



SMART BUYING STRATEGY

WHAT IS OUR SMART BUYING STRATEGY?

Our buying strategy has developed over the years. Originally it was planned to help the commercial catering business counteract the rising food costs each year. In addition the strategy supported the extensive growth within the catering services at Middlebrough College.

In 2010 the focus of the strategy was on the following areas:

- Quality food at the best price.
- Targeted saving's to support the promotion of healthy food options.
- Sustainability.
- Fairtrade.
- Buy British / local.
- Food waste management.

HOW HAS IT CHANGED?

- In 2014/15 the food purchasing strategy was further developed. We introduced the SMART buying element of the strategy. This process linked our food purchasing to the drop discounts available from our mainstream suppliers.
- Originally the SMART buying strategy was used to gain all possible savings; which would enable us to keep the price down for our customers.
- When we reviewed the outcomes from 2014/15, it highlighted further savings that could be gained by altering our delivery schedule. By doing this we have been able to maximise the level of savings available from invoice drop discounts, and invoice processing costs.
- Buying local food is one of our main elements of the strategy; with our main focus being through the Waterside Brasserie.
- In 2017/18 our strategy is even more important due to the rising commodity costs across all areas of business.
- Events like this are key to us all achieving our goals.
- Your input and / or ideas are vital to help us all drive the changes needed.