

Bringing Your Tender to Life

During any tender, we engage closely with potential suppliers, leveraging our vast network and existing relationships to get you the best possible deal.



Supplier Engagement

01

We'll publish your tender notice through appropriate channels (e.g., procurement portals and industry networks) to attract qualified suppliers. Here, we evaluate suppliers for reliability, capacity, certifications and track record.

Once published, we will promote your tender far and wide, holding supplier briefing sessions to clarify requirements and answer queries.



Bid Evaluation

02

Once bids have been submitted, we will collect and manage supplier submissions securely, reviewing bids against your predefined criteria, such as cost, nutritional quality, menu innovation, environmental practices and past performance.

Our accountants will conduct a financial analysis to ensure that supplier proposals align with your budgets and values, ensuring no hidden costs or clashes.

At this stage, we will shortlist and interview any suppliers that look like a right fit for you.



Negotiation and Clarification

03

We will facilitate negotiations to refine pricing, clarify service terms and address any discrepancies in proposals. Here, we strike a balance between cost effectiveness and quality, ensuring long-term value for your school(s).



Contract Award and Finalisation

04

We'll select the most suitable supplier based on evaluation outcomes, before communicating the decision to both successful and unsuccessful bidders, adhering to transparency and feedback protocols.

Our team will then prepare and finalise a legally binding contract, detailing the scope of work, service levels, payment terms and dispute resolution mechanisms.



Implementation Support

05

By coordinating meetings between your school(s) and the awarded supplier, we facilitate a smooth start to the catering service.

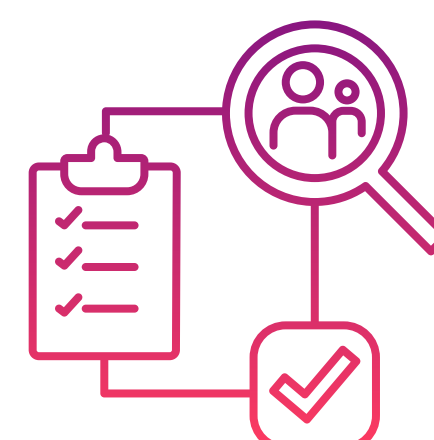
We don't just leave it there; we also oversee the initial implementation phase to address any operational challenges and to ensure you're delighted with your new suppliers.



Post-Tender Review

06

Following the tender, we'll be heavily involved in supporting your ongoing relationship with your supplier. We'll evaluate the supplier's service against agreed KPIs and SLAs, gather feedback from school staff and students and document insights from the tender process to improve future procurement cycles.



It all starts with a chat.

Whenever you're ready, we're here for a no obligation conversation about your procurement needs.