

CASE STUDY:

Sifted Saved Client \$300k/year on Catering With Precision Portioning

CHALLENGE

A major global technology company was overspending on catering due to their vendor's rigid, headcount-based portioning that ignored real consumption patterns.

SOLUTION

Sifted replaced that outdated model with data-driven precision portioning – adjusting ingredients and volumes based on actual participation and preference data. By analyzing attendance trends and meal element performance, Sifted was able to predict and prepare only what teams truly needed.

IMPACT

The impact was immediate. **Daily costs dropped by nearly 30%, annual savings exceeded \$300,000**, and food waste declined dramatically. Even though Sifted's per person pricing was higher, the total cost of the program was lower due to Sifted's dynamic forecasting and portioning models.

THE FULL STORY

In the world of corporate catering, the way food is portioned plays a crucial role in both the employee experience and a company's bottom line. Businesses that rely on fixed portion sizes and standardized offerings often face over-ordering, resulting in unnecessary waste and higher costs. In contrast, Sifted's precision portioning – powered by data-driven insights – helps clients optimize their food budgets without compromising quality or variety.

This case study explores how Sifted's customized, analytics-based approach compares to traditional catering models that rely on fixed headcounts. It highlights how our system-based customization and granular data analysis meet client needs while delivering significant savings through smarter portioning based on real consumption patterns.





THE PROBLEM WITH TRADITIONAL PORTIONING MODELS

Many traditional catering vendors use a fixed-headcount approach to determine how much food to prepare.

When a client reports a headcount of 300 people, for example, these vendors automatically prepare food for 300 meals – regardless of variations in preferences, eating habits, or dietary restrictions. The result is often an over-supply of some items (like salads or starches) and a shortage of others (like proteins), leading to waste and frustration among employees who don't get their preferred meal components.

SIFTED'S PRECISION PORTIONING: DATA-DRIVEN CUSTOMIZATION

Sifted's model takes a completely different approach. Instead of relying on broad assumptions, we analyze detailed data to track and predict consumption patterns unique to each office. By studying historical trends and client feedback, our culinary and analytics teams tailor portions for proteins, starches, and salads to reflect actual eating behavior.

The client highlighted in this case study was consistently serving around 525 people daily versus the 700 person office headcount their vendor was using. The data showed that 70% prefer protein-heavy meals. Sifted adjusted the proportions accordingly – increasing protein servings while reducing starch and salad quantities. This ensured that the right amount of food is prepared, minimizing waste and aligning spending with what employees truly consume.

HOW SIFTED CAN WORK FOR YOU

Contact the Sifted team for a complementary analysis of your current program and find out if Sifted's portion-based methodology can save you hundreds of thousand on your catering program. Reach us at sales@sifted.co and Sifted.co