



Presentation of S&F-Purchasing

S&F-MANAGEMENT



Marcus Seidl
Acting Partner

- Dipl. Kaufmann (Univ.)
- Author of textbooks and lecturer in controlling and catering management
- Member of the Examination Board of the Chamber of Industry and Commerce
- Panellist „GV-Manager of the year“ and „WeltverbEsserer-Wettbewerb“
- Professional Member Foodservice Consultants Society International FCSI



Ulrich Fladung
Acting Partner

- Küchenmeister (IHK)
- Autor und Lecturer in Catering Management
- Speaker for Quality Management Systems in accordance with DIN EN ISO 9000 ff.
- Advisory Board of UdW, DHA and TIFA eG
- Member of numerous professional associations (VdF, VKD, VKK)



DIVISIONS

The strength lies in the whole



S&F-CONSULTING BUSINESS SEGMENTS



PURCHASE
Oliver Schrock



CONSULTING
Martin Meyer



PLANNING
Ulrich Fladung



EXECUTIVE
PLACEMENT
Marcus Seidl



PUBLIC TENDERS
Uwe Thiele

S&F – powered by BUYERS EDGE

S&F has been part of the Buyers Edge family since January 1, 2024.



The Buyers Edge Platform is the world's leading Foodservice Digital Procurement Network (DPN) – powered by data analytics, software and collaborative relationships.



S&F – powered by BUYERS EDGE



Our mission:
Better **economic outcomes** for our
stakeholders in the hospitality industry



Manufacturer

Gastronomy and Catering



Suppliers

S&F – powered by BUYERS EDGE/ BEP

Advantages, structures and goals for the German/European market



1. BEP is the worlds largest GPO and soon to be also the largest GPO in Europe locally (app. 300 000 customers and €70 billion of purchasing during 2024).
2. BEP have cutting edge technology which we are internationalizing for Europe in local languages.
3. BEP have international manufacturing program to offer each local market soon.
4. BEP have international presence, currently operating 5 European countries and growing.
5. BEP will be the European market leader as GPO for hospitality within 24-36 months.

S&F-PURCHASING

Systematic savings



S&F-Purchasing Network

S&F-Purchasing and warehouse management System

S&F-Purchasing Services



Foto: fotolia

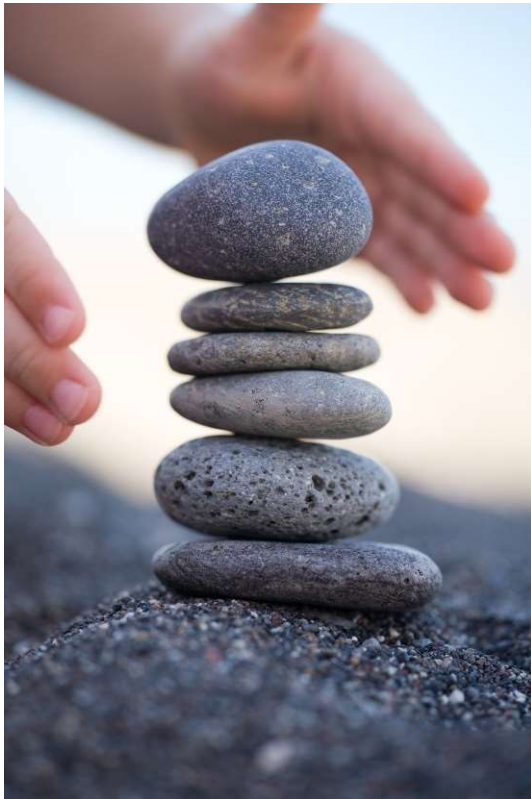
✓ Price

✓ IT process

✓ Advantages for purchasing

S&F-PURCHASING

Our values – our promise



- ✓ Individuality
- ✓ Neutrality
- ✓ Flexibility
- ✓ Quality assurance
- ✓ Economy
- ✓ Transparency
- ✓ Trust

S&F-PURCHASING

Our Clients (excerpt)



Sozial-Betriebe-Köln
gemeinnützige GmbH



Klinikum
Bad Hersfeld



KLINIKUM LEVERKUSEN
SERVICE GMBH
Ihr Service-Partner im Gesundheitspark



DIE FRISCHE KÜCHE



Westpfalz-Klinikum
GmbH



Berufsförderungswerk Dortmund



S&F-PURCHASING

Our FOOD-Partner (excerpt)



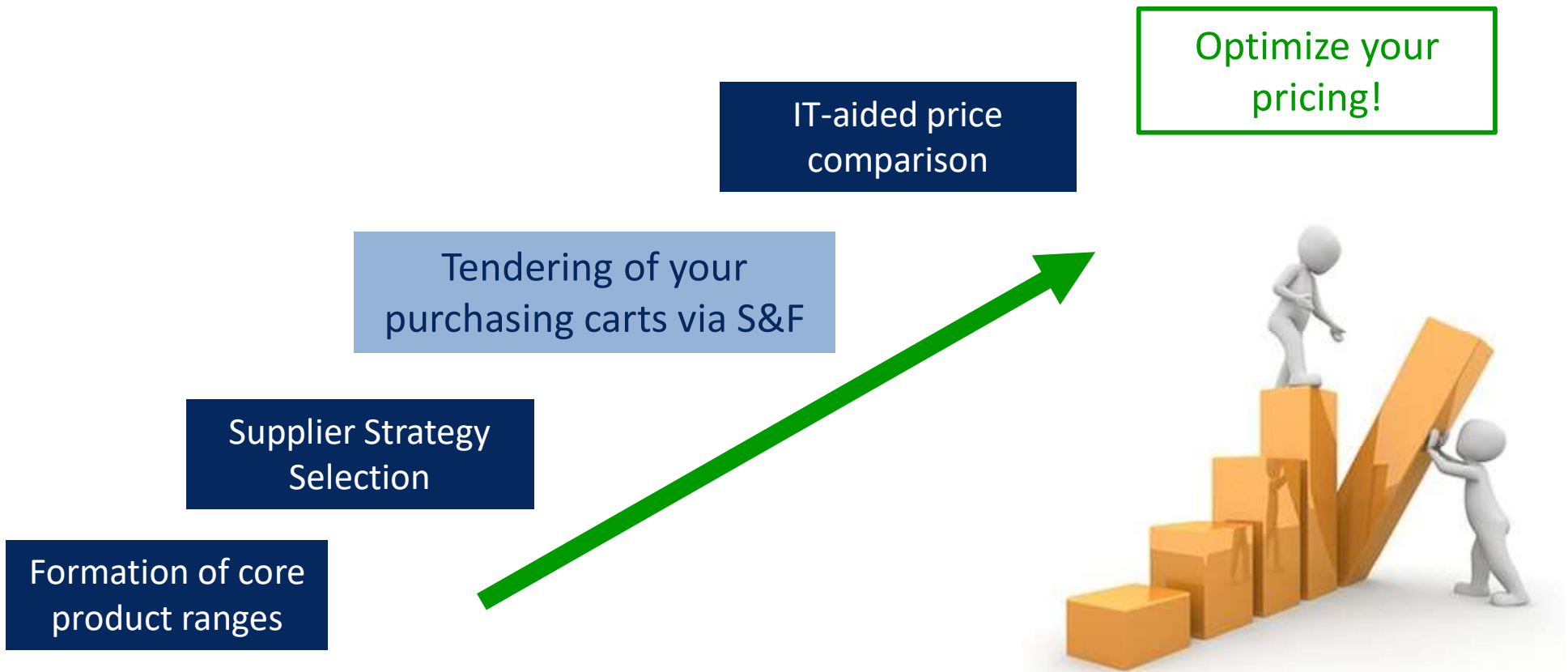
S&F-PURCHASING

Our NON FOOD-Partner (excerpt)



S&F-PURCHASING

We optimize your pricing!



S&F-PURCHASING

Focus on your core business: your customers!



Tenders

Price ratings

Controlling

Market Price Reports

Market research

Industry networking



- ✓ Relief of your resources
- ✓ Concentration on your core business
- ✓ Complete mapping of **your** specifications
- ✓ Your „extended arm“ in Purchasing

S&F-PURCHASING

Choose „your“ IT-System!



Benutzer:

Passwort:

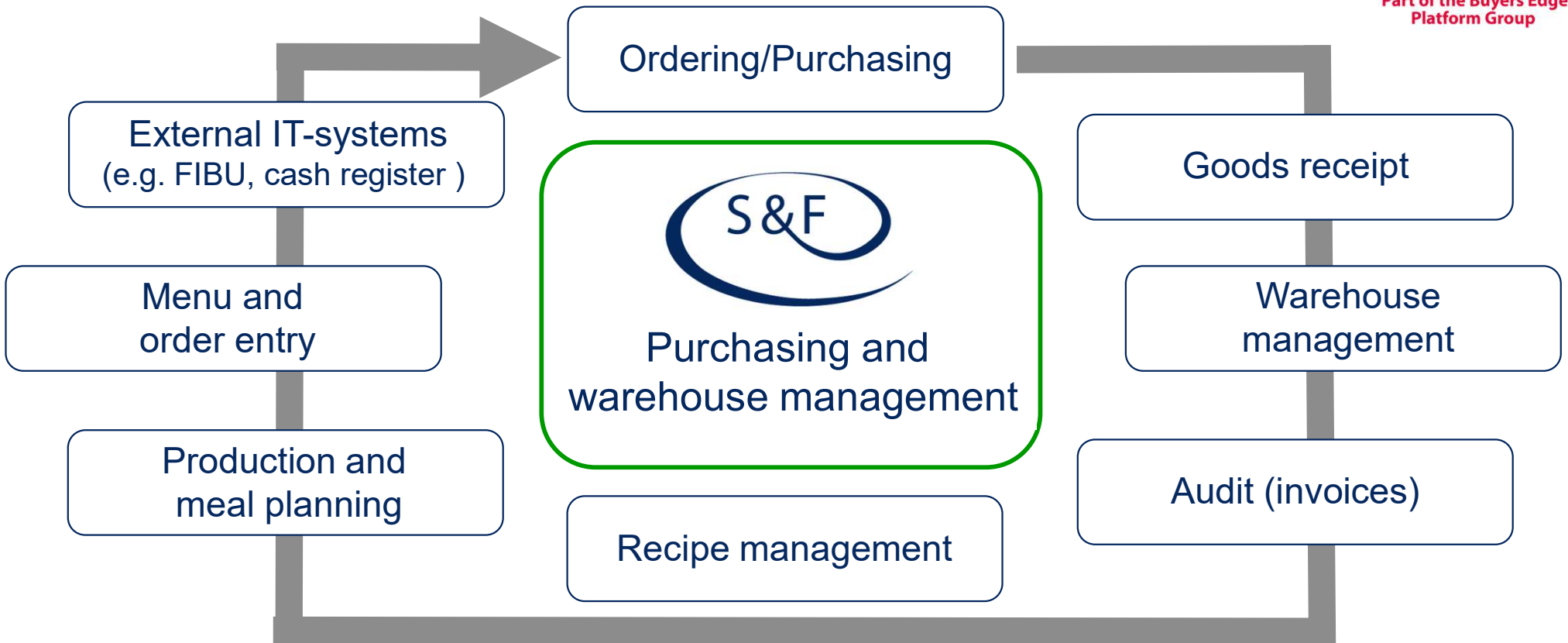
Anmelden

IT-PROVISION VIA S&F

S&F-SYSTEM „DIRECT“	MORE IT-PARTNERS
 	 etc.

S&F-PURCHASING

Purchasing and warehouse management from a single source



S&F-PURCHASING

Individual mapping of your purchasing specifications



Make the S&F-Purchasing system „your“ purchasing system:

- ✓ with „your“ regional and national suppliers
- ✓ with „your“ assortments and article specifications
- ✓ with „your“ delivery and invoicing modalities

S&F-PURCHASING

Your IT-system advantages

Advantages of digitization (examples)

- ✓ Smarter, better purchasing
- ✓ Daily access to all required suppliers
- ✓ Ongoing product and price comparison according to your specifications
- ✓ Electronic delivery notes and invoices
- ✓ Recipes and menu cards calculated on a daily basis
- ✓ Labelling of allergens and additives (LMIV)
- ✓ No investments or installations
- ✓ Controlling, individual reports

S&F-PURCHASING

Ahead of the market: S&F-PLUS membership



Free benchmarking of your catering business

Free participation in the S&F-Symposium



S&F-PLUS-Membership

50% Discount on S&F-Workshops

20% Discount on all S&F-Services
(Exception: HOAI planning services, IT provision)

S&F-PURCHASING

Why with us?



Free purchasing service for gastronomy and commercial kitchens



- ✓ Free membership in the S&F purchasing network
- ✓ Bundling of purchasing volume with corresponding price effects
- ✓ Subsidized IT provision (jb-x, coptec or necta)
- ✓ Supplier and data management for more than 800 food and non-food suppliers
- ✓ Advantages in purchasing by „your purchasing department“ of the S&F Group

Thank you for your attention!



Trust and success is ...



... when everything fits together!