



Cameron McKenna Nabarro Olswang LLP

Cameron McKenna Nabarro Olswang LLP, trading as CMS, is a multi-national law firm with their headquarters in London. It is the sixth largest law firm in the world, with over 250 partners and 71 offices across Europe, the Middle East, South America and Asia.

By year three of the new contract, there will have been potential savings of £4.3 million based on the CMS Nabarro & Olswang costs pre-merger, as well as a zero subsidy for the café and restaurant services.

Background

CMS engaged Litmus to work with its procurement and facilities teams to manage the catering and hospitality tender for its prestigious London office in Cannon Place and its other UK offices.

During the tender CMS Cameron McKenna merged with Nabarro and Olswang, but the decision was taken to continue with the tender and to build the revised requirements into a second stage in the process.

Brief

Litmus was briefed on the following objectives:

- ▶ To understand how workplace food services were likely to develop over the next five years and how this would influence the staff restaurant and café services within CMS – bidders had to demonstrate how they would ensure that the staff food services at CMS kept pace with these developments;
- ▶ To achieve zero subsidy for the restaurant and café services;
- ▶ To improve the quality of food delivered to the regional offices; and
- ▶ To provide meeting room, hospitality and event catering to the very highest standard.

Approach

Nigel Forbes, the Litmus Partnership, said: "This was an interesting project as mid-way through the tender the merger took place, which meant the tender needed to adapt to ensure the future requirements of the newly merged firm could be met. The tender was seeking to find a contractor for a three year term who could help deliver significant cost savings and high quality catering solutions."

Outcomes

By year three of the new contract, there will have been potential savings of £4.3 million based on the CMS, Nabarro & Olswang costs pre-merger as well as a zero subsidy for the café and restaurant services.

▶▶ *There were also significant benefits to how the catering could be monitored moving forwards; CMS was able to benefit from daily real time management information on the catering performance. This enabled them to manage it much more efficiently.* ◀◀

Nigel Forbes, the Litmus Partnership



For more information about Litmus get in touch:

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