



Balancing service, quality and price to deliver a complete procurement partnership



Because we care...

## Our service starts with you and your business

MY PURCHASING PARTNER WORK WITH SOME OF THE LARGEST CARE GROUPS ACROSS THE UK FOR ALL THEIR PROCUREMENT NEEDS.

My Purchasing Partner understand the importance of good food for residents' health and general wellbeing. We are perfectly placed to support care home catering teams and meet the challenges of residents varied, often complex dietary needs, managing issues around kitchen facilities and skill levels, and working to tight budgets. We are **100% supplier funded** and offer complete transparency with a **no contract/no obligation** service; we guarantee to add value to your business saving you time and money with our personal approach.

Whilst appreciating that food is a key focus area for care homes, My Purchasing Partner offer you a complete procurement solution across many other categories.

### HOW WE CAN HELP.....

- Supplier Reports
- Occupancy Cost Reports
- Food Spend v Budget Reports
- Site Survey Meetings
- Menu Cycle Support
- Sharing Best Practice
- Training Days
- Group Chef Competitions
- Manufacture Support

We are happy to explore other areas that will help your business needs.

.....  
**SAVE MONEY**  
 with or without  
 changing  
 suppliers!  
 .....



My Purchasing Partner will source the **highest quality goods and services** required to exceed your procurement needs and expectations - and to maintain profitable margins.  
 Call us on **0800 121 6440** or visit our website and find out how we can Help You Buy Better: [www.mypurchasingpartner.co.uk](http://www.mypurchasingpartner.co.uk)

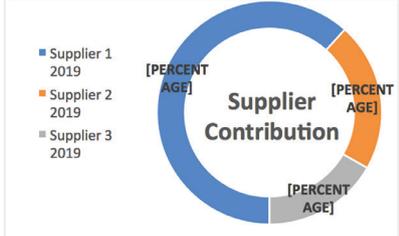
# REPORTING

## Supplier Reports

My Purchasing Partner will collate and review all your suppliers spend each month and even provide a supplier breakdown to invoice level if required. This helps ensure your suppliers are charging the correct pricing and your homes are using the correct suppliers.

### MONTHLY SUPPLIER REPORT

Supplier	Data	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	YoY Variance
<b>Totals 2018</b>	Sales £	£ 103,671	£ 104,062	£ 120,333	£ 100,438	£ 99,745	£ 110,684	£ 91,909	£ 91,078	£ 821,921
<b>Totals 2019</b>	Sales £	£ 98,620	£ 97,839	£ 115,800	£ 98,414	£ 98,305	£ 107,232	£ 91,315	£ 88,798	£ 796,323
<b>% Diff</b>		-4.87%	-5.98%	-3.77%	-2.02%	-1.44%	-3.12%	-0.65%	-2.50%	-3.11%
<b>Supplier 1 2018</b>	Sales £	£ 62,500	£ 65,749	£ 76,835	£ 61,470	£ 57,802	£ 70,987	£ 56,089	£ 57,052	£ 508,484
<b>Supplier 1 2019</b>	Sales £	£ 58,999	£ 61,752	£ 73,161	£ 60,123	£ 57,320	£ 68,006	£ 55,625	£ 56,203	£ 491,189
<b>% Diff</b>		-5.60%	-6.08%	-4.78%	-2.19%	-0.83%	-4.20%	-0.83%	-1.49%	-3.40%
<b>Supplier 2 2018</b>	Sales £	£ 24,014	£ 21,815	£ 24,450	£ 21,699	£ 22,788	£ 22,142	£ 20,078	£ 20,436	£ 177,421
<b>Supplier 2 2019</b>	Sales £	£ 22,521	£ 20,076	£ 23,720	£ 21,181	£ 21,975	£ 22,201	£ 20,457	£ 19,574	£ 171,705
<b>% Diff</b>		-6.22%	-7.97%	-2.98%	-2.39%	-3.57%	0.27%	1.89%	-4.22%	-3.22%
<b>Supplier 3 2018</b>	Sales £	£ 17,158	£ 16,498	£ 19,049	£ 17,269	£ 19,155	£ 17,554	£ 15,743	£ 13,590	£ 136,016
<b>Supplier 3 2019</b>	Sales £	£ 17,100	£ 16,011	£ 18,919	£ 17,110	£ 19,010	£ 17,025	£ 15,233	£ 13,021	£ 133,429
<b>% Diff</b>		-0.34%	-2.95%	-0.68%	-0.92%	-0.76%	-3.02%	-3.24%	-4.19%	-1.90%



## Occupancy Cost Reports

We can create bespoke occupancy cost reports that shows the food cost per resident by day/week against budget across all your homes. Drilling down to individual care homes ensures you can identify where additional support is required and where we need to create a plan to monitor compliance and ultimately improve costs.

YTD Average - Total Food			March 2019 - Total Food			February 2019 - Total Food			January 2019 - Total Food		
Cost per Head	£ v Budget (£3.45)	% v Budget	Cost per Head	£ v Budget (£3.45)	% v Budget	Cost per Head	£ v Budget (£3.45)	% v Budget	Cost per Head	£ v Budget (£3.45)	% v Budget
£ 3.58	£ 0.13	4.0%	£ 3.70	£ 0.25	7.4%	£ 3.63	£ 0.18	5.2%	£ 3.67	£ 0.03	10.0%

Site Name	YTD Average - Food			March 2019 - Food			February 2019 - Food			January 2019 - Food		
	Cost per Head	£ v Budget (£3.45)	% v Budget	Cost per Head	£ v Budget (£3.45)	% v Budget	Cost per Head	£ v Budget (£3.45)	% v Budget	Cost per Head	£ v Budget (£3.45)	% v Budget
Site 1	£ 3.78	£ 0.33	10%	£ 4.47	£ 1.02	29%	£ 3.78	£ 0.89	25.77%	£ 3.10	£ -0.35	-10%
Site 2	£ 2.85	£ -0.60	-17%	£ 3.27	£ -0.18	-5%	£ 2.74	£ 0.33	9.63%	£ 2.55	£ -0.90	-26%
Site 3	£ 3.03	£ -0.42	-12%	£ 2.76	£ -0.69	-20%	£ 3.20	£ -0.71	-20.67%	£ 3.13	£ -0.32	-9%
Site 4	£ 3.50	£ 0.05	1%	£ 2.98	£ -0.47	-14%	£ 3.68	£ -0.25	-7.10%	£ 3.84	£ 0.39	11%
Site 5	£ 3.73	£ 0.28	8%	£ 4.29	£ 0.84	24%	£ 3.26	£ 0.23	6.69%	£ 3.63	£ 0.18	5%
Site 6	£ 3.64	£ 0.19	5%	£ 3.49	£ 0.04	1%	£ 4.12	£ -0.19	-5.41%	£ 3.30	£ -0.15	-4%
Site 7	£ 3.58	£ 0.13	4%	£ 3.84	£ 0.39	11%	£ 3.35	£ 0.67	19.43%	£ 3.55	£ 0.10	3%
Site 8	£ 4.20	£ 0.75	22%	£ 3.80	£ 0.35	10%	£ 4.34	£ -0.10	-2.87%	£ 4.47	£ 1.02	30%

### Food Spend v Budget Report

## Food Spend Budget Reports

A document that may already be in place in your business, however our individual home supplier spend and budget report allows you to keep track of your outgoings, order by order against your budget (based on number of residents and cost per head budget). It also includes monies coming in from staff or guest sales.

Month -	Week 1	Week 2	Week 3	Week 4	TOTAL
Number of Residents	54	54	54	54	
Weekly Resident Food Budget	£34.00	£34.00	£34.00	£34.00	
<b>OUTINGS</b>					
Supplier 1	£ 876.55	£ 767.98	£ 1,098.66	£ 888.18	£3,631.37
Supplier 2	£ 231.14	£ 211.33	£ 123.45	£ 298.90	£864.82
Supplier 3	£ 211.89	£ 200.12	£ 120.66	£ 210.09	£742.76
Supplier 4	£ 102.45	£ 98.99	£ 121.19	£ 111.11	£433.74
Supplier 5	£ 189.09	£ 177.76	£ 190.88	£ 123.11	£680.84
Credit Card	£ 211.88	£ 189.99	£ 179.43	£ 160.15	£741.45
Petty Cash Purchases	£ 88.55	£ 99.44	£ 109.66	£ 155.76	£453.41
Exceptional (e.g. meetings)	£ -	£ 25.12	£ 100.80	£ -	£125.92
<b>REVENUE</b>					
Guest Sales	£ -	£ 25.50	£ 51.00	£ -	£76.50
Staff meal sales	£ 99.00	£ -	£ -	£ 112.50	£211.50
<b>TOTAL</b>	£ 1,812.55	£ 1,745.23	£ 1,993.73	£ 1,834.80	£7,386.31
Budget	£ 1,836.00	£ 1,836.00	£ 1,836.00	£ 1,836.00	£7,344.00
<b>Variance</b>	£ -23.45	£ -90.77	£ 157.73	£ -1.20	£42.31
Average Wkly Resident Spend	£ 33.57	£ 32.32	£ 36.92	£ 33.98	£ 34.20

# ADDING VALUE

## Site Survey Meetings

My Purchasing Partner offer a deep dive into purchasing of identified homes with the aim of reducing their spend. By reviewing the Occupancy Cost Report, we can identify potential supplier and product alternatives and calculate the positive impact it has on your resident cost-per-head. This ongoing report will allow us to measure the impact of the suggested changes and monitor whether our recommendations have been implemented.

### Supplier 1 Purchases

After reviewing just a months purchases which totalled **£1,401.75** within your site we have been able reduce the spend to **£1,318.19** with product switches

**'That's a £83.56 saving and 6% drop in food spend'**

Code	Product Description	Code	Product Description
71097	Anchor Free Range Butter 1x250g	12718	Brake Salted Dairy Butter 70041 40x250g
27548	Brakes Mild Col Ched 70032 min 2.44kg	71133	Brakes Mild Col Ched 70038 min 4.75kg
74153	Brakes Margarine 2kg	71514	Brakes Soft Spread (70053) 1x2kg
129341	Granellis Vanilla Flavour Ice Crm 1x4ltr	1234	Brake Catering Vanilla Ice Cream 1x4ltr
15136	Brakes Baked Beans 1x840g(KC1)	11758	Orchard Farm Baked Beans 1x2.61kg (KC3)
126778	Brakes Tuna Chunks In Brine CASE 6x400g	28283	Brakes Tuna Chunks in Brine 1x800g
115284	Caster Sugar (302) 6x2kg	301	Brakes Caster Sugar 1x25kg
71138	Philadelphia cheese 180g	18421	Brakes Full Fat Soft Cheese 1x2kg

Here are some examples of surveys we can produce for your homes.

### Product Switch Summary:

Current Picture:	Ave Cost per Head	£ v Budget (£21)	% v Budget	Ave Cost TM v LM £
July	£ 25.09	£ 4.09	19%	£ 0.14
June	£ 24.95	£ 3.95	19%	£ 1.71
May	£ 23.24	£ 2.24	11%	£ 0.90

By following our recommendations of product switches on the 4 categories, your average cost per head would fall by 6%

Frozen/Ambient 6% - Meat 6% - Dairy 5% - F&V 11%

Revised Picture:	Ave Cost per Head	£ v Budget (£21)	% v Budget	Ave Cost TM v LM £
July (with changes)	£ 23.68	£ 2.68	13%	-£ 1.27

### Fruit & Veg - Fresh to Frozen

Fresh Produce is a tricky area to switch and make savings as it can be more costly to buy in bulk and create increased wastage due to produce perishing however, by switching just a few lines from fresh to frozen such as broccoli and cauliflower would **save £80 or 5%** a month.

Code	Description	Code	Description
BRCK	Broccoli/Calabrese KG	4762	Brakes Broccoli Florets 40/60 (350033) 2kg
CAULX8	Cauliflower 8's	4775	Brakes Cauliflower Florets 30-70mm 2.5kg

## Menu Cycle Support

My Purchasing Partner have a range of weekly menu cycles that can be built around your current food requirements and staff capabilities. Our menu cycles include everything from the back of house menu matrix, printable inserts and pictorial examples with step-by-step recipe guides. To promote and encourage resident engagement, we have created questionnaires to assist you in building menus that suit all your residents' nutritional needs.

Meal Time	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
Early Morning				Tea / Coffee			
Breakfast	Various Tinned Fruit	Orange Segments	Prunes	Cereals/Porridge, Toast & Preserves, Cooked Breakfast			Fruit Salad
Mid Morning	Chefs Pie Of The Week	Sausage Hotpot	Roast Of The Day	Turkey Fricassee	Battered Fish Of The Day	Liver & Bacon	Roast Chicken & Stuffing
Lunch (can be switched to Evening Meal)	Hot Vegetable Frittata	Mediterranean Vegetable Lasagne	Vegetable Stir Fry	Cauliflower & Broccoli Cheese	Vegetable Sausages	Cheese & Potato Pie	Vegetable Bake
Seasonal Fruits & Yoghurt	Bakewell Tart with Custard	Yoghurt	Crème Caramel	Yoghurt with Fresh Fruit	Lemon Tart and Cream	Blackforest Gateau	
Mid Afternoon	Chocolate Brownie	Bread Pudding	Ginger Cake	Victoria Sponge	Cherry Bakewell	Scones w/ Jam & Cream	Shortbread
Evening Meal	Cheese on Toast	Cornish Pasty & Beans	Scampi & Fries with Tartare Sauce	Sauteed Mushroom on Toast	Homemade Sausage Roll with Chutney and Chips	Jacket potato/crushed beans or tuna mayonnaise	Homemade Scotch Egg & Salad
Supper	Crumpets & Preserve	Cheese & Biscuits	Toasted Tea Cakes	Cheese Scones	Wheat Biscuits & Warm Milk	Pate on Toast	Cookies

Alternatives to all menu's can be provided and healthier or lighter options are always available, meals served to the individuals choice & preference.

## Chef Competitions

Our passion extends further than purchasing; we can plan and facilitate in-house cooking competitions to encourage best practice across your group.



## Sharing Best Practice

We actively work with care home catering teams or regional managers to allow us to share best practice across your group. This can come in many forms from fortification hints and tips, product switch and save options, best buying guides and many more areas which can be tailored to your needs.

### Meat cut suggestions that will help cut costs and help achieve budgets

Code	Product	Alternative Code	Alternative Product	Current Price	New Price	Variance	% Saving
M149	BEEF MINCE (LEAN) (KG)	M150	BEEF MINCE (KG)	£ 5.19	£ 4.64	-£ 0.55	-10.60%
M6210	HAND DICED CHICKEN BREAST (KG)	M620	DICED CHICKEN MEAT 50-50 (KG)	£ 5.14	£ 4.56	-£ 0.58	-11.28%
M1057	TOPSIDE (ROLLED) (KG)	M1077	SILVERSIDE (ROLLED) (KG)	£ 7.98	£ 7.67	-£ 0.31	-3.88%
M1449	HAND DICED CHUCK STEAK (KG)	M145	DICED CHUCK STEAK (KG)	£ 6.96	£ 6.37	-£ 0.59	-8.48%
M61003	CHICKEN FILLET 7-8OZ (EACH)	M608	CHICKEN BREAST FILLET (KG)	£ 5.68	£ 4.85	-£ 0.83	-14.61%
M999070	PORK SAUSAGE (LOCAL RECIPE) (KG)	M99902	PORK SAUSAGE 8S (KG)	£ 4.43	£ 3.43	-£ 1.00	-22.57%
M61006	CHICKEN FILLET 6-7OZ (EACH)	M608	CHICKEN BREAST FILLET (KG)	£ 5.75	£ 4.85	-£ 0.90	-15.65%
M143	DICED BRAISING STEAK (KG)	M145	DICED CHUCK STEAK (KG)	£ 6.96	£ 6.37	-£ 0.59	-8.48%
M999090	CUMBERLAND SAUSAGE 8S (KG)	M99902	PORK SAUSAGE 8S (KG)	£ 3.92	£ 3.43	-£ 0.49	-12.50%
M61005	CHICKEN FILLET 4-5OZ (EACH)	M608	CHICKEN BREAST FILLET (KG)	£ 5.95	£ 4.85	-£ 1.10	-18.49%
M61002	CHICKEN FILLET 5-6OZ (EACH)	M608	CHICKEN BREAST FILLET (KG)	£ 5.77	£ 4.85	-£ 0.92	-15.94%
M999095	LINCOLNSHIRE SAUSAGE (KG)	M99902	PORK SAUSAGE 8S (KG)	£ 3.98	£ 3.43	-£ 0.55	-13.82%

# STAY INFORMED

## Fact Sheets

Many care home residents have special dietary needs arising from conditions such as dementia, dysphagia, diabetes and malnutrition. We have fact sheets with catering tips to help and support your catering teams.

## Market Reports

We produce quarterly 'Seasonal Market Guides' to keep you informed of industry news, market analysis and how you may be affected – you can download them at:  
[www.mypurchasingpartner.co.uk/resource-centre](http://www.mypurchasingpartner.co.uk/resource-centre)

## Testimonials



*"As Oakland Care have grown as a business, My Purchasing Partner have been able to put in place new agreements with existing and new suppliers, with improved terms to reward further growth. They also help by organising food development days across our homes."*

**Aaron White,**  
Business Services Manager,  
Oakland Care



*"In the 2 years we have worked with My Purchasing Partner, they have really helped us consolidate our purchasing and drive efficiencies across all levels. Their proactive approach and added support they give to our head office and homes alike really stands them apart from other procurement companies that have approached us in the past."*

**Vicky Craddock, Operations Director,**  
Maria Mallaband Care Group



*"My Purchasing Partner are an integral part of New Century Care. As well as managing our supplier costs, the additional support they provide on menu planning and nutritional information has really helped to improve standards across our care homes."*

**Phil Smith,**  
Managing Director,  
New Century Care

## Helping you buy better

My Purchasing Partner work hard to source the high quality products and outstanding services that your Care Group demands. We closely analyse the markets and negotiate directly with suppliers and manufacturers alike to alleviate volatile pricing impact on your bottom line. By understanding your needs, we pledge to give you the information and tools necessary to support and compliment your strategic business planning and commit to continually add benefit to your business.

Our dedicated team are based nationally so if you have any questions, please do not hesitate to give us a call or contact us to arrange a visit:

**Telephone: 0800 121 6440 Email: [support@mypurchasingpartner.co.uk](mailto:support@mypurchasingpartner.co.uk) [www.mypurchasingpartner.co.uk](http://www.mypurchasingpartner.co.uk)**

