



# North Bristol NHS Trust's Local Procurement

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# Our motivation

## Motivation at a strategic level within NBT

- Inspiration from London hospital
- An accredited approach
- Sustainability



## Personal motivation of the catering team

- Investing in the local economy
- Stronger personal interest and awareness following work with FFL
- Makes our work more interesting and allows chefs to use their skills



# NBT's local supplies

- Total annual food spend is £1,019,868
- Majority of food at NBT is procured through one national catering supplier
- Local procurement amounts to 37% of the total expenditure with 24% from the city region (<100km)
- Largest proportion of local supplies is dairy, also meat and bakery products



# Context

- 412,800 pints of milk (Gundenham Dairy Farm)
- 8,676kg of farm assured ham
- 13,529kg of local Somerset cheese
- 215,640 tubs of Marshfield Farm ice cream
- All eggs are free range
- All fish & fish dishes are sustainably sourced & MSC certified
- Over 93% of dishes are freshly prepared onsite
- Most recent patient satisfaction surveys - 95.1%



# What enabled us to source more locally?

- Increased the weighting for local in the contract specifications but cost remains a key issue
- Time consuming to find new local suppliers, FFL team was helpful
- Engaging the wholesalers



# Challenges & benefits

## Challenges

- Price
- Finding suppliers
- Due diligence

## Benefits

- Catering Mark's clear structure helped speed up the process
- Patients like the story
- Reputation/ awards
- Traceability





# Our local suppliers

- Small to medium size enterprises
- Ownership: family run, run by a small partnership or have sole owners
- Affinity with the region and pride and passion in running a family business
- Offer traceability and flexibility
- Have their own distribution



# Challenges for local suppliers

- **Price competitiveness** (limited by economies of scale, staff costs, sustainable farming practices, animal welfare standards)
- **Consistency**
- **Delivery times**
- **Lack of direct relationships between procurers and suppliers** (i.e. purchasing consortium)
- **Audit requirements**





# Impact of our local sourcing

## Direct support of local employment and impact along the supplier's supply chain

- Anecdotal example: a £100k contract with a farm-based processor represents 10% of that business' trade. This business in turn spends £500k pa on local staff and £500k pa on local services
- Local suppliers tend to source the majority of their ingredient supplies from the region
- Local tradespeople benefit from thriving food-processing businesses, particularly farm-based ones who tend to use rural service providers



# Impact of our local sourcing

## Environmental benefits

**NBT trade has enabled suppliers to get further PP contracts**

## Increased efficiency

- E.g. NBT provides a market during otherwise low seasonal sales and therefore supports employment during that time
- E.g. NBT provides a volume outlet that allows further smaller drop offs in the city region by justifying a new distribution route

**Reduced waste through shorter lead times and increased flexibility**



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