



**VISION** hotel services

The Bottom Line For Profitability



Formed in June 2009 from De Vere Purchasing, **Vision Hotel Services** became a wholly independent business in September 2009.

Working with over 631 companies and operators, VHS is the leading hospitality management and supply company in the UK. We offer impartial, independent advice to enhance clients' procurement and supply chain solutions that improve cash flow and ROI.

“Procurement is in fact an absolutely essential function within any business and is vital if a business is to succeed, especially in the light of economic downturns and the recession”  
Valuestreamguru.com



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# VISION hotel services

We believe in providing a comprehensive service, tailoring our expertise to suit the needs of individual clients. We work with you to achieve your short term requirement and your long term goals and objectives.



Your Vision is Our Vision

- Strategic sourcing
- Total supply management
- Individual or multiple category management
- Benchmarking
- Supply chain consultancy
- New developments - from inception to opening
- Re-branding of properties
- Capital and investment options

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## OUR MISSION

To be the preferred choice for supply management within the hospitality industry.



When we represent our clients, a fundamental aim is producing cost effective savings across a broad range of products and services.

We remove the usual risk in the supply chain using financially sound, proven suppliers ensuring a continuity of service and product.

VHS operates a truly transparent income stream adding value at all levels of the supply chain and believe we are unique and dynamic in our approach.

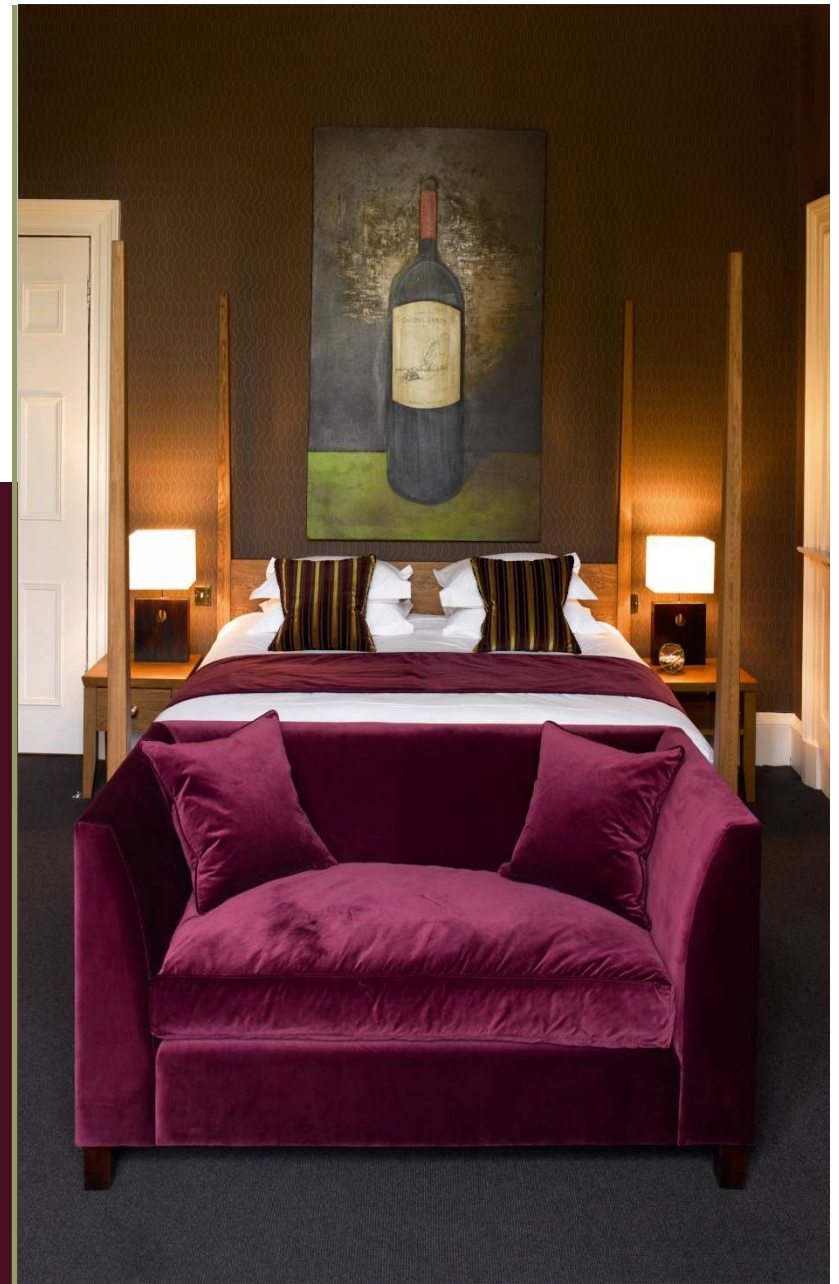
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## CASE STUDY



**Seafood spend of almost £3 million across 2 brands and 8 suppliers consolidated to 2 suppliers**

- Consolidated £2.5 million spend p.a. across brands. 4 suppliers consolidated into 1
- Total saving of 9.9%
- Monthly “cost plus” pricing mechanism which can be audited at any one time
- Opportunity for contracting volume products in with the suppliers volumes (such as salmon)
- Ensuring the operators get the most competitive price and stability on volume/key products

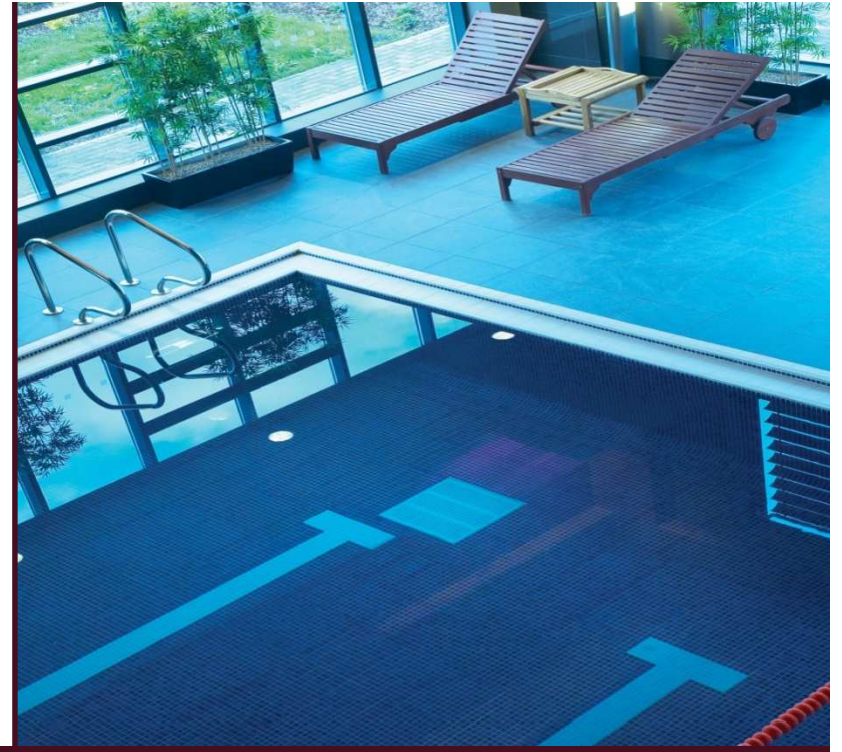


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## STRATEGY

To VHS, quality is paramount and we use our relationships and our negotiating skills to bring the solution. At all times we ensure that there is never any compromise to Brand Standards, quality and service.

We not only strive to add value to our client partners but also to our supply partners.



“As my mother always told me "a penny saved, is a penny earned" and any cost avoidance goes directly to an organization's bottom line”  
Lynda Allair, CPPO, and procurement manager for the CAMH, Toronto

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We work in partnership with you to help protect and enhance your investment whilst we ensure that at all times you receive quality, value and service.



“It is important to see the major benefit and expertise of a long-term strategy and not always focus on cost. Value is the key.”  
[Intelligentsupplymanagement.com](http://Intelligentsupplymanagement.com)

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Vision Hotel Services Ltd

Devon House  
171-177 Great Portland Street  
London  
W1W 5PQ

Tel: +44(0)207 580 8582  
Fax: +44(0)207 637 3608

[www.vision-hs.com](http://www.vision-hs.com)

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