



The University Caterers Organisation



# Further Competition Service

TUCO provides free, tailored procurement support to in-house caterers in the public sector. Our Further Competition Service will help you squeeze every drop of value from your processes and frameworks.



Food purchasing can be exhausting. Constantly managing suppliers, driving down prices, benchmarking service levels, scrutinising spend data. A huge amount of time and resource is needed, plus the latest data analysis tools and across-the-board product knowledge.

Catering and procurement teams in the public sector have the skills and the know-how, but they are stretched. Finding the capacity needed to generate further value can be tough.

This is where TUCO can help.

We already have an annual spend of over £140 million on food and beverage with UK universities, colleges and the wider public sector, all through our EU compliant frameworks. But we can help your organisation generate extra savings and value through our Further Competition Service – a personalised procurement service that is FREE to members.

## EXTRA CAPACITY FOR YOUR TEAM

Think of it as an extension of your catering and procurement teams; increasing their capacity.

We work with your staff to offer as much or as little support as they need, freeing them up to focus on other areas.

## HOW CAN WE HELP YOU?



**Spend analysis:** TUCO can conduct a detailed evaluation of your organisation's food and beverage spend, identifying opportunities to create further value.

**Further competition:** We can run mini-competitions on TUCO frameworks, asking approved suppliers to tender for your specific basket of goods; driving competition and maximising additional incentives.

**Product switching:** TUCO can help your organisation create savings by ensuring core list compliance. We can also help you find lower priced, comparable products.

**Product rationalisation:** Refining the number of lines purchased can generate big cost savings. Let TUCO help you shrink your basket and see the benefit to your bottom line.

**Supplier rationalisation:** Managing masses of suppliers is costly and laborious. We can prioritise your supply base - reducing numbers if necessary; improving engagement and saving you more

# HOW DOES THE FURTHER COMPETITION SERVICE WORK?

You may already be using one of our food and beverage frameworks. To help you generate even greater value, we can run a second competitive process for your specific requirements. This is how it works:



*“Our team of professionally qualified category managers and data analysts have the experience, as well as the food and beverage industry knowledge, to help you drive down your costs further. We’d love to support your organisation to generate added value – let us know what type of assistance you need.”*

**Jane Eve**  
Head of Contracts, TUCO

## LOW OPERATING COSTS

As a not-for-profit organisation, TUCO reinvests its surplus into member benefits. Having no shareholders to pay dividends to means we have lower operating costs. Being owned by you, our members, means we only ever act in your best interests, with transparency and integrity.

## WHAT ARE THE BENEFITS?

- ▶ Speedy process
- ▶ No need to go through a full tender process again
- ▶ Compliant contract
- ▶ Suppliers have already been vetted
- ▶ Terms and conditions of the framework have already been agreed
- ▶ Suppliers tender for your exact requirements
- ▶ You can refine the basic terms of the framework such as payment terms
- ▶ Additional cost savings
- ▶ Free to members

TUCO’s CIPS-qualified procurement team have in-depth category understanding and can quickly provide the specific food and beverage market intelligence and procurement advice you need. Maybe you have a question about a particular area of the market or perhaps you want advice on how to manage challenges within the supply chain.

Whatever your request, our CIPS-qualified staff can help. They can quickly provide the catering industry research, data and insight you need.

# FURTHER COMPETITION AT THE University of **Portsmouth**

The University of Portsmouth probably spends more on cider than any other university in the country.

Managing this supply is the responsibility of Nick Leach, head of catering services, who earlier last year chose to look for a better deal on his purchasing through the TUCO Alcohol Framework. As before, Nick wanted to have just one alcohol supplier so had to run a further competition.

“It’s an arduous task and something that a catering manager might not have the time to do,” says Nick. When TUCO offered to do it for him, all Nick had to do was send his sales figures to TUCO who then took over and compiled the further competition documents and organised sampling.

“It involved asking for the data from Nick, pulling together a pricing basket and evaluating scores when they came in, amending and giving a total percentage of scores by supplier,” says Hannah Myton-Wright of TUCO.



“Because of Hannah’s expertise it was quite a straightforward exercise for her, but for me it would have been hours and hours of work; she probably saved me in excess of 20 hours’ work and she did a far better job than I would have done,” says Nick.

Nick has also found that it helped having Hannah on board to speak to suppliers. “If I ask a supplier to sort something out, they have the chance of losing tens of thousands of pounds of business, but when a category manager says to them they have to sort something out, that supplier has the potential of losing millions of pounds of business,” notes Nick.

For more information contact [info@tuco.ac.uk](mailto:info@tuco.ac.uk) or visit [www.tuco.ac.uk](http://www.tuco.ac.uk)