

The London 2012 Business Network

Opportunities from London 2012

BULLETIN #144 – 28 April 2011

Opportunity



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| Opportunity Title | Concession Catering GIG01/042011 |
| Buying Organisation | Global Infusion Group |
| Website | http://www.globalinfusiongroup.com/ |
| Opportunity Method | Contract Opportunity |
| Opportunity Type | London 2012 supply chain (private sector) |
| Nature of Opportunity | Services |
| Estimated contract value (GBP) | Not disclosed |

About the Opportunity:

We are looking for a company or companies to work with us in providing the 'user pay' (public concession stands) element of the catering provision for all ticketholder visitors attending 5 Olympic venues for the duration of the competitions.

Working in close partnership with our venue managers and Concessions Manager, you will be asked to provide concessionary food and drink offerings either from your own trailers / vehicles or from supplied 5 x 5 tented units, along with support from mobile hawkers and kiosks where suitable.

Description

The catering offering that we are looking for will be sustainably produced, locally sourced and ethically managed products showing the best that Britain can offer. The aim is to provide a diverse, high quality food and beverage offering that delivers value for money for all of the expected user groups. The entire offering must comply with the "Food Vision for the London 2012 Olympic and Paralympic Games" and "London 2012 Sustainability Guidelines - Corporate and Public Events" - please use the links below - <http://tinyurl.com/3td3jkj>; <http://tinyurl.com/3ozbf9q>.

We are looking for a range of organisations to assist us to deliver the whole or a part of the concession offering at the following venues:-

Venue 1 – Horse Guards Parade

Number of daily spectators 15,000

Number of available pitches 20

Latest date for load in of equipment Tues 24th / Wed 25th July 2012

Dates of public catering operation Sat 28th July to Thurs 9th August 2012 inclusive

Minimum strike rate 57%

Minimum spend per head £8.00

Opening times Various sessions per day from 7am until 11.30pm

Venue 2 – The Mall

Number of daily spectators 4,600

Number of available pitches 2

Latest date for load in of equipment Tues 24th / Wed 25th July 2012

Dates of public catering operation 28th & 29th July, 4th & 5th and 11th & 12th August 2012

Minimum strike rate 50%

Minimum spend per head £7.00

Opening times Various sessions, earliest from 7am, latest until 7.15pm

Venue 3 – Hyde Park

Number of daily spectators 2,500

Number of available pitches 2

Latest date for load in of equipment Wed 1st August 2012

Dates of public catering operation 4th, 7th, 9th and 10th August 2012

Minimum strike rate 50%

Minimum spend per head £7.00

Opening times Various sessions, earliest from 7am, latest until 3.30pm

Venue 4 – Lee Valley

Number of daily spectators 12,000

Number of available pitches 12

Latest date for load in of equipment Thurs 26th July 2012

Dates of public catering operation 29th July to 2nd August 2012 inclusive

Minimum strike rate 50%

Minimum spend per head £6.00

Opening times 11.30am with varying finishing times, latest until 6pm

Venue 5 - Hadleigh Farm

Number of daily spectators 19,000

Number of available pitches 19

Latest date for load in of equipment Weds 8th August 2012

Dates of public catering operation Sat 11th & Sun 12th August 2012

Minimum strike rate 50%

Minimum spend per head £6.00

Opening times 10.30am – 3pm Saturday, 11.30am – 4pm Sunday

Food Offering / Specification

In order to comply with all LOCOG requirements and guidelines, all concessions must only offer food and drink items that adhere to the current sponsorship agreements, details of which can be found within the "Sponsors' Exclusive Supply Rights" document attached. We encourage applicants to present a variety of thoughtful and diverse menu suggestions from a range that offers guests a wide choice away from traditional 'fast food' fayre – our initial suggestions would include pasta dishes, rice / noodle dishes, wraps, vegetarian dishes, salads, potato dishes excluding chips / fries / wedges, curries, baguettes and sandwiches, tagines, cakes, crepes, etc...

All concessions must be entirely unbranded to the public, right down to sauce dispensers and serviceware. Signage and display boards will be provided by LOCOG, details of which are yet to be confirmed.

Please do refer to the Food Vision and Sustainability guidelines as previously mentioned for detailed information on the expectations regarding 0% to landfill and 100% of serviceware and packaging being biodegradable / recyclable / compostable. GIG are working with LOCOG towards solutions across our supply chain and will be happy to work with successful companies on this element once the contract is awarded.

About the buyer's selection process:

GIG will consider large companies who have the capacity to cater exclusively across one or more sites and concession units, and also a combination of smaller companies whose services offer the widest range of choice and quality to Olympic ticketholders. All selection must be in line with LOCOG's Food Vision and Sustainability guidelines (see links supplied above) and companies should not apply through this process unless they are certain they can meet the necessary criteria in both sets of guidelines.

We will be considering applicants based on their responses. We are looking for companies who can show evidence of acumen and experience of working in high profile secure venues in the following areas, consistent with LOCOG's criteria for assessing value for money:

- Quality, delivery and disposal
- Commercial value
- Sustainability
- Diversity and inclusion
- Legal, financial, health and safety excellence

Responses will be evaluated and a shortlist of potential suppliers will be prepared. Successful applicants will be those that are most capable of fulfilling the requirements as set out in this opportunity.

Successful shortlisted suppliers will be contacted with details of next steps after the opportunity has closed. In addition to responding to these questions below, applicants should be prepared to provide evidence to their responses, in the event of being shortlisted. We are looking to award contracts by the end of June.

About the buyer:

The Global Infusion Group (GIG) is an international catering and live event supplier with headquarters in Buckinghamshire and offices worldwide. The company has over a quarter of a century of experience providing catering all over the world and specialises in operating with complicated schedules and in logistically challenging environments.

GIG consists of nine complementary companies, each specialising in a specific area of catering and events. The companies often work alongside each other, pooling their knowledge and experience to offer clients a more complete live event solution. This strength and depth of knowledge makes GIG the perfect local catering supplier and will help to ensure that all five of their Olympic venue sites deliver catering excellence. GIG is proud of its British roots, and menus focus on foods that are local and in season. Freshly cooked, natural ingredients ensure the best finished product is offered to clients.

Eat to the Beat (ETTB) has been operating for over 27 years and is recognised as a market leader in its field. Initially servicing the music industry, providing catering for bands and their crews whilst on tour, ETTB now provides catering services for major entertainment productions, stadia events and international sports occasions. For crew, volunteer and workforce catering, ETTB have the experience, knowledge and track record to ensure that everyone is happy, well fed and well looked after.

21 years ago, in response to the demand for corporate hospitality, event and party catering, Upbeat Event Catering & Design (Upbeat) was formed. Initially catering for media wrap parties, celebrity weddings and corporate hospitality events, Upbeat has continued to develop and grow over the years. Upbeat now works with an extremely diverse client base, from delivering large scale corporate hospitality to private and exclusive dinners.

In 1998, e2B Logistics (e2B) was formed and now provides logistic support services for many household brands, assisting with their live events and experiential marketing campaigns. The range of services range from warehouse solutions, complicated pick and pack, multi drop distribution to fully managed experiential programs.

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| Delivery point | All foodstuffs and goods deliveries will be to each venue via GIG's Head Office VCP site in Chesham, Bucks. |
| Details of specialist staff required (if any) | All staff will need food and hygiene certification. Access to the venues or to the GIG Head Office VCP will be restricted to accredited staff only. Back ground checks and employment history will be required in order to attain the mandatory accreditation. |
| Document | 7 records found, displaying all records. |

| <u>File name</u> | <u>File Size</u> | <u>Date Uploaded</u> | |
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- Business Categories
1. Organic foods
 2. Catering supplies
 3. Catering - mobile
 4. Health foods and products
 5. Catering food and drink suppliers

CompeteFor response deadline 10/05/2011 17:00

Estimated tender close date 13/05/2011

Estimated contract award date 30/06/2011

Estimated contract start date 28/08/2012

Additional information for bidders
Include any special notes for bidders

Please see our standard Non-Disclosure Agreement attached in the 'supporting documents' section. All suppliers who are successfully shortlisted and invited to tender will be required to complete and return a copy of this NDA before we can proceed with their application.