

# Higher Education

Cleaning and Hygiene Products  
Catering Disposables & Office Supplies



*A single source solution for Accommodation Areas,  
Faculty Departments & Administration Centres.*

**Nationwide**<sup>®</sup>  
HYGIENE GROUP



FM • Healthcare • Higher Education • Government • Industrial • Catering • Commercial & Retail

Local service. National network. International strength.



Nationwide Hygiene Group service the UK and Ireland and are part of Europe's largest provider of cleaning, catering and hygiene products & services to the Higher Education and Facilities Sector.

Together with our shareholder partners, Nationwide Group have supported & serviced the Facilities Management sector since 1986. The Group manages national customer ordering and invoicing centrally through it's Head Office operation, with products and services supplied locally through our network of 35 branches. Further afield the group extends to over 300 operations across 35 countries in Europe, the Middle East and Australasia through it's joint venture investment in INPACS GmbH.

Nationwide's International capability is founded on local group member businesses which share common service goals and philosophies. All group operations around the world are owner managed with a principal decision maker on hand to ensure that customer product and service requirements are satisfied locally.



### How Nationwide can help you

Through modern systems, experience and expertise, we specialise in introducing service and product innovations that deliver significant efficiencies and cost savings across entire cleaning, catering & hygiene programme spends. Working with Nationwide will reduce management work load, through tailored management information systems delivering new levels of managerial control and oversight.

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# Higher Education Sector

Sustainable hygiene products, services & supplies

Our Higher Education sector expertise enables us to provide the most suitable and cost effective product solutions to precisely match your individual requirements.

With genuinely local branches, situated within a short distance of the majority of university campuses, your institution will benefit from outstanding service levels, balanced product choice and a proactive customer support ethos that is widely considered the “best of the best” in the hygiene supply industry.

## Why we are different

All **35** nationwide branches are managed and operated by established, independent and more importantly, local-to-you, specialist hygiene supply professionals - we're right there when you need us.

Our front line services are managed, delivered and supported by an unrivaled UK branch network, staffed by over 170 front-line sales managers and 200+ delivery vehicles. Our 1,000+ staff provides customer support, technical expertise and training, with the entire operation coordinated from our Head Office based in Derbyshire.

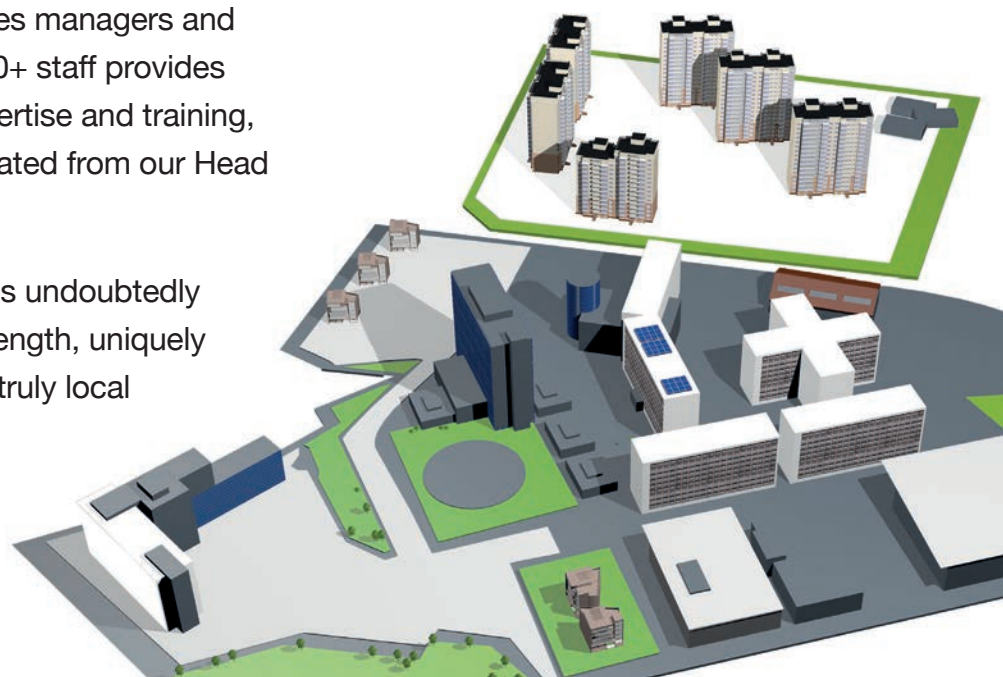
Organisations that partner with us undoubtedly benefit from our International strength, uniquely structured national network and truly local entrepreneurial service delivery.

## Salient business facts:

- 35 branch depots nationwide
- 28+ years in operation
- Wide portfolio of products, service & technical support
- Advanced IT systems
- Global supply agreements with all major cleaning & janitorial suppliers

## Our service areas include:

- Janitorial
- Washrooms
- Housekeeping / Laundry
- Floorcare
- Catering & kitchen hygiene
- Healthcare & infection control
- Waste management
- Office supplies
- Personal protective equipment



# Our Solution

## Delivering the on f

### Ongoing Business Development

Through regular reporting and review we measure our performance to match your expectations. We keep in regular contact to ensure you are receiving maximum service benefits and cost savings. Our experience, expertise and relationships with leading manufacturers delivers where it really matters.

**Product Solutions**

**Single Sourcing**

**National Service - Local Delivery**

### After Sales

After sales is a major component of our virtuous circle business strategy. We offer training in all aspects of product usage including dosage, application and COSHH information.

Trust our local product advisors to help keep your staff fully informed of important safety requirements.

# ONE CONTACT

### Logistics

As a genuinely national organisation we place a serious emphasis on efficient logistics. We operate a national fleet of delivery vehicles which operate from all of our local branches.

You benefit across the board. Our 6 - R's: Right product, Right time, Right place, Right amount, Right quality, Right cost.

### Your Benefits

- A national service providing local delivery and accountability
- Product solutions that precisely match your local requirements
- One point of contact at account level - total service continuity
- Powerful management reporting facilities from directly within our ordering system - take back control of the ordering process

# your Benefits

acuity service you demand

Sustainable Logistics

## High Quality Standards

International Buying Power

## CONTINUITY

### Procurement Consulting

Because our local product advisors offer on site advice and support, we are able to accurately analyse your current supply chain.

With this knowledge we provide a tailor-made programme, ensuring you enjoy the very best combination of products and services - delivered sustainably.

### Precise Product Selection

Our principal focus is to provide the most appropriate product solution, delivered at maximum value.

As an international leader in Cleaning, Hygiene and Catering as well as Personal Protection Equipment, we're both sensitive and aware of our part in helping you achieve your operational and financial goals.

### Smart and Easy Ordering

Our centralised online ordering system has been developed with YOU in mind - delivering the best user experience, backed by powerful and bespoke management controls & reporting facilities.

Our system allows you to take full control of the ordering process - benefit from the management controls they offer.

- Ongoing reporting and reviewing - relax in the knowledge that your account is under constant review
- Online, advanced and centralised ordering - individual site product listing and pricing
- Competitively sourced products and equipment including our comprehensive own brand offering
- Quality assurance - 24/7

# Integrated Service Delivery



## BUSINESS SYSTEMS & SUPPORT

### MI reporting

Usage and spend information available on demand, with sophisticated data management and reporting tools tailored to your specific requirements.

### Bespoke ordering system

Single or multiple sites, our bespoke ordering system allows you to manage your spend flexibly and intelligently. Monthly, quarterly, half yearly or annual budgetary controls across departments, locations and product groups.

### Sustainable delivery and warehousing

An integrated national network of branches and depots enables a significant reduction in our ecological impact - we strive to achieve the smallest product carbon footprint wherever possible.

### Sustainability - green products

Nationwide manufacture their own range of products with a single overriding philosophy - less is more. That's why we concentrate where we can, reduce packaging at every opportunity. Recent programme initiatives include packaging collection and recycling.

## OPERATIONAL FRONT LINE

### Professional and proactive staff

We're on your side from day one and then every day after that. We'll constantly review the products and services you are using *and* the way we deliver these to you. Where technical innovations or improved, more cost effective products or equipment come to market, you can be assured we'll be keeping you up to speed, ensuring every pound is wisely spent.

### Training - system, method, product

For convenience, we can train your staff on-site across all areas of system and product usage including dosage, safety and best practice. Alternatively our online training services can provide a more in-depth learning environment for managers and facility supervisors / operatives.

### Innovative waste management

You can rely on Nationwide to support you in your green initiatives. We constantly strive to improve recycling percentages by refining our own product packaging and that of main brand manufacturers we partner with.

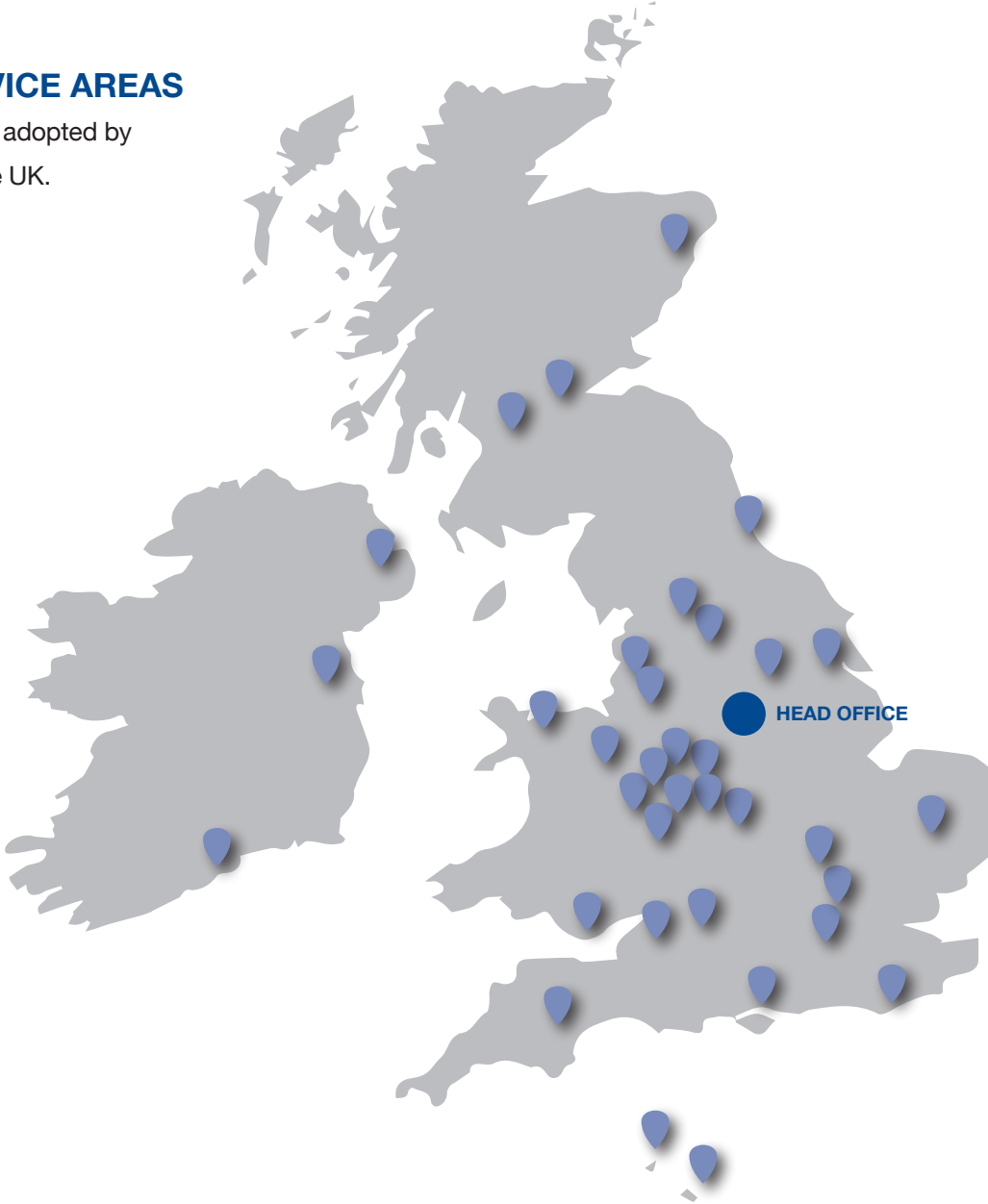
### True local delivery

By this we mean so much more than box shifting. Whilst our local branch network members work to a common group ethos, and benefit from our national standing and centralised ordering system, importantly they remain independent, owner-led local businesses. As such, they are able to react to the needs of our customers from a truly local perspective and proactively deliver best in class services, **Nationwide**.

## HIGHER EDUCATION SERVICE AREAS

Nationwide services and solutions are adopted by educational establishments across the UK.

- Janitorial
- Washrooms
- Housekeeping / Laundry
- Floorcare
- Catering & kitchen hygiene
- Healthcare & infection control
- Waste management
- Office supplies
- Personal protective equipment



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## Sector service areas

- Janitorial
- Washrooms
- Housekeeping / Laundry
- Floorcare
- Catering & kitchen hygiene
- Healthcare & infection control
- Waste management
- Office supplies
- Personal protective equipment

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 INPACS  
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OUR  
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RESTORATION BY DESIGN