

Company Name	Lots	Size of Company	Local Head Office	Types of Business	Contracts	Finance Contracts	Retained Contract	Contract Length
Aramark	All	National	Warrington, Leeds	Education FE/HE B&I	New College Durham, Durham Business School, Salford University York, St John, Soton Solent	Guaranteed cost plus KPI's linked to management fee linked to T/O Profit Share Usually 7% of T/O or m/ment only	New College Durham Initial 5 Yrs extended after 3 to 7. University of Chicester retained Contract.	Invite Proposal starting at 3 years
Consultant Catering	All except vending	mainly Northern	Gateshead	Elite education not looked or worked in Universities previously. Colleges, Public Sector.	Hartlepool 6th form college Merseyside, Lancs & North Wales police, Mount school York L	Fixed guarantee return. Could profit share if improve (linked to t/o, profit). SLA linked to performance	Some for 30 years!	?
7 Day Catering	All	Small national	no	Colleges B&I	Carlisle, Lakes, Wirral Colleges. Peak District Colleges not yet in univs	Nil cost/fixed price can be flexible. Will look at profit share.	?	?
Sodexo	All	International	?	This division is solely Ed FE & HE. Business in division is currently 50/50 student feeding and hosp	University of Nottingham, Bradford and Birmingham City.	Typical performance guarantee contract. Financial performance KPI's. Exec lease at Brum City	?	Average 7 years
Mellors	All except vending.	Northern Co, all business in north, 25% east of pennines. No plans to go national.	Based in Southport.	Ed 35% of portfolio Government business.	National Blood - Newcastle. Michael Smith Build (Manchester University). Bradford college (23,000 students). Stockport college	Fixed price or cost plus nil subsidy + or profit return. Profit share extends to staff 78% contracts are fixed cost.	?	?

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Chartwells	All	International	Change in senior team over last 3 years to make positive changes (i.e. school dinner issue loss of some faith in their Co)	Ed division of Compass	Manchester Business School, Oxford Brookes, De Montfort, UCL, Derby, Gateshead College, Salford Uni. (1 unit)	Share of profit.Did not provide much detailed info re this. Know they have exec lease at Oxford Brookes	?	?
Almond	All but Hosp	Scottish based company.	Will open one if they win the contract	B&I Colleges	Scottish Prison, Langside College, Stirling Council. Just put a tender in for University Cumbria.( note Sue has some confidential inside info re this tender)	Can be flexible to our req/ments	?	3,5 or 7 yrs dependent on re-imbursement of capital,turnover. % guarantee of t/over

Turnover of Company/ Division	Investment Potential	Unique Selling Point	Environmental Sustainability	Access to Designers	Pension Option	Vending	Hospitality	Other information
420 Million (company)	200K - 1 Million Depending on t/o and contract length	One size does not fit all 2008 contract caterer of the yr, 2008 corp resp company of the yr	Green Thread. Incentives linked to ESD	FOC Design team can support	GAD Comparable to Local Government	Manage and service own machines	Tailored to our requirements, online ordering system	Just recruited the NGC Hospitality Manager
Catering 15 Million Cleaning 15 million	Max 40 k to date usually for counters, furniture, machines	True family company. Good staff retention. Bespoke approach	Biodegradable disposables. Energy/water, waste management	Outsource design work	Say stakeholder pension scheme available	N/A	Tailored to our re'qments	2 managers who presented worked at company for 16 - 18 yrs. Managed multi site but not size of UoS. We don't feel have the experience for us.
32 million	To date 40-50k, depends on contract length	All food is freshly made. Not bought in. Locally sourced. All cakes/biscuits - homebaked -unique to 7 day. Bespoke services.	Recycling, Energy saving, CSR policy being revisted	Work with two design teams (external to company)	Say offer pension scheme	Manage and service own machines wittenborgs	Tailored to our req/ments	Lean senior structure. Managable - no more than 12 contracts per operational manager. Calorie counted healthy options. Up to 4000 students on one site.
Education division 100 million, 1/5th of which is Universities.	Have own capital to tap into, up to a million depending on turn over & contract length - expect to invest.	Seasonal menus and hospitality - bespoke to University. 80% of food produced on site.	Biodegradable disposables. Compost coffee grounds, energy reduction.	Yes	Say have good pension agreements	Have own vending division, on-site staff service the machines	Seasonal tailored to our req/ments	Very large, worry that we will be a number or small cog in big wheel, but accept they have experience to handle it all.
10 million	Can do but not cash rich so depends on length of contract	Fresh ingredients, local suppliers. Bespoke offer. Local, focussed 24/7 support from stable senior management team.	Sustainably a major project area.	Use RG Design	Check this out cost to pension scheme may be high/prohibitive.	N/A	Wide range, tailored to our req/ment	Company 13 years old. Gained colleges from competitors, Bradford from Sodexho, Park Lane from Aramark. Manchester Uni from Avenance. Small more accountable.

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?	Yes, see it as an edge for them it is reviewed and refreshed.	Eat, Learn, Live one size does not fit all.	best practice in sustainability and fair trade	Yes	Pension fund protection	Use selecta can fill on site or use selecta	Bespoke around some templates they use, refresh regularly	Presentation less on food and customer more on business. Are we small cog in their wheel. Handpick best staff for us - will they take them away when win other contract in Sunderland?? Convenience or fresh - they will provide what we want?
9 million.	Can invest but depends on req/ments	Fresh Food. Small enough to deliver & keep control of their values.	Vital to company also Education of children/investing in community.	Use Lockhart to design & own company to build.	Poss pension issues	Manage and service on site. Sub contract maint/ce.	N/A	4 years old. Invested 2 million in own training centre, take all staff there - 13 weeks over the year. Has architects & surveyors business Aitkens (Glasgow). Feel that they would be too small to take all our business, although could do smaller area well. Excellent info booklet given to us