



## CASE STUDY

# CAMPUS COOKS

Learn how Campus Cooks, a national food service provider, is saving members up to 15% on food costs through Una's food cost reduction program.

## AT A GLANCE

Campus Cooks is a national food service provider serving Greek Chapters on college campuses across the nation.

By partnering with Una, Campus Cooks was able to bring additional contracts and improved customer service to their members resulting in up to 15% more savings on food costs.



"The process of partnering [with Una] has been pretty seamless. We bring an account to them, they help push through the account set up, [members] get the established contracted pricing loaded onto our ordering portal, and off we go to savings."

### Michael Scagnoli

Procurement Manager,  
Campus Cooks

## INTRODUCTION

Campus Cooks is a national food service management provider dedicated to serving fraternities and sororities around the country. The organization works directly with Greek housing chapters to provide on-site chefs to create and cook meals for students and staff.

They currently serves over 150 Greek chapters in 26 states, working to provide custom contracts to meet their members' needs.

With a constant need to purchase and supply meals for dozens of locations, Campus Cooks was looking to work with preferred vendors to secure favorable pricing, quality ingredients, and superior service.

They partnered with Una to make it happen.

## ABOUT CAMPUS COOKS

Greek fraternities and sororities support students academically, and provide a way for them to further develop social and leadership skills. Each year, approximately 750,000 students across the nation join a fraternity or sorority and participate in Greek life.

It's this way of life that Campus Cooks has been supporting since it's inception. They're experts in delivering professional staffing and foodservice experiences, taking care of everything behind the scenes so each chapter can get the most out of everything Greek life has to offer.

Their set of core values, referred to as their "ALPHA," translate seamlessly to the Greek space. These beliefs are personified by their employees' commitment and passion for great service and even greater experiences.

Along with developing menus and providing daily meals, Campus Cooks chefs and staff members are pros when it comes to servicing larger recruitment, social and fundraising events. They're also committed to sourcing sustainable food options from local vendors whenever possible, and are dedicated to providing safe and healthy food options at all times.

## CHALLENGES

Campus Cooks revolutionized the food service space with its unique carveout dedicated to helping Greek houses run efficiently in the kitchen. They work with recruiting partners and attend industry trade shows to find their talented chefs, train each on the aspects of Greek life, and encourage staff members to collaborate with their chapters to create tailored experiences.

Campus Cooks had nearly every aspect of the business perfected, including having built strong relationships with local food vendors in various regions. At times, however, it is necessary to source items and ingredients from larger national distributors. It was here that Campus Cooks ran into roadblocks securing favorable prices and being able to count on reliable customer service.

Many Greek chapters operate on a set budget and have been riding out dramatic fluctuations in food costs over the years. Campus Cooks knew they needed a partner to help keep quality products in stock at reasonable prices. Forming a partnership with Una helped Campus Cooks combat these challenges.

## WHY PARTNER WITH UNA?

Michael Scagnoli, the Procurement Manager for Campus Cooks, is responsible for sourcing the best food from local and regional vendors to meet their clients' needs. He's also tasked with negotiating prices and nurturing relationships with suppliers to ensure the highest quality products are being delivered.

Before joining Una, he was unfamiliar with how a food service GPO could take their procurement efforts to the next level. Our team walked Michael through the streamlined connection process and provided market baskets to show potential cost savings. Una worked with companies like US Foods and Sysco to get Campus Cooks members connected to contracted pricing quickly.

Michael's industry expertise, coupled with Una's expansive contracts with larger national food distributors, secured discounted pricing and improved customer service experiences for Campus Cooks.

What's more, the relationships Campus Cooks have in place with local vendors remain intact. Chapter chefs now have access to additional contracts through Una to support their ordering needs. Una's contracts can be used free-of-charge as they see fit, with no long-term commitments or product limitations.

The trusted partnership between Una and Campus Cooks means that Greek houses around the country are saving up to 15% more on food costs.

**Campus Cooks saved their members up to 15% more on food costs by partnering with Una.**

## FOOD MARKET BASKETS

To help Campus Cooks members visualize possible savings, our team runs custom market baskets based on real invoice data to compare costs.

Market baskets can be completed for any member as part of the discovery process prior to joining Una. We cross reference multiple national distributors and prenegotiated contracts to find the best solutions for your organization.

Our contracts have built-in price protections and we resources in place to help circumvent supply chain disruptions and product shortages.



## SOURCING SMARTER AND FASTER

Una's mission is work alongside our members to increase their organization's profitability. We're dedicated to this mission whether we're working with a partner like Campus Cooks or with individual businesses looking to join and save more money, time, and effort.

We accomplish this by following the same streamlined process for each category, including food, and providing value beyond cost savings:

- Free Membership
- Save Money, Time & Effort
- Speed to Savings
- Trust & Transparency
- Supplier Relationships
- Cost Savings Analysis
- Consulting Services
- Member Experience

Campus Cooks has been aligned with Una for several years now. They continue to see value in the relationship thanks in part to Una's commitment to providing comprehensive savings solutions and superior service.

With Una working in the background to ensure our food vendors are meeting their needs, Campus Cooks can remain focused on what's most important: supporting the vision of the Greek chapters they serve.



### READY TO BE THE NEXT SUCCESS STORY?

Whether you're needing help with a single category or are looking for ways to implement a cohesive procurement strategy, the Una team is here to help.

Membership is always free and there are never any purchasing requirements or exclusivities.

Get started with a no-obligation discovery call to learn more.

Visit us at [www.una.com](http://www.una.com) or email [support@una.com](mailto:support@una.com) for more information.

