

# Case Study - Competitive Tender Management

## Reading Blue Coat School Berkshire

### Background

Reading Blue Coat School is a successful co-educational day school with 700 pupils set in a stunning 67 acre estate in the picturesque village of Sonning, Berkshire on the banks of the river Thames.

The school had employed the services of a national contract caterer for over five years and were looking, through the tender exercise, to evaluate the value and offer provided from their fabulous purpose built modern catering facilities.

### The Process

Working closely with John Jacob, Bursar, ISCC helped select the most appropriate caterers to invite to tender and wrote an accurate, comprehensive, clear and objective tender specification. The entire tender process was organised and managed by ISCC providing detailed bespoke evaluation information on which the school based their selection.

### The Outcome

ISCC, on behalf of the school, negotiated new more favourable terms along with a re-energised service provision. The new contractor has bettered their tender projections in all areas and has successfully introduced many new initiatives along with a refurbishment scheme. Pupil uptake, across the service provision, is now at record levels.

### Comment from John Jacob, Bursar

“ISCC proved to be both extremely professional and a terrific fillip in the hugely difficult and protracted process of retendering catering contracts. Moreover, ISCC’s vast experience in all facets of the catering world has been invaluable and after 8 months of the new contract they can be well satisfied (as we are) with the outcome”.