

CATERING PROCUREMENT EXPERTS FOR PUBLIC SECTOR

Join now to gain member benefits. Financial savings, cost control, greater efficiency, online procurement dashboard and reporting, market data, operational analysis and access to 20 EU compliant catering frameworks. Membership open to all public sector caterers.

TUCCO

The University Caterers Organisation

CATERING PROCUREMENT EXPERTS

The last 12 months have been an exciting time for TUCO. The University Caterers Organisation has exceeded all of our expectations, from multiple new enhancements within our procurement services, to being recognised by our peers by winning several industry leading awards.

With our continuous drive for improvement, we seek to maximise financial value for our members. Offering bespoke opportunities to expand knowledge base and personal development, benefitting not only members individually but their institutions too.

Our not for profit procurement services offer a more consistent and efficient procurement process, with a full time CIPS qualified team dedicated to cutting costs. Trading with more than 200 quality assured suppliers means a more financially competitive range, enabling us to offer high levels of value for money. We work closely with STS - the UK's leading food safety consultants and our frameworks are EU compliant.

In 2018, TUCO procurement has significantly expanded to include additional services such as the new Further Competition Service; an additional procurement audit to find even better value in purchasing, and TUCO Local; a service where members can collaborate to create bespoke agreements with local farmers and

manufacturers.

On the back of these money-saving opportunities, our web-based E-procurement application, TUCO Online provides institutions with a solution to manage and control supplier trading relationships, waste, stock, recipes and menus, and nutritionally analyse menus due to the inclusion of allergen management.

Additionally, this year we launched our innovative Greenhouse Gas Calculator enabling caterers to easily calculate the greenhouse gas footprint of their menus.

As an organisation we are committed to supporting and engaging with our members in all aspects of their business. Our biggest annual event, the TUCO Conference, coming up in July at the University of Hull, is the perfect opportunity to start engaging with TUCO and realising the opportunities it can bring to your business. The hugely popular event is yet another opportunity for personal and business growth, exposure to new product innovation, and a chance to hear first-hand from a variety of influential speakers.



MIKE HASLIN, TUCO CEO

- **NOT FOR PROFIT**
- **COMPLETE TRANSPARENCY**
- **£140MILLION ANNUAL SPEND**
- **ANNUAL SAVINGS DELIVERED TO MEMBERS: IN EXCESS OF £10MILLION**
- **20 EU COMPLIANT FRAMEWORK AGREEMENTS**
- **MORE THAN 200 QUALITY ASSURED SUPPLIERS**
- **UK WIDE COVERAGE WITH NATIONAL AND REGIONAL SUPPLIERS**
- **AWARD-WINNING TRAINING ACADEMY**

To book your place at TUCO Conference 2018, visit www.tuco.ac.uk/conference
Three -night packages start at just £315 +VAT, which includes accommodation, dinners and conference place.



SHARE

For members to share best practice UK-wide through working groups, regional meetings and networking events



BUY

To cut costs without compromising on quality, increase profit and improve sustainability through smarter procurement



LEARN

To boost skills, knowledge and development through our award-winning TUCO Academy where you can join a range of accredited courses and study tours



GROW

By using TUCO's research and case studies, keep up-to-date with the latest industry trends and consumer preferences helping to build your business

FOR MORE INFORMATION ABOUT TUCO'S PROCUREMENT SERVICES VISIT

WWW.TUCO.AC.UK/BUY

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DRIVING UP BUYING POWER, DRIVING DOWN PRICES

Ultimately we want to offer market-leading value for money. “With our newly launched Further Competition Service, members can use TUCO resources to leverage their buying position, ensuring they secure the best available pricing whilst freeing up their time to get on with their day job.”
Mike Haslin, CEO of TUCO.



JANE EVE

Launching May 2018, TUCO has been piloting a brand-new money saving solution called Further Competition Service. Available free to TUCO members, its one-to-one support ensures best value from existing framework agreements.

The service provides additional buying support, delivering dedicated resources to scrutinise framework agreements. TUCO's CIPS-

qualified staff use their specialist knowledge to provide catering insight, mini competitions, data and the research to ensure members are receiving the best prices.

“Our team of professionally qualified category managers and data analysts have the experience and market knowledge to help education institutions drive down their costs further.” Jane Eve, Head of Contracts, TUCO Procurement.

TUCO PROCUREMENT AND FURTHER COMPETITION SERVICE CAN HELP WITH:

1. Spend analysis - TUCO can conduct a detailed evaluation of your institution's food and beverage spend, identifying opportunities to create further value
2. Further competition - TUCO can run competitions on framework agreements, asking approved suppliers to tender for specific basket of goods - maximising additional cost savings
3. Product switching - TUCO can help your institution cut costs further by ensuring core list compliance and can also help find lower priced, comparable products to create added savings
4. Product rationalisation - Refining the number of lines purchased can generate big cost savings. Let TUCO help shrink your basket and see the benefit to your bottom line
5. Supplier streamlining - Managing masses of suppliers is costly and laborious. TUCO can prioritise your supply base - reducing numbers if necessary; improving engagement and cutting costs

FOR FURTHER INFORMATION CONTACT

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IN THE SPOTLIGHT: FURTHER COMPETITION SERVICE 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 this 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.



HANNAH MYTON-WRIGHT

TUCO ONLINE, REVOLUTIONISING PROCUREMENT

TUCO Online is a web-based procurement system that provides a solution for procurement teams to manage and control supplier trading relationships.

IN THE SPOTLIGHT: UNIVERSITY OF BRIGHTON

The University of Brighton was one of the first to sign up for TUCO Online. It had been looking for a system that would allow it to take account of new legislation around allergens and nutritional analysis. It decided to expand that search to a purchase to pay platform for its food and beverage operation.

The TUCO Online solution was clearly “the frontrunner”, says Mike Hornsby, department systems manager. “It was far superior in a lot of areas and very appealing from a functionality point of view. For example, it offered better purchasing and efficiency around invoicing and invoice reconciliation.”

The simplicity of the system has quickly won over even the most reluctant staff, he says, as they discover how much easier it is to place and track orders. Once TUCO Online is fully integrated with the University of Brighton’s finance system, Mike expects it to “radically change the amount of work we do” and allow the team to analyse the data produced and drive even greater efficiency. “We can drill down and capture data about our purchasing from every order we place on each university site. Previously we would have had to analyse invoices to obtain this data. Now we can spend that time looking at how and where we are buying things.”

Mike’s message to fellow universities is simple: “I can’t see why you wouldn’t use it.”

With as much as 80% of the hospitality sector, but only 5% of the education sector using an eProcurement system, the sector is fast catching up to the benefits of an online procurement system. Advantages both in time and money are well documented. It’s estimated benefits of up to 50% can be made in administration savings alone and a further 10% through transparent product pricing.

TUCO Online’s innovative system streamlines catering processes and delivers significant enhancements to business. This pioneering online tool offers live pricing, goods receipting, invoice reconciliation, payment, variance reporting, benchmarking, brand analysis, ability to split orders and improves visibility. It allows caterers to take control of their operation, with key features including recipe costings, menu engineering, allergen management, nutritional data, gross profit analysis, flash reporting, stock management, waste management and an interactive dashboard.

Since launch in 2016, TUCO members have been quick to sign up. And as catering operations make the change from paper-based purchase order systems to electronic ordering platforms, TUCO Online is the perfect solution to ease the transition.



- Web based procurement system
- Accessible 24/7
- Improved efficiency
- Reduced costs
- Complete visibility
- Full compliance

“IT’S CHANGED THE WAY WE WORK. THE DAYS OF PHONE ORDERS ARE GONE AND FOR THE FIRST TIME STAFF HAVE FULL VISIBILITY OVER DEPARTMENT BUYING DATA. WE’VE NEVER BEEN ABLE TO EASILY COMPARE PRICING ACROSS PRODUCTS – THAT’S NOW AT OUR FINGERTIPS. IT’S INVALUABLE.”

MIKE HORNSBY, DEPARTMENT SYSTEMS MANAGER, THE UNIVERSITY OF BRIGHTON.

AT A GLANCE

- Produce and price comparison – highlights alternative products and automatically compares commonly purchased products from multiple suppliers
- PO control for non-full system suppliers – ideal for maintenance or small local suppliers
- Food control – dynamic menu management with recipe costing and reporting
- Standard stock control and consumption analysis
- Flash sales and expenditure analysis – real time daily sales reporting of margin, expenditure, expected and theoretical gross profit
- A central contract depository with key date notification system

POWER OF INSIGHT

ENJOY FINANCIAL ADVANTAGE WITH TUCO INTELLIGENCE

TUCO Intelligence is a brand-new food and drink research and analysis report. Published quarterly, it provides high quality market insights and trends. Launched in February 2018, each report spans multiple categories and considers in depth the market's key food and beverage concerns. Designed to arm buyers with the latest intelligence on trends affecting caterers and anyone supplying them, it's a critical part of every operator's toolkit.



“Accurate market research and analysis is an added-value benefit we deliver to our members free of charge. As catering procurement experts it's our job to help members make timely and financially prudent product swaps to increase their bottom line. Expert market research like TUCO Intelligence informs those critical decisions.” Mike Haslin, CEO TUCO.

TUCO Intelligence reports provide comprehensive information on how to control costs and combat price rises through suggesting astute product swaps. In quarter one of 2018, TUCO Intelligence reported in the fresh fruit and vegetable category, that to secure best value for money caterers should swap to using UK Cox, Russet and Bramley apples, Italian blood and Seville oranges, Nottingham Piccolo parsnips and Chantenay carrots. Whilst suggesting vegetables to avoid such as yellow courgettes, runner beans, garden peas, broad beans, coloured cauliflower, apricots and outdoor grown rhubarb to circumvent unnecessary rising prices.

The quarter one report also noted 2017 had been particularly challenging for food and drink prices, with food inflation at its highest level for many years. It highlighted the Bank of England predicted inflation was set to fall steadily towards its target of 2% during 2018 but uncertainty in the economy, fuelled by Brexit, continued to impact on the value of sterling. With more than 40% of the UK's food currently imported, currency fluctuations against the Euro and US dollar continue to make imports more expensive. It suggested the prospect of Brexit is also expected to contribute to staff shortages in several sectors as EU workers start to leave the UK.

Quarter two report, published May 2018, focused on the impact of the recent rise in national minimum wage, up from £7.50 to £7.83 for 25+ (£7.38 for 21 to 24-year-olds), and the introduction of a sugar tax on soft drinks.

KEY FINDINGS

NATIONAL MINIMUM WAGE

- April 2018 saw the National Minimum Wage rise from £7.50 to £7.83 for 25+ and to £7.38 for 21-24-years-olds.

FREE-FROM

- Demand for healthy choices generally grew by 94% in 2017 versus 2016, and gluten-free options increased by 72%. The UK's free-from industry is set to reach £540m this year.

PERISHABLES

- British meat continues to attract premium prices, whilst beef and pork prices are expected to stabilise, the latter due to increased supply.
- Butter prices have fallen by 40% since last year's high.

BEVERAGES

- The gin industry continues to grow and UK sales now top £1 billion a year. Average gin prices in off-trade have risen to £20 a litre, suggesting a trend towards premium products.
- 5% of millennials say quality of alcoholic drinks is crucial.
- Customers are increasingly asking for dairy alternatives such as soya and oat milk.

**FOR A COPY OF EITHER REPORT
PLEASE CONTACT MIKE HASLIN ON**

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