

Delivering savings, year after year

Atlantic Industries, Republic of Ireland



A manufacturer of the syrup used to make Coca-Cola, Atlantic Industries is one of Sodexo's top ten contracts in Ireland. Sodexo had been supplying catering services to Atlantic's 900-strong workforce across two manufacturing sites and the finance hub at Drogheda for several years. With this proven track record and strong relationship already in place, Atlantic Industries was attracted by the simplicity and efficiency offered by Sodexo taking over other facilities.

'What's special about Sodexo,' says **Derek Farrelly, Indirect Procurement Team Leader at Atlantic Industries**, 'is the pride in the quality of service they deliver to us and the dedication to provide added-value where applicable. Sodexo was chosen based on their competitive costs, industry knowledge and reputation of excellent execution of their services.'*

ONE TRUSTED POINT OF CONTACT

'Atlantic Industries wanted one company, under one banner,' explains Aidan Walker, Sodexo. 'With us there was a clear demarcation of what we look after and one point of contact. We had a very good relationship with them. We had managed the catering for seven or eight years, and we had always done what we said we were going to do. There was trust there.'

'Now, with Sodexo in charge of the services, there are cleaner lines of communication because historically all these services were managed by different contractors. This

meant Atlantic Industries needed managers across their business to handle all of the different elements – security, HR etc. We've streamlined it for them.'



BETTER SERVICE, LOWER COSTS

'Cost has come down, service has improved – it's less complicated for the client as there's one set of invoicing, one point of contact, communications are faster, quicker, easier. And within Sodexo, there is better access to resource at a higher level because now we manage all the services, it's become a key account.'

Atlantic Industries is also able to benefit from the resources that a multinational such as Sodexo can bring. This includes a heightened attention to health and safety, and up-to-date technology which is more labour-efficient and more thorough.

'The improved standards in services across the site, from catering and cleaning to the meeting room facilities, have helped Drogheda become a flagship site,' says Aidan.

'It is now the preferred meeting point for Coke head office. Coke executives from around the globe used to hold meetings in local hotels. Now they get an excellent service on the site at Drogheda. It's what we all wanted - a flagship to be proud of.'

SODEXO SERVICES:
Facilities management
Catering
Cleaning
Security
Pest control
Hospitality

