



JUST MAKE IT SIMPLE.

# CATERING AND VENDING

Do you have the best agreement for you?

Our holistic approach reviews your current offering with the objective of turning your canteen facility from a cost centre to a break-even point or even a profit centre, whilst at the same time, increasing the product offering so employees and pupils can be healthier without necessarily increasing prices.



If your organisation receives its catering and vending contract prices from in-house resources, whilst the individuals may be experienced, it's unlikely they will have in-depth knowledge of current market information, changes in government regulations and be aware of possible opportunities for rebates, which all affect the chances of getting the best deal for your catering and vending.



When organisations including schools have multiple locations, a number of effective operational options should be considered that could influence the efficiency, wastage, menus on offer and cost, etc. We audit all locations where clients provide catering and vending services to ensure you're operating efficiently.

# The audit will include a review of:

## Menu/Choice of food

- Type of food served
- Is the menu healthy or not?
- Menu on offer each day – variability
- Upcoming menus

## Prices

- Are they subsidised by the organisation?
- Catering and vending shown as Cost or Profit on the P&L?
- Does your organisation generate revenue from vending machines?

## Marketing & Promotions

- Display of food
- Display of nutritional value
- Utilisation of themes and/or special occasions to increase take up
- Early communication of future menus
- Employees/pupils participation and involvement
- Utilisation of internet for meal ordering
- Point of sale notification
- Request of feedback

## Prices & Rates

- Number of people providing the service
- Training need
- Health and Safety

## Facility & Equipment

- Kitchen layout
- Canteen/Restaurant layout
- Type of kitchen equipment in use
- Space utilisation
- Choice of vending machines
- Vending machine location and utilisation
- Vending machine cost and arrangement

## Ingredients Sourcing

- Purchase of raw material
- Display of where it comes from
- Buy Local where relevant and possible

## Performance Measurements

- Cost – Material, labour and services
- Gross margin and profitability
- Daily and overall wastage
- Optimisation of service and cost
- Cash and money handling
- KPI (Key Performance Indicator)
- Benchmarking other organisations
- Does your organisation have KPIs?
- Do you display your organisation KPIs?
- What is the take up or how many employees/pupils are using the canteen?



### The J6 Efficiency Way

J6 Efficiency (J6) is an independent third party, who works for and represents the client. J6 includes a team of third party catering and vending equipment specialists who work solely within this sector on behalf of clients. We will take a holistic and comprehensive approach when analysing information to produce various recommendations that will increase efficiency and produce sustainable and continuous savings.

If you **want to know more or would like a second opinion** on how to reduce your catering and vending prices, then get in touch.



We are a third party specialist who works 100% on your behalf in an honest, open and transparent way.

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