
Adopt a manufacturing approach to boost your business profit



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With so many processes, suppliers and demands in the corporate catering industry, it can be difficult to identify the model to help your business increase turnover, maximise efficiency and deliver exemplary service.

By looking to the principles of consistency and efficiency employed by manufacturing companies, caterers can open up significant opportunities, reduce errors and maximise their business offering.

A consistent approach

Just as manufacturing concerns itself with the end-to-end process of manufacture to delivery, so too do caterers need to think about every stage of their own process.

Removing the disparate streams of orders, which, in catering, can be spread across email, paper and calls, and implementing a single system – companies will reduce strain on staff and improve the end-to-end efficiency of the operations process.

Embracing this approach allows for straightforward order customisation and increased automation throughout your operations – making for simplified management of kitchen, distribution and financial processes. This helps minimise the likelihood of overlooked invoices, travel delays and errors in the kitchen.

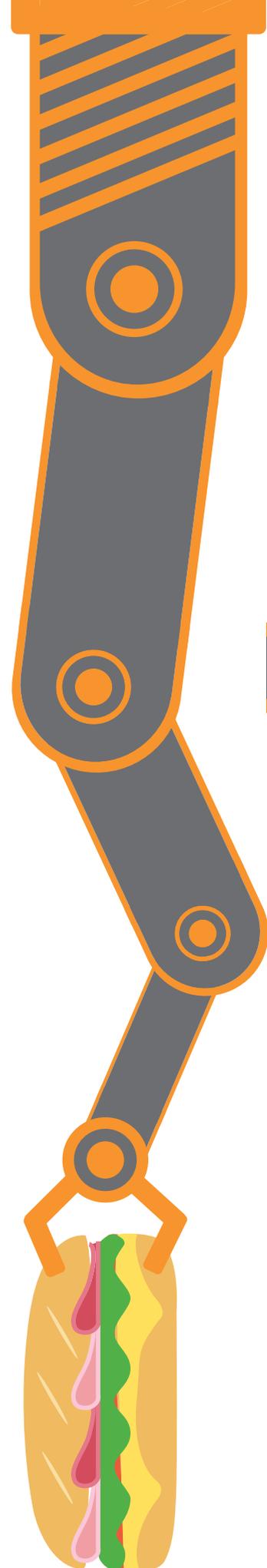
Streamlining processes

Streamlining your processes can also help you to manage your resources and run your business more efficiently.

The single integrated platform approach allows customers to keep track of their existing orders, whilst freeing up time to plan more robustly for future projects and determine the future stock, resource and timing allocations necessary.

This helps reduce cost and churn, as better management of resources will see less food waste, with 'predicted' orders resulting in a more efficient, cost-effective use of produce.

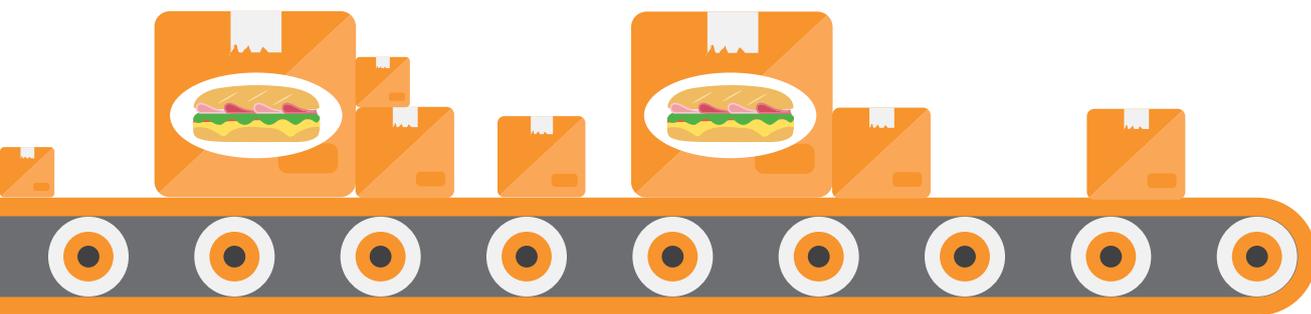
It will also help companies increase the output per worker, as they'll be able to align demand with resource. And by better utilising assets like staff, premises, vehicles and stock, companies will be able to manage the quiet periods and work to their optimum outputs.



Keeping things consistent

By keeping orders in a digital format throughout every stage of the process, orders are communicated more effectively between departments through the process of food preparation, order fulfilment and delivery. This, in turn, will help minimise the risk of error, delay, order confusion and reputational damage.

By adopting this approach, caterers will also be able to build stronger relationships with their customers. With a single platform system, all addresses, contacts and order histories will be easily accessible – meaning orders can be easily replicated, amended or changed.



Increased flexibility and security

Just as in manufacturing, a small error or delay can up-end the entire catering process.

Last-minute changes are common in the catering industry, but often harm the bottom line when small updates aren't made to the online invoicing system. These small, avoidable errors can stack up – and make a significant dent in your profits.

By embracing a single process, caterers can insure themselves against risk, significantly enhance their margins and amplify the power of staff to deal with issues as they arise.

By managing payment online, customers will be able to pay quickly and easily – with digital records kept, for accuracy and billing.

Embracing innovation

Innovation is integral to staying ahead of your competitors.

By taking a fresh outlook, influenced by manufacturing best practices, corporate caterers can reap the benefits of improved customer service, better margins, more effectively managed resource and enhanced business profits.

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