

FDH Scores a Local Authority Hat Trick with their Saffron Solution

Fretwell-Downing Hospitality (FDH) the UK's leading hospitality software provider has recently been awarded three new contracts within the local authority market sector for the implementation of their Saffron system. Saffron is a unique solution with specific functionality for the control of school meal catering, and local authority civic catering.

Andrew Markwell, Business Development Manager for FDH, comments *"This is an important landmark for FDH, being awarded three prestigious contracts for the implementation of our Saffron Solution. This once again proves that FDH and Saffron, along with our partnership approach to these projects is a winning combination."*

CHESHIRE COUNTY COUNCIL

Cheshire's DSO Division (CBS) was looking for a new management tool to replace their current in-house designed and supported solution. CBS needed to replace the current system with a solution that could carry out all the functions of the CBS business, and allow the division to grow into new areas, such as e-commerce and web based initiatives.

Saffron will be used to control over 300 primary and secondary schools within the Cheshire region. Each school completes weekly school returns and this data will then be entered into **Saffron**, based at the central office in Chester. This information will then be made available to regional and district managers, reporting upon all aspects of their trading position.

Mike Chance, General Manager CBS Catering explains why Cheshire selected **Saffron** and FDH, *"Having had a computer system for many years, the time had come to look for a replacement. We selected the Saffron solution, as we believe that its flexibility and functionality are the best match to our requirements. With over 300 schools and 1,200 staff, managing information, charges and income represents a major task and one that must be performed efficiently and effectively."*

We are looking forward to the implementation of the system and using Saffron to provide better, quicker reports, improved management information and a speedier recipe costing process."



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CITYWIDE SERVICES

Citywide Services are the in-house provider who caters for 116 schools across the City, including commercial catering and cleaning services within Salford City Council. Citywide has been a long-term client of Fretwell-Downing Hospitality, using their MICa Catering solution. MICa was first installed in 1991, and used to control the school catering element of the division. Citywide has started to implement FDH's **Saffron** system to control the school returns and produce detailed management information, and will go on to manage their hospitality and commercial activities at Buile Hill Park Hall and Worsley Court House, which are renowned locally for their weddings, conferences, dinner dances and small function business.

John Fullerton, General Manager of Citywide sees the migration to **Saffron** as an important part of the commercial strategy, he explains *"City of Salford has used FDH software and services very successfully for many years, so it was a natural progression to update our current systems to **Saffron**. This we believe will enhance our ability to optimise in all aspects our Catering business. Giving our catering teams the best possible tools to allow them to track and take ownership of the business."*

BURY CONTRACTS

Bury MBC Leisure Services Catering operates in 83 schools, including 13 high schools. The Leisure Services Division also provides banqueting and buffets via the Central Cook Chill/Cook Freeze facility to civic suites and buildings throughout Bury. Like Salford, Bury has been a long-term user of FDH software, and both projects demonstrate the FDH "partnership" approach, as both DSO's have elected to invest further in new generation of FDH software.

Mike Rogers Head of Catering for Bury Leisure Services explains why the council has selected **Saffron**. *"We have chosen the **Saffron** system because it will enable us to provide on-line web access to our 13 high schools and eventually the larger primary schools. It will also reduce our inputting volume in Central Administration and provide a valuable business-modelling tool for the management team. Our successful partnership with Fretwell-Downing Hospitality over the last 9 years, has been a contributing factor in our decision."*



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