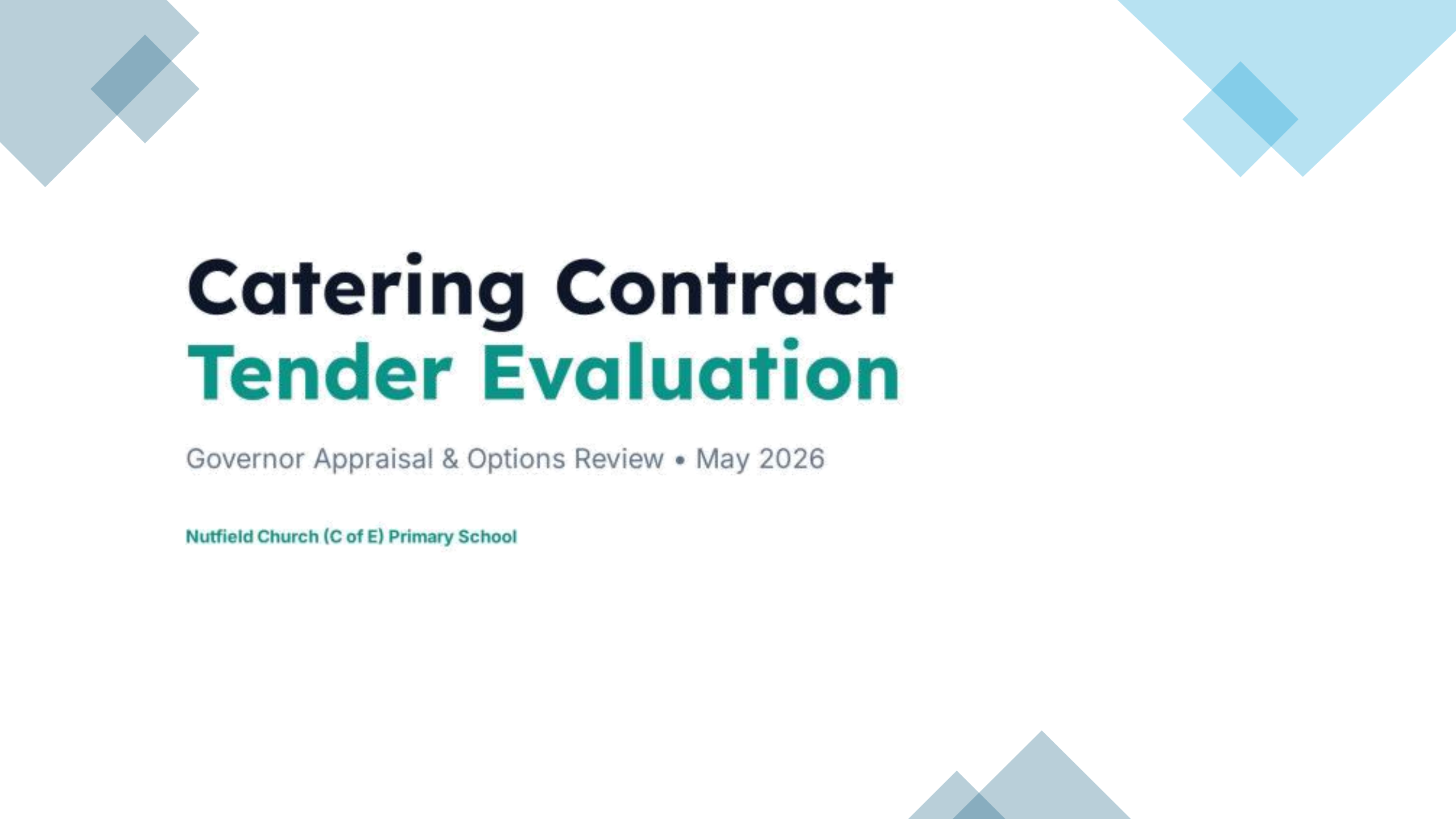


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Catering Contract Tender Evaluation

Governor Appraisal & Options Review • May 2026

Nutfield Church (C of E) Primary School

Tender Verification

Financial Policy mandates formal tender for contracts over £50k. Aggregate 3-year value is **>£220,000**.

Two-Bid Justification (Policy 5.04): Obtained two compliant bids from **HCL** and **Caterlink**. A third bid was "impracticable" due to SCC communication failure.



Census Day Uptake Strategy

90%

TARGET TAKE-UP

874

EXTRA FUNDED MEALS

£2,211

FUNDING BUFFER

Locking in a 90% Census strategy creates a government-backed funding cushion to help balance the overall catering budget.

Financial P&L Comparison

METRIC	HCL STANDALONE	CATERLINK (A)	CATERLINK (B)	CATERLINK (C)
Annual Revenue	£74,521.04	£74,521.04	£74,521.04	£74,521.04
Total Expenditure	£75,739.06	£74,310.90	£73,767.50	£73,224.10
Fixed Mgmt. Fee	£4,000.00	£0.00	£0.00	£0.00
Net Surplus / (Deficit)	-£1,218.02	+£210.14	+£753.54	+£1,296.94

Note: Caterlink (A) Standalone; (B) 5-10 Cluster; (C) 11+ Alliance.

Parental Meal Pricing Targets



Current Parent Fee Benchmark: £2.90

Qualitative Evaluation



Caterlink Score: 98.3%

Exceptional operational depth and price stability via national buying power.



HCL Score: 85.0%

Strong 'Citrus' software portal, but exposed to food inflation risks.



Shared Standards

Both providers meet Soil Association Silver, Red Tractor, and MSC green-list seafood standards.

Final Recommendation

Select Caterlink as the Contract Partner

HCL declined to lower their £4,000 management fee, creating a permanent deficit risk. Caterlink's model turns the catering service into a self-sustaining asset.

GOVERNOR VOTE REQUIRED FOR MOBILISATION

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Questions?

Procurement Appraisal • May 2026

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