




Pelican

Expert procurement solutions for the **Care Home Industry**

 Delivering purchasing results.

 care home
DIVISION



Experiencing problems?

Purchasing issues.

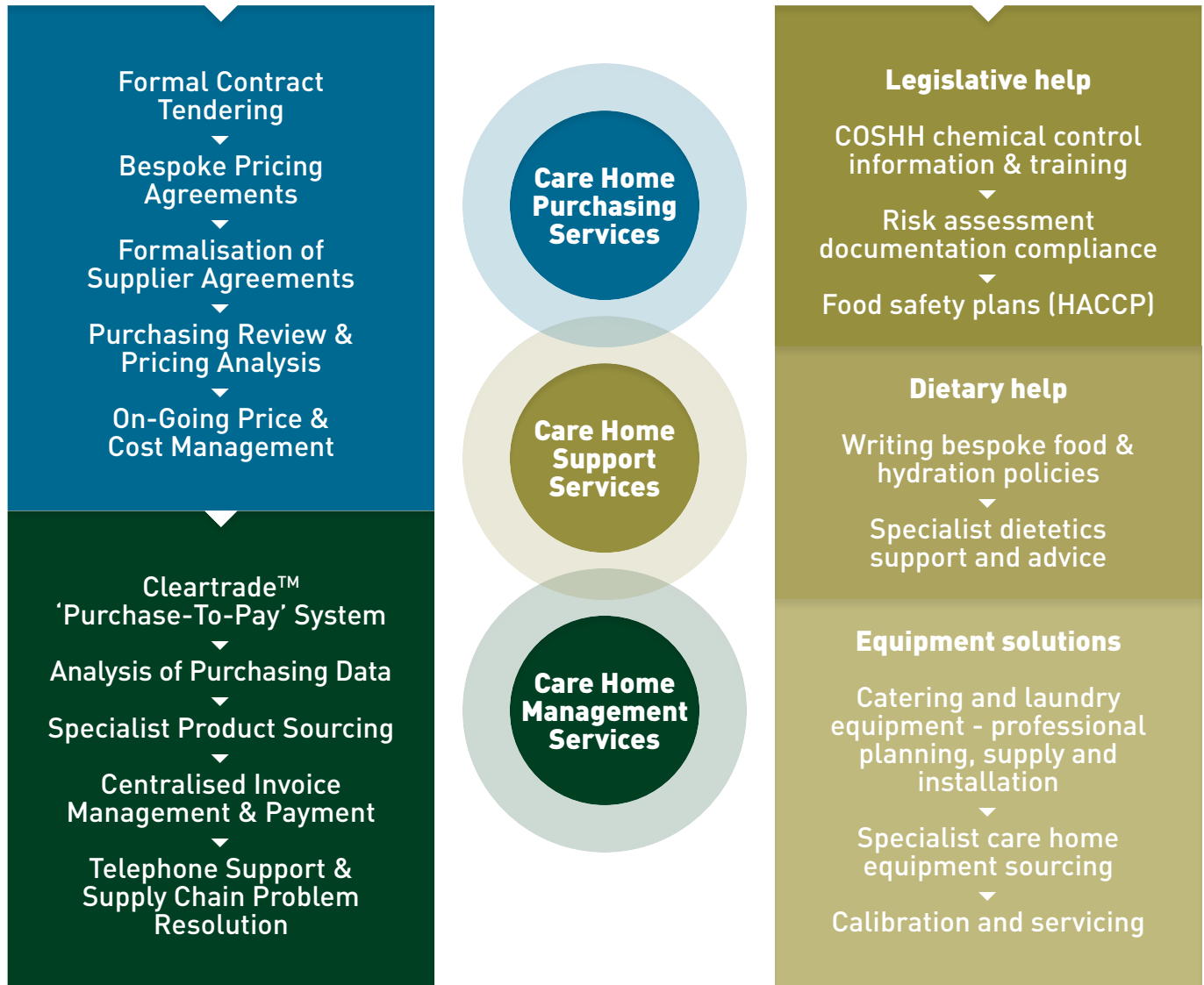
- ▶ Having difficulty controlling rising product costs?
- ▶ Concerned you're paying more than you should?
- ▶ Looking for greater control over your purchasing spend?
- ▶ Looking to centralise and simplify your purchasing across your business?
- ▶ Spending too much time processing supplier invoices?
- ▶ Looking to manage and formalise your supplier agreements?
- ▶ Experiencing supply chain issues?
- ▶ Constrained by skillset or resource when it comes to purchasing?

Compliance issues.

- ▶ Unsure if your food safety plans are correct and up to date (HACCP)?
- ▶ Worried that you're not up to date with necessary mandatory staff training?
- ▶ Managing the chemicals your organisation is using?
- ▶ Not sure whether your risk assessment documentation is correct?
- ▶ Concerned with your food & hydration policy?
- ▶ Paying more than you should for specialist care equipment?
- ▶ Sure that the equipment you're using is calibrated and serviced correctly?

We understand the problems care providers face and have the expertise to help

How Pelican can help.



Pelican's range of services are designed to save you time, money and help you gain more control

What our customers say ...

“

For the past 8 years Pelican have successfully managed a number of our supplier contracts. During this time Pelican have impressed us, not only with the financial savings they deliver but also their can-do positive attitude and professionalism.

”

Kym Pettit, Development Manager

Surrey County Council, Commercial Services

“ Pelican has just tendered for our food supply and came back with a huge saving for the company. We're a large group, but quite simply, Pelican's buying power is better than ours.

Iain Dempster, Retail Development Manager

Beds & Bars Ltd

“ Pelican has been assisting me here at The King's School for the past 5 years and I have found them to be a thoroughly professional operation at all times throughout.

The Pelican team have helped The King's School steer through this financial crisis and have helped to save us a substantial amount of money. To put this in perspective, King's is a private school feeding 850 pupils 3 meals a day, 7 days a week - I have not had to raise my food budget for 3 years.

Andy Snook, Head of Catering

The King's School, Tynemouth

For over two decades Pelican has grown through customer recommendation

A few sample case studies.



Saved more than
£450,000
with Pelican

Care Home Group, National

Pelican has supported this premium care home provider, with 27 sites across the UK, for over six years. Pelican was initially asked to manage three suppliers and this number has grown significantly over the years to 42. Working closely with their staff, at all levels from the site chefs to the Managing Director, Pelican is now seen as an integral part of their organisation.

CATEGORY	ANNUAL SPEND	SAVING	% SAVED
Frozen & grocery foods	£1,300,000	£260,000	20%
Stationery	£250,000	£30,000	12%
Disposables & Chemical	£850,000	£72,250	8.5%
Fresh produce (fruit & veg)	£850,000	£59,500	7%
Wine, beer, spirits	£295,000	£30,090	10.2%
Meat	£450,000	£20,250	4.5%
TOTAL	£4,495,000	£472,090	10.5%



Saved more than
£14,000
with Pelican

Care Home Group, National

A care home group with seven sites, providing affordable care. They asked Pelican to help them reduce their purchasing cost across five product areas. After undertaking benchmarking of current spend, Pelican was able to deliver savings of nearly £15,000. More recently, Pelican has been asked to help with a new build site - designing and planning the installation of their kitchen and laundry area.

CATEGORY	ANNUAL SPEND	SAVING	% SAVED
Dairy	£31,500	£2,477	8.5%
Fruit & vegetables	£22,400	£2,240	10%
Disposables & chemical	£48,300	£4,347	9%
Frozen & grocery foods	£125,000	£5,000	4%
DIY	£12,000	£600	5%
TOTAL	£239,200	£14,864	6.2%



Saved more than
£3,900
with Pelican

Two Site Operator

This two-site operator has recognised that their current purchasing provision was unstructured and they were not achieving the best value out of their purchasing. They asked Pelican to undertake price reviews of their current spend. Following this process, the company achieved annual savings of nearly £4,000. Furthermore, the client benefited extensively from using Pelican's equipment expertise and mandatory training assistance.

CATEGORY	ANNUAL SPEND	SAVING	% SAVED
Dairy	£8,300	£829	10%
Fruit & vegetables	£3,200	£582	18%
Disposables & chemical	£13,800	£1,380	10%
Frozen & grocery foods	£25,000	£1,093	4.3%
DIY	£800	£40	5%
TOTAL	£51,100	£3,924	7.6%

 Visit our website for more examples
www.pelicanbuying.co.uk

**We will work with you to help you
achieve your business goals**

About us ...

We understand that the lasting success of any business relies on the delivery of **consistent quality** of products and services. In order for this to happen, a good relationship with suppliers is imperative, as is the efficient **management of people, processes and costs**. Pelican helps companies to achieve these goals.

Working alongside you, we can manage part or all of your supply chain, delivering **greater productivity, better efficiency** and considerable **cost savings** across your business.

Pelican has been providing **purchasing services** to a wide range of organisations in both the private and public sectors including **education, hospitality** and private **healthcare** industries for **over 21 years**.

We manage purchasing requirements in accordance with professional practices and ensure that all purchasing is completed with due regard to EU purchasing law and the *Chartered Institute of Purchasing & Supply* (CIPS) guidelines.



Pelican are proud to support and promote the children's hospice service, Shooting Star CHASE.



www.cips.org

With 21 years' experience we have the knowledge and expertise to help you

“

Pelican was built on three fundamental values – to be professional, honest and open in everything we do.

The core of our business success is that we always put our customers' needs first.

Everybody in the Company shares these values and strives to exceed our customers' needs.



March Hancock, Chairman
Pelican

”

Over £125m
purchasing power



Additional services
designed specifically
for care providers



Purchasing across a
wide range of food,
drink & non-food
categories



Specialist Care Home
cost saving experts



Customer-centric
service



21 years of purchasing
supply chain expertise

Call us on
01252 705222

Purchasing problems?

- ▶ Unable to control rising supplier costs?
- ▶ Looking to improve your profit margins across all product categories?
- ▶ Looking for greater control over your purchasing spend?
- ▶ Looking to formalise your supplier trading agreements?

Pelican is here to help.



Delivering purchasing results.

Call Pelican on **01252 705 222**
or email us at **support@pelicanbuying.co.uk**
Connect with us on **Facebook** and **Twitter**
Visit us on the web at **www.pelicanbuying.co.uk**

Pelican

Ash House
Tanshire Park
Shackleford Road
Elstead
Surrey, GU8 6LB