

The logo for Whickham School Case Study features a stylized 'W' made of colorful dots above the text 'WHICKHAM SCHOOL' and 'CASE STUDY' in a large, bold, sans-serif font.

## WHICKHAM SCHOOL CASE STUDY

## SOLUTION

ECS worked in partnership with the school to undertake the procurement of this vital service provision.

1. Presented an options appraisal evaluating the most effective and compliant routes to market for catering services within the Education Sector.
2. Engaged with the school to understand their key requirements to build the specification.
3. Engaged with the market to ensure to understand what innovative solutions were available.
4. Compiled the appropriate documentation to publish under the recommended framework.
5. Managed the further competition, supporting the clarification and site visit process for suppliers.
6. Provided evaluation training to all participating stakeholders including governors and pupils.
7. Managed the technical and commercial evaluation process.
8. Prepared and issued the contract award report/ contracts and notifications to all participating suppliers
9. Provided project management and weekly briefings to the school to ensure they were continually updated on the process through to effective delivery

## CHALLENGE

Whickham School and Sports College were looking for support to reprocur their onsite catering provision.

The current provision was coming to end, and the school recognised the need to ensure they were compliant with procurement regulations given the value (£2.5m), scale and complexity of the project.

The school were keen to receive innovative and imaginative submissions from service providers, which matched their essential requirements and provided the flexibility, to grow the facilities. Most importantly, they wanted to achieve a stimulating, good value high-quality eating experience conducive to a productive afternoon of teaching and learning and other activities intrinsic to the school's core purpose.

## OUTCOME

As a result of this procurement, the school were able to:

1. Complete a compliant, cost-effective procurement process resulting in the most economically advantageous tender being awarded
2. Receive investment of £118,479 over the contract period to enhance the service delivery to the school
3. Rebrand and relaunch the catering provision within the school with the intention of increasing footfall
4. Obtained a total guaranteed rebate of £166,000 for the school to reinvest in their facilities.

The project was completed with 18 weeks ensuring the school were able to fully mobilise in advance of the contract start date.

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Education Commercial Services are a schools led tailored commercial program to ensure financial and procurement compliance and to release vital cashable savings back to the Trust.