

Ian Douglas

**Procurement Director
Domino's Pizza UK & Ireland Ltd**

Ireland Market Director

Domino's Pizza

It's what we do™





48 stores
1 Commissary



700 stores
(20 NI)
2 Commissary



10 stores
1 DC Partner



12 stores
1 DC Partner



It's what we do™

Doing Business with Domino's UK and Ireland



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Procurement & Supply Chain Vision 2015

“Bringing supply security and price stability within a future of unstable and uncertain commodity markets”



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Domino's Pizza Supplier Partnership Contract

Domino's Pizza Supplier Vision Statement

“Driven to Deliver”

Domino's Pizza Supplier Values

- **Number 1 for Relationships**
- **Number 1 for Service**
- **Number 1 for Quality & Innovation**
- **Number 1 for Winning**



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No 1 for Relationships

Suppliers who are **passionate** about:

- **Understanding Domino's Pizza** throughout your business – our goals, our priorities, our commissaries, and how our stores operate
- Buddy store relationship
- Proactively generates ideas to bring operational benefits to stores and commissaries
- **Right people** in place to support this relationship
- Treat people with respect and as you would want to be treated



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It's what we do™

Awards 2011

No 1 for Relationships

Caladanian / Flat Bread Company



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No 1 for Service

- Know what we want and exceed our expectations
- Expectation is 100%
- Maintain Excellence
 - Challenging as volumes grow
- Flexibility / Responsiveness
- Understanding the needs of our commissaries



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No 1 for Quality & Innovation

Quality

- Product and Supplier Approval
 - Grade A BRC
 - Specification management
- Responsibility Deal Targets
 - Trans Fat Pledge
 - Calorie Labelling Pledge
 - Salt Pledge (for caterers)
- CSR and Sustainability
 - Sedex
 - Passion for the environmental agenda



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No 1 for Quality & Innovation

Innovation

– Product Innovation and Research

- Understand us
- Category and Gap analysis
- Blue Sky thinking



The
¹⁰
absolute
smoking hottest
food trends
of
2011

– Product Success

- Best in Class – quantifiably
- Supports new launches



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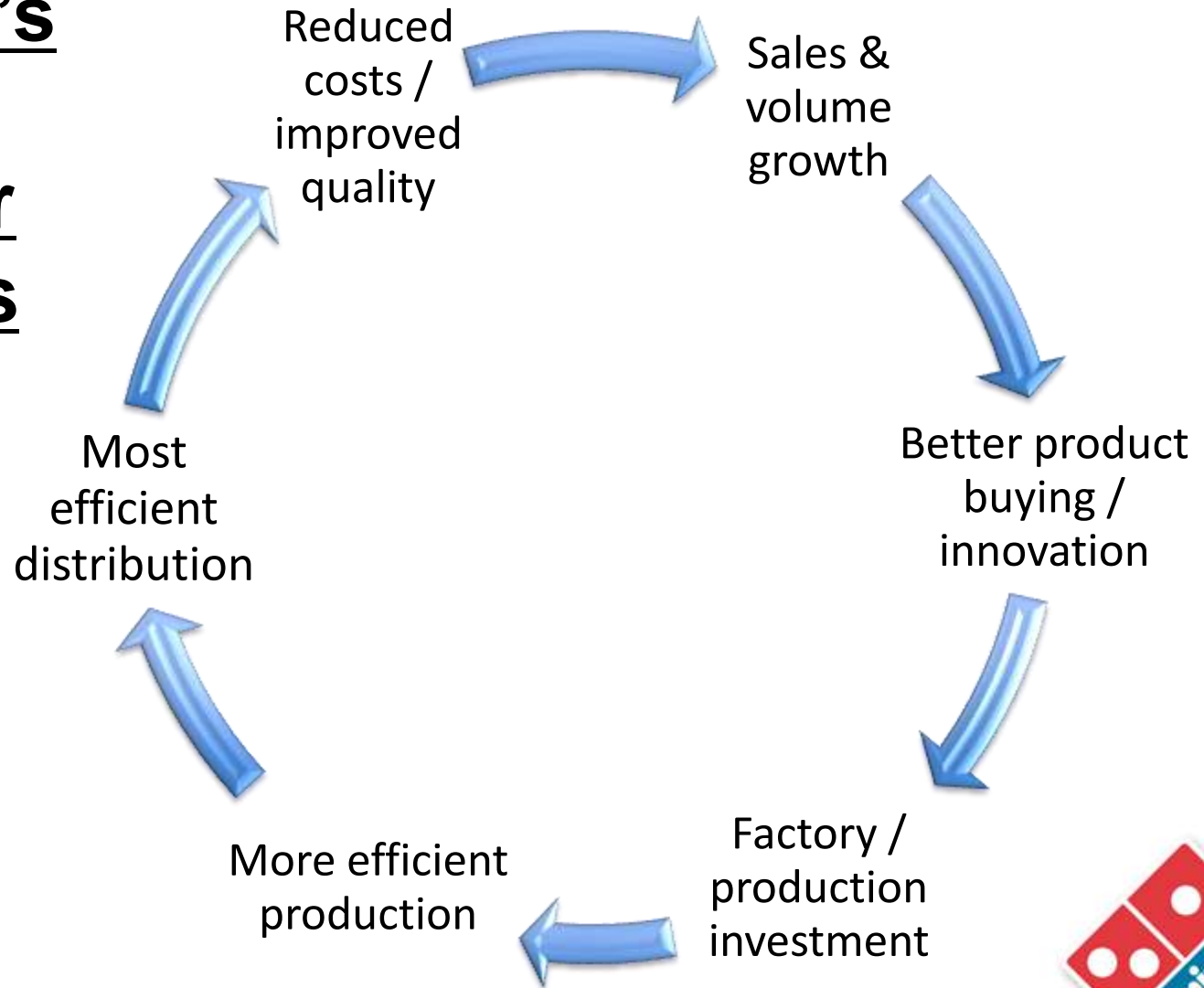
No 1 for Winning

- Being better than you were yesterday
- Contingency Plans?
- Investment plans to meet our growth
 - New Site?
 - Additional line?
 - Automation?
 - International?
- Rewards for Volume growth?



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Domino's and Supplier Virtuous Growth Cycle



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Awards 2011

Supplier of the Year

I.S. Enterprises International Ltd

SUPPLIER OF THE YEAR

Could it be you?



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Recent Trends in Fast Casual Dining

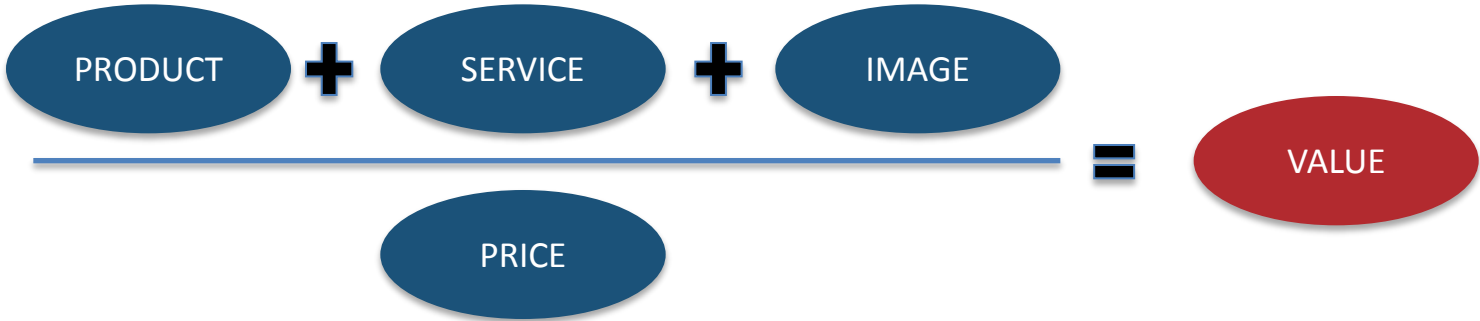


It's what we do™

**GREAT VALUE
FOR MONEY**



It's what we do™



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<p>THE SPANISH GRANDE WITH GARROZO</p> <p>Week 1</p> <p>Find out more</p>	<p><i>The Australian</i> BBQ Supreme</p> <p>Week 2</p> <p>See more</p>	<p>THE CHILLI & CHEESE MEXICAN</p> <p>Week 3</p> <p>See more</p>	<p><i>The chicken & chutney</i> torito</p> <p>Week 4</p> <p>See more</p>
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OUT NOW



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THE NEW MEXICANO RANGE

LIMITED TIME ONLY

Beef Mexicano

Vegi Mexicano

Chicken Mexicano

Mexicano Stuffed Crust





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Whilst stocks last. For full allergen information see takeafreshlook.co.uk



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Hello Pizza Lover

Start your order

W1D2NW

Don't know your postcode?

Visiting from Ireland?




It's what we do



Pizza Menu

1. Choose your pizza

Hot
 Vegetarian

Reggae Reggae™

Large - £15.49

Reggae Reggae sauce, roast chicken, tomatoes, green peppers and pineapple

Reggae Vegetar

Reggae Reggae is green peppers, is pineapple

Hair & Half



NEW

PIZZA BOX OFFICE™

NOW DELIVERING THE MOVIES




It's what we do™

Calorie labelling

Are you
ready for
September 2011?



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Hertfordshire Gluten Free

Monday, 5 November 2012
A sneak peek at Domino's new gluten free pizza



I was very lucky to yesterday get the chance to try out Domino's new gluten free pizza, a couple of weeks before it's official release date of the 19th November, and am happy to say that it is fab!



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DOMINO'S

It's what we do™



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