

The Challenge:

With several high-volume food category contracts coming to end, the Wyboston Lakes team determined that a tender process was required across all categories, totalling more than £1.2M. This was a huge undertaking and would necessitate an inordinate amount of time and resources that the company did not have. A project of this size and scope required the right skill set and market insight to achieve the desired outcomes.

Wyboston Lakes Resort had partnered with Enhance previously and knew their procurement professionals had the in-depth market knowledge and purchasing expertise needed to complete their complex tender.

The Solution:

First, the Enhance team met with the client and gathered the requirements in a timely manner. Next, the team created a questionnaire and invited 6 existing suppliers and 25 new vendors to bid on all/some of the food categories. A total of 31 suppliers were asked to the table because our purchasing experts wanted a robust cross-section of bids across all categories in order to accurately compare pricing against like for like products and ensure the best pricing was achieved.

Using our proven four-stage process and best-in-class eSourcing technology, Enhance quickly analysed all supplier quotes during the first round. Nine suppliers were rejected for submitting uncompetitive quotations. During the next set of rounds, our procurement experts compared quotations and worked directly with each supplier on key line products to maximise cost savings – especially those that were high volume/high value to the client. The final incentive round gave each supplier the opportunity to offer its best and final offer with special incentives such as rebates and listing fees. Based on final bids, the Enhance team presented a recommendation to the client and 5 out of the 17 suppliers were awarded contracts.

The Results:

Wyboston Lakes Resort was able to offload its resources onto Enhance, enabling their staff to focus on high-value activities and the core business. In addition, the business saved an extraordinary amount of time in managing such a complex tender process that involved over 30 suppliers and thousands of products across all food categories. The Enhance team not only saved the client time and resources, but roughly £170,000 or 14% across all food categories.

- 8% savings on dairy
- Almost 16% savings on fruit & veg
- 15% savings on dry & frozen
- Nearly 13% on fish
- 12% on meat



“Our partnership with Wyboston Lakes Resort provides excellent value and results that are key to their continued success. The Enhance team works closely with Wyboston Lakes team to understand their specific requirements, and ensures suppliers offer the most competitive terms.”

Andy Morris, Commercial Director, Enhance Consult

“Wyboston Lakes Resort recognises the value of the partnership with Enhance. Our trust has strengthened over the past years because Enhance truly understand our needs and work with suppliers to get us the most competitive pricing and terms. When it’s time for our next tender, I will count on the Enhance team for their support.”

Steve Jones, Managing Director, Wyboston