

The future of food, ordering & campus catering

Presented by

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Bidfood

FOOD • SERVICE •
TECHNOLOGY

Bidfood is a leading broadline distributor of frozen, chilled, ambient grocery and allied products to the foodservice industry in Southern Africa.

www.bidfood.co.za



Inspired by you!

- Higher Education catering is providing food to a large demographic of people that are considered to be the 'future consumer'.
- It is important for universities to be evolving their food and drinks offering to keep in pace with shifts in consumer habits.
- Healthy and sustainable diets is a concept that is becoming more common to hear about and see in menu innovation.



Value for Money

- While value is a key concern, there is a demand for innovative, quality-led menus.
- Consumers will still prioritise an affordable treat.
- Student are seeking out promotions and offers.



Beat the Street

- Students are spending their after-school hours and weekends experiencing exciting new foods from the streets and developing a taste for flavours from around the world.

These foods and flavours are becoming the foods they crave and what they expect to see on menus, including school menus.

- It's time to compete with the street and increase interest in meals to encourage meal uptake with your version of your students' street favourites.



Beat the Street

Consider adding dishes to your menu that offer these 5 main things at their core:

- **Bold flavours**
- **Grab and go convenience**
- **World cuisines**
- **Comfort food**
- **Local favourites**



Mind, Mood & Body

- This trend is all about taking a new approach towards health and well being.
- Identifying ways in which food choices can positively influence physical health, mental health & overall daily mood.
- Consumers prioritising the nutritional value of healthy products.



8 ways to make your menu healthier with the future in mind.

1. Consider portion size and focus on nutritional content.
2. Diversify the produce on your plate.
3. Build recipes where legumes and nuts are the focal point of the plate.
4. Normalise wholegrains.
5. Choose good fats.
6. Reduce salt intake.
7. Watch out for added sugars.
8. Reduce sugary beverages



Sustainability

- Universities are inspiring the next generation of society to take hold of their future and be the best they can be.
- That's why sustainability is a key essential for any university, they need to be making sure their impact on the future is as positive as possible, whilst also educating their students on how to reduce their footprint.



Tips to improve sustainability of menus.

Students are flexible and open to change, so a higher education environment can be a great place to bring in innovative ideas. By creating menus of the future, not only can we minimise the environmental and ethical impacts of what students eat now, we can inspire and educate them to continue to eat healthy and sustainable diets in the future.

- 1. Eat more plants.**
- 2. Make sure grains are whole, intact and less processed.**
- 3. Diversify protein options.**
- 4. Know where your products are coming from**
- 5. Assess your operations and dining spaces**
- 6. Think about what you drink**



YOUR SUPPLY PARTNER

Operators should choose a supply partner who understand their business needs.

- **Trusted and experienced supplier**
- **Offers a comprehensive range**
- **New product development**
- **Simplified order and delivery solutions**
- **Reputational risk, food safety & cold chain management practice.**
- **Expert support & price management**





REPUTATIONAL RISK, FOOD SAFETY & COLD CHAIN MANAGEMENT PRACTICE

Food safety and efficient cold chain management directly impact your business success, reputation, profitability, and most importantly, the health and satisfaction of your patrons.

Join other business owners, chefs, restaurateurs, managers, and other decision-makers who call us their preferred supplier.





YOUR **SAFE** SUPPLY CHAIN PARTNER



1. SUPPLIER EVALUATION

- R638 COA
- Specifications: - Product - Packaging
- Labeling
- Food Safety Management Certificate



2. BIDFOOD MULTI-TEMP BRANCH

- R962: - Facility - Vehicles
- Internal food safety system audits (3 x PA)
- External 3rd party audit (annual)
- Customer audits



3. COLD CHAIN MANAGEMENT

- Multi-temp facilities: - Chilled - Frozen - Ambient
- Continuous temp monitoring
- Own fleet of multi-temp vehicles
- Vehicle tracking & exception reporting



We take pride in our state-of-the-art facilities & support sustainability initiatives

- Intertek Storage & Distribution Standards compliant
- Ambient, Chilled (0-4C), Frozen (-18C)
- Backup power generators
- Backup solar power (in progress)
- Backup borehole water supply
- On site charging stations for green refrigeration units
- On site recycling bays & waste management
- Regular internal audits for food safety & OHS





The Bidfood promise to you!

You can trust us to help protect and enhance your reputation



At Bidfood, we engage with reputable supply partners, we continuously maintain and update food safety and religious certifications, we ensure products are packed and labelled correctly to comply with local regulations, and we engage with our suppliers to resolve complaints. Customers and suppliers can rest assured that where necessary products can be promptly recalled, mitigating consumer hazards.

We know that management of the cold chain is critical to customer satisfaction, and product safety and quality guarantees.

Bidfood

MYBIDFOOD

online orders and payments

Available to all Bidfood account holders, MyBidfood is a leading integrated online order platform that helps you manage everything from allergen information and nutritional information, to convenient order and stock take forms!

It's just another way we are making foodservice easy for you!





Search, shop and pay online with MyBidfood

Save time & money, use our tech to help your business succeed



Access industry leading features:

- Quick & easy orders, from any device
- Real-time pricing & stock availability
- Detailed product specs & allergen info
- Recipe & menu cost planning
- Secure online invoice payments
- Access invoices, credit notes & statements
- Track orders up to delivery

NEW! FOR YOU



Do your menu prices reflect your current food costs?

Discover how to make your business more profitable with MyRecipes



Easy to use

MyBidfood users can now build recipes online. Just add your ingredients and get the exact cost of your recipe. Add more recipes to plan your menu.



Easy to manage

Bidfood product information, allergens and your account pricing are pulled in automatically and live from MyBidfood for more accurate cost control.



Easy to scale

Enjoy the convenience of being able to upscale or downscale recipes or menus to suit your servings, and automatically recalculate quantities and costs.



Easy to shop

Once you've created your recipes, simply add the products straight to your order basket in MyBidfood and proceed to checkout.

NEW! FOR YOU



MyRecipes is a free tool available to all MyBidfood users

Build your recipes and menu quickly and easily

Recipe Summary	
Blade Steak Stew	
Recipe Category	MAIN COURSE- Meat(Beef/Lamb/Pork)
Sale Price Per Portion Excl. VAT	R26.83
Total Ingredients Cost Recipe	R177.08
Bidfood Order	R2 929.96
Total Recipe Cost Per Portion Excl. Labour/Utilities	R16.10
Gross Margin % Excl. Labour/Utilities	40.00%

Understand your food costs in detail, and to make it easier... MyBidfood does it all for you!

- Real-time cost report per recipe
- Real-time cost per portion
- Keep track of your gross margin %
- Manage accuracy of menu pricing
- Standardise recipes across outlets/sites
- Non-Bidfood ingredients can be included
- Add cooking instructions & share with your teams
- Recipe remains yours and 100% private



Checkout these useful MyBidfood tools and features



Search over 5000 products quickly & easily

Our one-stop-shop solution means we have everything your business needs and available to order online. Search for your favourite local and imported products, and filter results by:

- **Category**
- **Brand**
- **Product line**
- **Free From (Allergens)**
- **Dietary requirements**
- **Food usage**
- **Previous purchases**
- **Specials**



Checkout these useful MyBidfood tools and features

Personalise your order experience

Everyone is different, place your order the way it suits you by making use of MyBidfood's advanced functionality.

- **Simply search and add to basket**
- **Use pre-populated order forms to save time**
- **Use your previous order history for your convenience**
- **Save order baskets and checkout later**





Checkout these useful MyBidfood tools and features



Manage your account in one place

Streamline your admin processes and get more flexibility in managing your own account, stock, orders, deliveries, invoices, statements and credit notes.

You can also setup different user permissions in your team to place orders, authorise transactions or make online payments.

Franchises or Groups can take advantage of:

- real-time reporting by outlet
- consolidated info across outlets, by SKU
- control and validation of rebate claims
- adherence to specified product purchase requirements



Checkout these useful MyBidfood tools and features

Pay your account online

Simple, quick and secure online invoice payments can be setup in MyBidfood to help eliminate errors and give you full control of which invoices you want to pay, when you pay them and the amount(s) you want to process.

- **Card free payment tool**
- **Full control of your account & payments**
- **Streamline administrative processes**
- **Fast, convenient and secure**





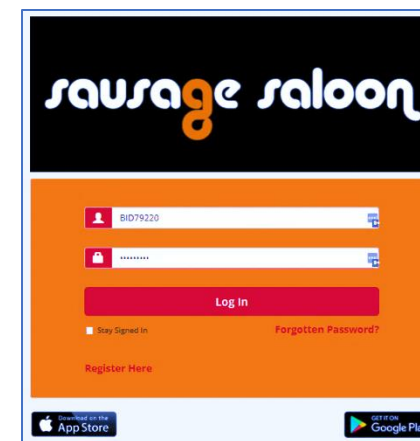
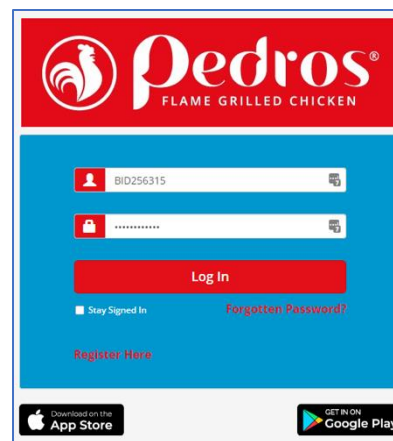
Customisable user interface for businesses like you!

White labelling of platform for Franchises or Groups

Available to all National Account Customers - save time and money and improve your purchasing efficiencies across all outlets or sites.

Brand our industry leading platform with your CI colours and logo's and trust in our support team to get it delivered for you.

- Own brand customisation available
- Menu and recipe development tools
- Contract price management
- Dedicated national team
- Integration with customer accounting system





We are striving to be
our customers

PREFERRED SUPPLIER

We're passionate about foodservice and believe that we add value to our customers by offering a wide range of product and service solutions, complemented by leading e-commerce functionality.

Our customers trust us to expertly consult to grow their businesses and help mitigate their reputational risk.

We contribute to the development of our industries and the people within it.





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[Website: www.bidfood.co.za](http://www.bidfood.co.za)

[Online Orders: www.mybidfood.co.za](http://www.mybidfood.co.za)

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Bidfood South Africa