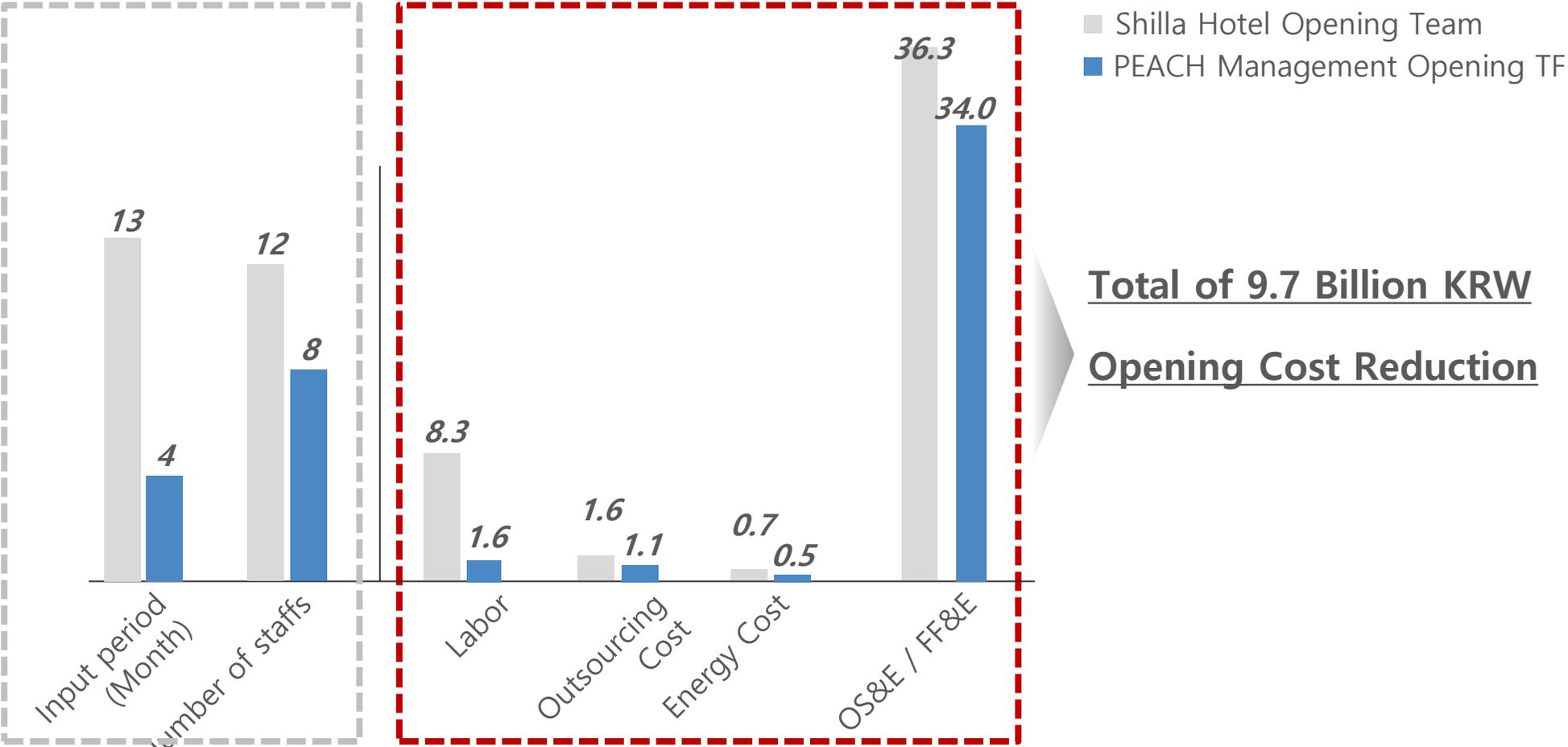
# ❖ OS&E / FF&E Inventory Control

## F&B

2	No	Description	Figure	Size	Q'ty	Price	Amount	Brand	Remark
3	1	Round plate		160mm	1	9,000	9,000	Bauscher (Germany)	92.0016 발주후 약 4개월 소요
4	2	Round plate		230mm	1	14,400	14,400	Bauscher (Germany)	92.0023 발주후 약 4개월 소요
5	3	Round plate		260mm	1	18,300	18,300	Bauscher (Germany)	92.0026 발주후 약 4개월 소요
6	4	Round plate		280mm	1	19,000	19,000	Bauscher (Germany)	92.0028 발주후 약 4개월 소요
7	5	Round plate		320mm	1	22,100	22,100	Bauscher (Germany)	92.0032 발주후 약 4개월 소요
8	6	Salad bowl		240mm	1	16,200	16,200	Bauscher (Germany)	92.0124 발주후 약 4개월 소요
9	7	Pasta Bowl		280mm	1	19,000	19,000	Bauscher (Germany)	92.0128 발주후 약 4개월 소요
10	8	Coffee Cup		180cc	1	10,600	10,600	Bauscher (Germany)	92.5118 발주후 약 4개월 소요

# IV. Achievements from past projects

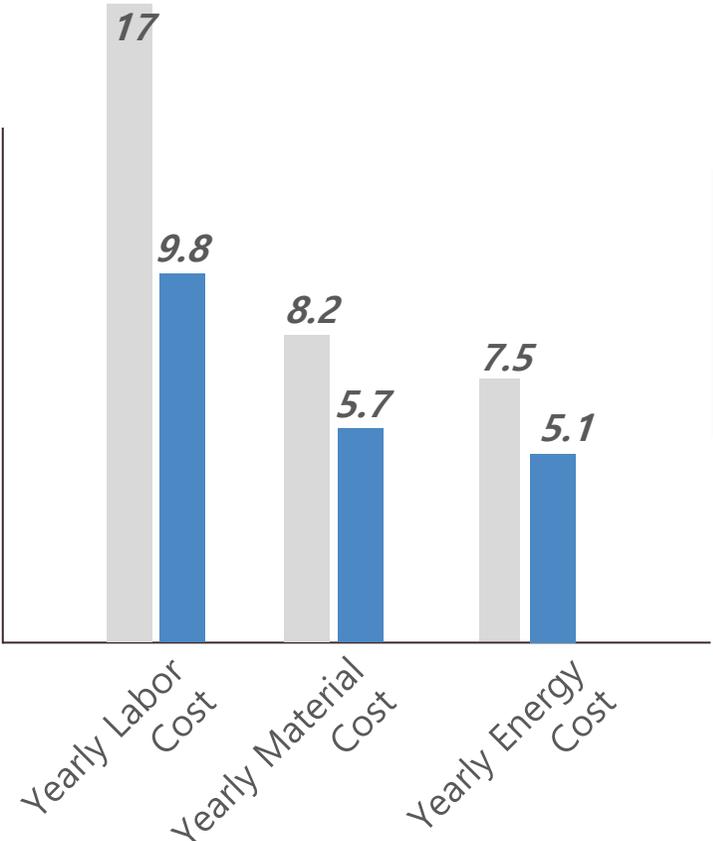
## A New opening – Opening Cost Reduction Case (per 1 Hotel)



# IV. Achievements from past projects

## **B** Operation Improvement – Operating Cost Reduction (per 1 Hotel)

- Shilla Hotel Opening Team
- PEACH Management Opening TF



Total of 12.1 Billion KRW  
Operating Cost Reduction

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# Thank you.



PEACH

(주) 피치 매니지먼트

**Prexam Education And Consulting for Hotels/Restaurants**

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