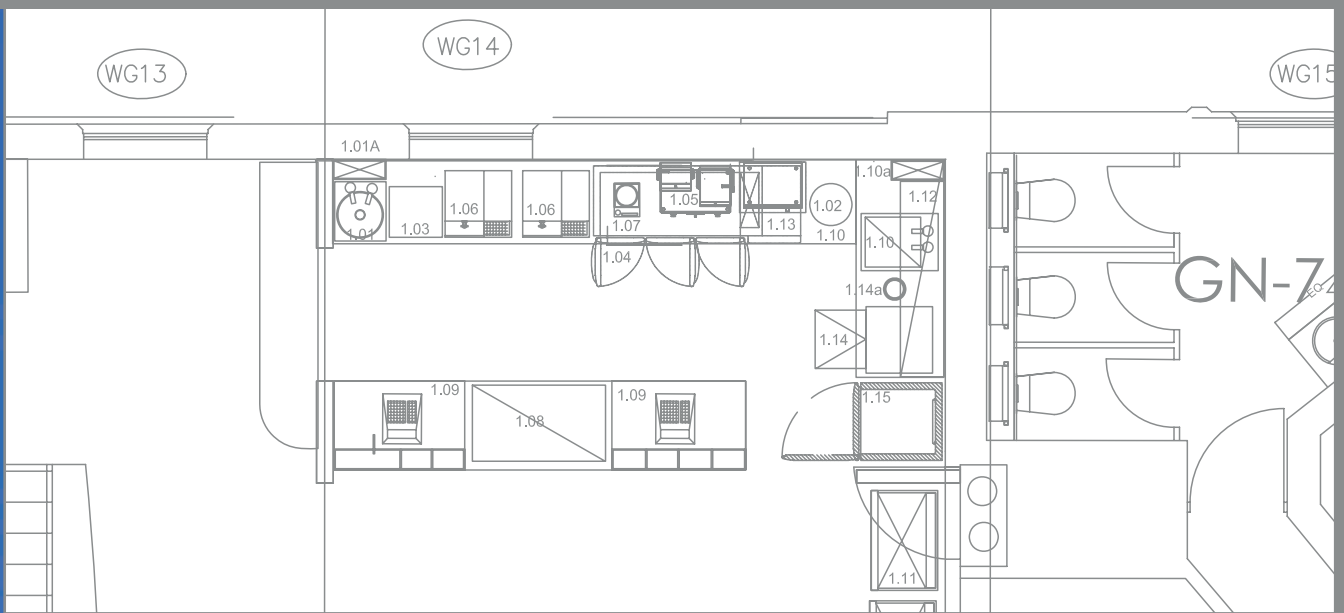




The College of Law

THE COLLEGE OF LAW HAS OPENED THE LARGEST CORPORATE-SPECIFIC LAW SCHOOL IN THE UK AT MOORGATE, LONDON.



Opened in September, the College is the only Legal Practice Course provider to have a centre in the City of London and the first provider to run tailor-made LPCs for individual law firms. The College's London-based Professional Skills Course and development courses for qualified lawyers will also be held in the new centre.

The College's firm-specific LPC provides students with a course specifically geared to one legal firm so they can 'hit the ground running' when they start their training contracts. Lawyers from the firms work closely with the College in the development of each firm-specific course. The training is placed within the context of the types of transaction carried out by individual firms and gives students an understanding of the firm's culture and practice.

Occupying 75,000 square feet over five floors, Moorgate accommodate 800, rising to over 1,000 from 2007.

The College is the largest provider of vocational legal education and training in Europe. It trains students to become solicitors and barristers in England and Wales and also provides necessary training after qualification.

The new centre, which cost £30m to buy and refurbish, offers state-of-the-art facilities including multi-media and on-line technology and an impressive library.

The College has centres in Birmingham, Chester, Guildford, London and York and employs over 700 staff including 350 teaching staff, all of whom are qualified lawyers.

CATERING

Responsible for the College's catering contracts is Deputy Director of Administration, Angela Hardman.

"We looked to tender the catering contract for Moorgate in early 2006 and we brought in Bob Bylett FCSI from Just Consultancy to help us. Bob had worked with us before to develop the strategy and the tendering process for catering at the College's other centres."

"A majority of our customers at Moorgate are already employed and we wanted to mirror the facilities that they might find at work."

"The challenge at Moorgate was to deliver the catering service without any on-site production facilities. The project would include both management and design expertise. Bob Bylett FCSI was the principle consultant and Jackie Snaith FCSI of Chapel Foodservice Consultants provided kitchen design consultancy."

"I trust Bob's judgement – he has worked with us for a long time and he knows how we operate," continues Angela Hardman. "The strategy included a Costa branded coffee operation, food and beverage vending and quality hospitality."

"The tender documentation was produced and circulated to a number of companies and six were shortlisted. Then, as these

were narrowed down to two, we found ourselves with a very difficult decision because both suppliers were closely matched in terms of service, prices and concepts."

"At the time of the tender we had not finalised the timetable for the College or even where the catering facilities were going to be sited. We chose the caterer that we felt would be more flexible and who would work with us to develop the operation. They were also a local company to Moorgate and they operate exclusively in central London."

The catering is run at nil-cost to the college and employs seven multi-skilled staff and includes: -

- Ground floor Costa Coffee café, serving pastries, sandwiches and panini
- Fourth floor pantry and dispense area for hospitality, dry goods store and catering office
- Seven vending machines over three floors for hot and cold drinks, and snacks

"Jackie was brought in by reputation having done design and consultancy for similar projects. We wanted to combine Jackie's design expertise and Bob's contractual expertise for this project."

"The advantage of using FCSI consultants is their knowledge of the industry. They have the expertise to produce a tender document that is meaningful to caterers. They understand the financial aspects of a catering operation. A catering tender is not as straightforward as a stationery tender for example."

"The café was phased in as part of the building project, which was managed by Corus. Jackie liaised directly with the builders to make sure all of the right facilities for the café area – power, water, drainage etc. were installed."

VISIT THE SHORTLISTED

"I have worked with Bob Bylett on several tenders and one thing I always appreciate is the opportunity to visit the shortlisted operators. Their clients always give glowing reports but these visits give you a good feeling for how your operation differs from or is similar to their operation."

"One visit to a university, for example, told me that this was not what we wanted and I knew that the caterer was on a different track to what we were aiming for."

INSTALLATION

Kitchen facilities at The College of Law were professionally installed by GS Group, an FCSI Allied Member company.

www.justconsultancy.com www.college-of-law.co.uk