

## Contract win for AVE with Exemplar Health Care

6 months ago



[Added Value Enterprises](#) (AVE), procurement and food management consultancy specialists, is proud to be working with Exemplar Health Care to streamline food supply processes and enhance operational efficiency across its homes.

Exemplar Health Care, a leading provider of nursing care for adults living with complex needs, will benefit from AVE's expertise and holistic approach which combines procurement services, supply chain management, nutrition consultancy and specialist training.

Over the last five years Exemplar Health Care's portfolio of homes has increased by 80% and it is supporting individuals with increasingly complex needs and specialist dietary requirements. AVE has developed a bespoke support package to help Exemplar Health Care meet these specific needs and further enhance the well-being of these individuals. Key elements of the partnership include:

- Optimised supply chain: AVE worked closely with Exemplar Health Care to identify its specific needs and to develop a tailored, benchmarked supply chain. This initiative has resulted in double digit cost savings without compromising on quality or choice.
- Nutritional expertise and menu consultancy: AVE's support includes specialist food and nutrition advice, helping Exemplar Health Care to meet specific requirements and to tailor care to each person's complex needs.

AVE runs workshops focused on the benefits of nutrition; it showcased one of its five 'Roadmaps to Healthy Eating' health and well-being events at Willowbeck Care Home to demonstrate to Exemplar Health Care staff how to deliver impactful activities and promote healthy lifestyles. Each event aligns with menu

development, offering practical experiences that put nutritional training into practice.

- Staff training and development: AVE provides high-quality training for Exemplar Health Care's teams including training around nutrition and hydration. AVE also provides IDDSI (International Dysphagia Diet Standardisation Initiative) training for staff who are involved in the preparation and serving of food for individuals with dysphagia.

Edward Wright, Innovation and Growth Director at AVE said: "We are delighted to work with Exemplar Health Care to support the wellbeing of adults living with complex needs. This collaboration extends far beyond delivering cost savings through supply chain efficiencies. We bring added value through expert training and nutritional consultancy that strengthens both the quality and impact of the meals served."

Dave Daniels-Ekarte, Head of Hotel Services at Exemplar Health Care, added: "We are impressed by AVE's holistic approach to supporting our services. Their input has been invaluable – not only in making our supply chain more efficient, but in sharing their expertise and providing hands-on support. As we continue to meet the growing demand for complex care, we're supporting more people with specialist dietary requirements. This work will help ensure we continue to provide the highest standards of care."

AVE continues to provide dedicated account management, working closely with Exemplar Health Care to evolve and expand the support it offers, ensuring on-going progress and innovation in care and well-being.