WORKSHEET 4.4

A Standard or a Scheme?

Subchapter 4.4 · case in the book: Amsterdam

When a client asks for a "recognised food safety certification", do you know whether your ISO 22000 certificate is what they mean, and what it would take if it is not?

This worksheet turns the tools of the subchapter into a form you can fill in. The texts come from the book; the empty columns are for your own property. Adapt it before use: an unadapted checklist is exactly what the book warns against.

Practical application: what to do in your property

Step (from the book)	Done?	What we found / owner
A register of client requirements: The table of who requires what became a controlled record, reviewed every six months and whenever a new contract client was signed.		
Scheme certification for catering: The hotel would seek certification under a recognised scheme for its contract catering activity, keeping ISO 22000 certification for the hotel as a whole.		
The gaps: Written programmes were introduced for transport to clients, food fraud risk assessment of suppliers, food defence of the production kitchen and the van, and environmental monitoring of the production kitchen.		
The sales link: All food safety requirements in client specifications would be passed to the quality manager before any response was drafted.		

These steps are the book's method, not requirements of ISO 22000. Evidence can take whatever form suits the property; a separate document is needed only where an applicable requirement, or the property's own system, makes it necessary.

Verification Pact: what is believed, tested against the standard

What is commonly believed	What actually holds	Our position
"ISO 22000 is a globally recognised scheme."	Not as stated. It is an international standard; benchmark recognition applies to schemes, some of which incorporate it.	
"A scheme is a higher standard than ISO 22000."	Not as stated. It contains ISO 22000 and adds specified PRPs and requirements; it serves a different market need.	
"ISO 22000 requires the sector PRP specification."	No. It says the organisation should consider the applicable part.	
"Moving to a scheme means rebuilding the system."	No. The ISO 22000 system carries over; PRPs and additional requirements are added.	

What is commonly believed	What actually holds	Our position
“Every recognised scheme covers catering.”	No. Recognition is for defined scopes; the hotel must check its own.	

Common mistakes: a self-check

Mistake (from the book)	Present here?	Action / owner
Assuming ISO 22000 meets every request		
Treating a scheme as a higher grade		
Discovering the requirement at tender		
Certifying the whole hotel to a scheme		
Not checking the scheme’s recognised scope		
Sales and quality not talking		

Operative synthesis

- **Do we know what each contract client requires? (Quality manager): Register of client requirements**
- **Does our certificate meet each requirement? (Quality manager): Register**
- **Have our PRPs been compared with the sector specification? (Food safety team leader): Comparison record**
- **If we use a scheme, is it recognised for catering? (Quality manager): Benchmark recognition record**
- **Do client requirements reach quality before bids? (Sales manager): Routing record**
- **Which of our clients would not accept our certificate?: None, or a named client and a plan**
- **Do we need a scheme, and for which activity?: A clear answer tied to a client**
- **When did we last ask our clients what they require?: Within six months**

Action plan for our property

Action	Owner	Due	How we will know it worked

Source: Francesco Dore, The Helm and the Lens, Volume 6b «The Lens», subchapter 4.4. Edizioni Effedore, 2026. Clause references are paraphrased; this sheet does not reproduce the text of ISO 22000, ISO 19011, ISO 22003-1 or ISO/IEC 17021-1. It is not legal advice: food law is that of the place where the property operates.