

After the Contractor



**A healthcare executives' guide to a successful
foodservice leadership transition**



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After the Contractor— Transition to On-Staff Leadership

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Executive Summary

When the thought of changing from contract-managed to on-staff foodservice comes up, there are usually two big questions—how and what’s next. By considering a change, you are not alone. If you are presently dissatisfied with the results you are getting from a contract management firm, rather than switch to another one . . . why not consider the move to on-staff? According to the most recent survey conducted by Technomic Information Services (August 2006), when it comes to a choice between contract management and on-staff . . . **80% of healthcare facilities have an on-staff system in place.** This publication will help address some of the commonly asked questions:

- Where do I start?
- How is the transition handled?
- What will happen to the department through the change?
- How will the facility find a management team?
- How and what will I tell the contractor?
- What are the risks?

The Association for Healthcare Foodservice (AHF) understands the importance of this decision. It also recognizes that a smooth transition is a must. While realizing the difficulties, the transition does not need to negatively impact the facility’s patient and/or staff.

After the Contractor is a practical tool that an executive will find invaluable in moving smoothly through this process. It provides:

- A systematic approach to making the change based on other successful transitions.
- A proven time line and events schedule that will support the smooth transition.
- A critical checklist that will guide you through a successful transition.