

## Company decision: Outsourcing Cafeteria

Miller Ltd. operates Cafeteria in Esslingen(Ger)

	<u>2003</u>
sales	300.000€
maintenance	5000€
heating/electricity	20000€
material	200000€
rent	25000€
personal	100000€
meals/day	400
avrg. price/meal	3€

→ pfo (profit from operation) = -50.000€

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1. Caterer
2. Miller Ltd. (in house)
3. Close Cafeteria

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Steps/possibilities:

1. questionnaire: cafeteria
2. other suppliers near the company (3min by walking)?
3. other companies with cafeterias available? (→cooperation)
4. possible to increase prices (take care of shop council)

aspects:

- economic: it makes negative profit
- social: it increases motivation/company feeling → 50000€ are a good investment

It would be a good decision to keep the cafeteria, but because it's not your core business, you can give it to a caterer.

RESULT: Sometimes not only economic aspects should be considered for decisions.