

Better value, delivered.



Contracts for Schools Case Study

West Berkshire Schools Group



Relationship with YPO

“We’re a group of 15 schools within the West Berkshire Trust and needed help with setting up a contract for our school meals provision. We had started the process a year earlier, but it had stalled due to COVID 19. We approached YPO as they have a wide range of potential suppliers on their books.”



Challenge

“The biggest challenge was meeting the needs of 15 different schools, all with slightly different specifications. Kirsty at YPO guided us through the whole process and suggested lots of different ways to present the information to potential suppliers. We were also keen to complete the process in a timely manner to ensure that it was not a rush before the start of the new school year.

YPO have taken their time to consider the correct path for any queries or challenges we may have had throughout the tendering process and advise accordingly. The process was very new to all the schools. We had to make sure the procurement process was followed in a fair way, while complying with all legal requirements.

Sourcing interested suppliers could have been challenging, especially in times of the pandemic and when school catering businesses had been severely impacted across the country. Another challenge has been obtaining like for like information on pricing from the tendering companies. YPO advised us on how to get the most comparable data to help our decision-making process which was then a lot more streamlined and effective.

Going out to tender for a large contract was very daunting. Being part of a collaboration of schools using the YPO framework, guidance and templates has been invaluable.”





Solution

“The YPO team went through all the different forms with us and helped us to complete them in the right format. They also put together a really good timeline with specific deadlines which helped us to plan. They joined many of our Zoom meetings which was incredibly helpful as they were able to answer specific questions that lots of the group members had. The team were great at liaising with other parts of the YPO business to give us the best advice for our specific requirements.”

“
Using the YPO framework, guidance and templates has been invaluable.
”



Experience

“Our experience with YPO was very positive, professional and supportive. The team was incredibly responsive to all our requests and kept the whole process on track. It was difficult to manage so many schools but they did this really well. We would not have been able to manage the process without their help and the calm and helpful approach to the project. It was reassuring to know that the background checks had been done on the suppliers for us, and that we were helped along the way with the legalities.

Things were explained so clearly whenever we needed clarification no matter how odd the question! We could not have done it without YPO.”

Result

“We achieved a three-year contract that meets the needs of our member schools, with no huge price increase in comparison to what we are currently paying for our school meals. The rigorous process that YPO suggested helped us to select a catering supplier who can deliver exactly what we need and will deliver a good balance of cost and quality.”

Charlotte Wilshire
Fundraiser



There's a handful of ways to find out more and get in touch:

- @ educationprocurement@ypo.co.uk
- www ypo.co.uk/contractsforschools

