

Opening procurement control — category comparison before the first service

Five category comparison workbooks (289 line items × four quoted vendors) + the LPO and quotation set • multi-concept destination, Muscat • February 2014

THE RECORD

Weeks before a multi-concept destination served its first guest in 2014, its opening food-and-beverage supply was bought as a discipline: five category workbooks — produce, seafood, meat and poultry, the dry-goods opening order, dairy and cheese — each carrying the same architecture. Item by item: the specification and quantity, then four vendors’ quotations side by side, then a comparison sheet to carry the award. Behind the workbooks sits the exported purchase-order set itself: eighteen vendor quotation files and the local purchase orders raised category by category, packaging included.

This page publishes the record’s structure and scale. Vendors are anonymised and every price is withheld, per the register treatment — the discipline is the evidence, not the terms.

THE FIVE CATEGORIES, COMPARED BEFORE COMMITTED

Produce — 67 line items	quantities in kilograms and bunches against four quotations — freshness bought on specification, not on habit
Seafood — 42 line items	the highest-risk cold-chain category, compared vendor by vendor before award
Meat & poultry — 22 line items	origin and specification carried beside price in the same row
Dry goods — 137 line items	the one-time mobilisation order, the largest workbook of the five — ordered against the opening plan
Dairy & cheese — 21 line items	delivery cadence and holding capacity matched to the kitchens

WHAT THE ARCHITECTURE PROVES

Specification control	every line carries its unit and quantity before any price — the kitchens defined the demand
Genuine competition	four vendors quoted the same lines; gaps in a vendor's coverage are visible as honest zeros
An auditable award basis	each workbook ends in a comparison sheet — the award argued in columns, not in conversation
Mobilisation as one operation	289 line items across five categories, plus packaging LPOs, raised in one coordinated window before opening

ROLE BOUNDARIES

This procurement ran owner-side, inside the destination's development operation — the comparison discipline existed to protect the owner's opening capital. Vendors quoted; the kitchens specified; the owner-side hand compared and awarded. GGB is the present-day consultancy carrying this discipline into pre-opening control; it claims the procurement architecture shown, and nothing else.

REDACTIONS APPLIED

All vendor identities are anonymised and all unit and total prices withheld — permanently, at every tier. Item names and quantities publish only as category structure and counts. No account detail, signature or commercial term appears.

WHAT THIS DOCUMENT PROVES — AND WHAT IT DOES NOT

It proves that the destination's opening supply chain was specified, competed and awarded on paper before the first service — procurement as a control system. It does not prove later operating performance, and it does not publish any vendor relationship — those belong to their parties. The discipline is what transfers: it is the same category-comparison method GGB installs in pre-opening procurement today.

Five F&B category comparison workbooks (289 line items × four quoted vendors) + eighteen vendor quotation files and category LPOs incl. packaging • 24 February 2014 • multi-concept destination, Muscat • published from the source set exported under the owner's 2026-07-30 scoped mailbox authorization • vendors anonymised, prices withheld • published anonymised

