

hotelier *india*

THE DEFINITIVE GUIDE TO SUCCESSFUL HOTEL MANAGEMENT

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DESIGN
AURIKA, UDAIPUR

BIG INTERVIEW
SANJAY SETHI, CHALET HOTELS

F&B SPECIAL



LOCAVORE
&
FROM THE
LAND

FROM THE RISE OF REGIONAL CUISINE TO SUSTAINABILITY AND VEGANISM,
THE TRENDS THAT WILL DEFINE F&B EXPERIENCES IN 2020

PURCHASING POWER



**ASHOK BHAT,
PURCHASE HEAD,
PULLMAN NEW DELHI
AEROCITY AND
NOVOTEL NEW DELHI
AEROCITY**

What is the most crucial part of purchasing in today's dynamic market scenario?

The most crucial part for a buyer is to maintain the quality without affecting the bottom-line. For that, the buyer needs to be significantly updated with the alternatives available in the market.

What vendor compliance systems have you initiated for cost savings?

Looking at the inflation in the market, cost saving is a big question mark right now. But the manufacturing industry is more focused on products that are energy-efficient, have a long shelf life and are more technically advanced. Hence, advance technologies are given preference which, in the long term, turns out to be most cost effective.

How do you identify high-risk vendors? What are the various measure and procedures introduced to deal with the risk factors?

In the hotel several services provided by the vendors are of high-risk nature, be it the maintenance of servers, lifts, boilers, generators, etc. To avoid any risks in maintaining these services, it is preferable to sign maintenance contracts directly with the OEM rather than with sub-dealers or any freelancers. Other than this, in hospitality the high-risk vendors are those who supply us fresh, frozen and ready-to-eat products. The guidelines are set by the FSSAI in terms of temperature, stocking and supplying of such products. The vendor supplying such category of products are being audited by the hotels from time to time to ensure that the vendors maintain hygiene and other safety parameters set by the FSSAI.

How do you train your team to follow procedures for smooth coordination in supply chain management?

Conducting regular market surveys and visits to production units of different category of vendors, enables a purchaser to better understand the actual process and the lead time to produce and manufacture a product. This helps us to prerequisite our requirement for a timely and smooth coordination in running the operations.

How has the domain of purchases changed over the years?

Nowadays, a purchase manager has to be multi-skilled and updated with new technologies in the market. He or she should be able to talk like an engineer when while buying plant room machinery, a chef when negotiating for food ingredients, an interior designer while buying for the rooms division, and so on. Above all, they should also be good finance guys who keep track of the budget.

IMMERSIVE LIGHTING

Inspired by Chinese culture that celebrates fire, designer Vibhor Sogani has recently created a light installation, *Chroma Red* as a centerpiece of the lounge at the Hong Kong Club, Andaz Delhi — a premium Cantonese dining space. The suspended light installation, with its stainless steel spherical shells, holds the light within, emulating the radiance of a sky lantern. Intended to craft an immersive experience for visitors with the lighting ascribed to the identity of the space, the installation manifests itself elegantly amidst the state-of-art design of the lounge. It has been fashioned in a contemporary material palette of wood, glass and a mix of surfaces.

