



OMNIA Partners
US Foods/Sourcewell Cooperative Contract
We Help You Make It!



Introduction

- A program designed for you and *by you*
 1. Cooperative Food Contract
 2. Cost Savings & Operational Incentives
 3. Value Beyond the Order
 4. Ease of Doing Business
- Our promise for the future
- Questions

Cooperative Purchasing

US Foods Program - Lead Agency Sourcewell



- OMNIA Partners offers cooperative contracts that have been competitively solicited and publicly awarded by a lead agency.
- Sourcewell, formerly NJPA, is the lead agency for the food contract available thru OMNIA.
- Sourcewell is an Educational Service Center, another public agency, that conducted the food program solicitation and awarded to US Foods. [www. sourcewell-mn.gov](http://www.sourcewell-mn.gov)
- Members can piggyback this award. The solicitation has been done for them, satisfying purchasing requirements.
- Piggybacking saves schools / government time and money, always transparent.
- You are in control, you know your distributor and the program, eliminates the lowest bid quality issues.

The screenshot displays the US Foods Sourcewell contract page. At the top, there is a banner with the US Foods logo, a megaphone icon, and the text "ANNOUNCING A NEW FOOD AGREEMENT WITH US FOODS!". Below the banner, a table provides contract details: CONTRACT# 112917-USF, CATEGORY FOOD & FOOD SERVICE EQUIPMENT, and CONTRACT TERM from JAN 22, 2018 to JAN 22, 2022. To the right of the table is an image of fresh produce. Below the banner, the US Foods logo is on the left, and the Sourcewell logo (Formerly NJPA) is on the right with a "VENDOR WEBSITE" button. A blue box labeled "Awarded Contract" is also present. On the left side, there is a navigation menu with options: Overview, Contract Documents, Contact, Food Contract (highlighted), Marketing Materials, and Exclusive Reporting Tool: PinPoint. The main content area on the right contains the following text: "Competitively solicited and publicly awarded by: Minnesota State Agency (NJPA)", "Contract #112917-USF", "Contract Term: January 22, 2018 through January 22, 2022", "National Distribution Program with Local Support", "Off Invoice Incentives", and "Award agreement includes:" followed by a bulleted list of contract benefits.

CONTRACT#	CATEGORY	CONTRACT TERM
112917-USF	FOOD & FOOD SERVICE EQUIPMENT	JAN 22, 2018 JAN 22, 2022

US. FOODS

Sourcewell
Formerly NJPA

Awarded Contract

[VENDOR WEBSITE](#)

- Overview
- Contract Documents
- Contact
- Food Contract**
- Marketing Materials
- Exclusive Reporting Tool: PinPoint

Competitively solicited and publicly awarded by: Minnesota State Agency (NJPA)
Contract #112917-USF
Contract Term: January 22, 2018 through January 22, 2022

National Distribution Program with Local Support

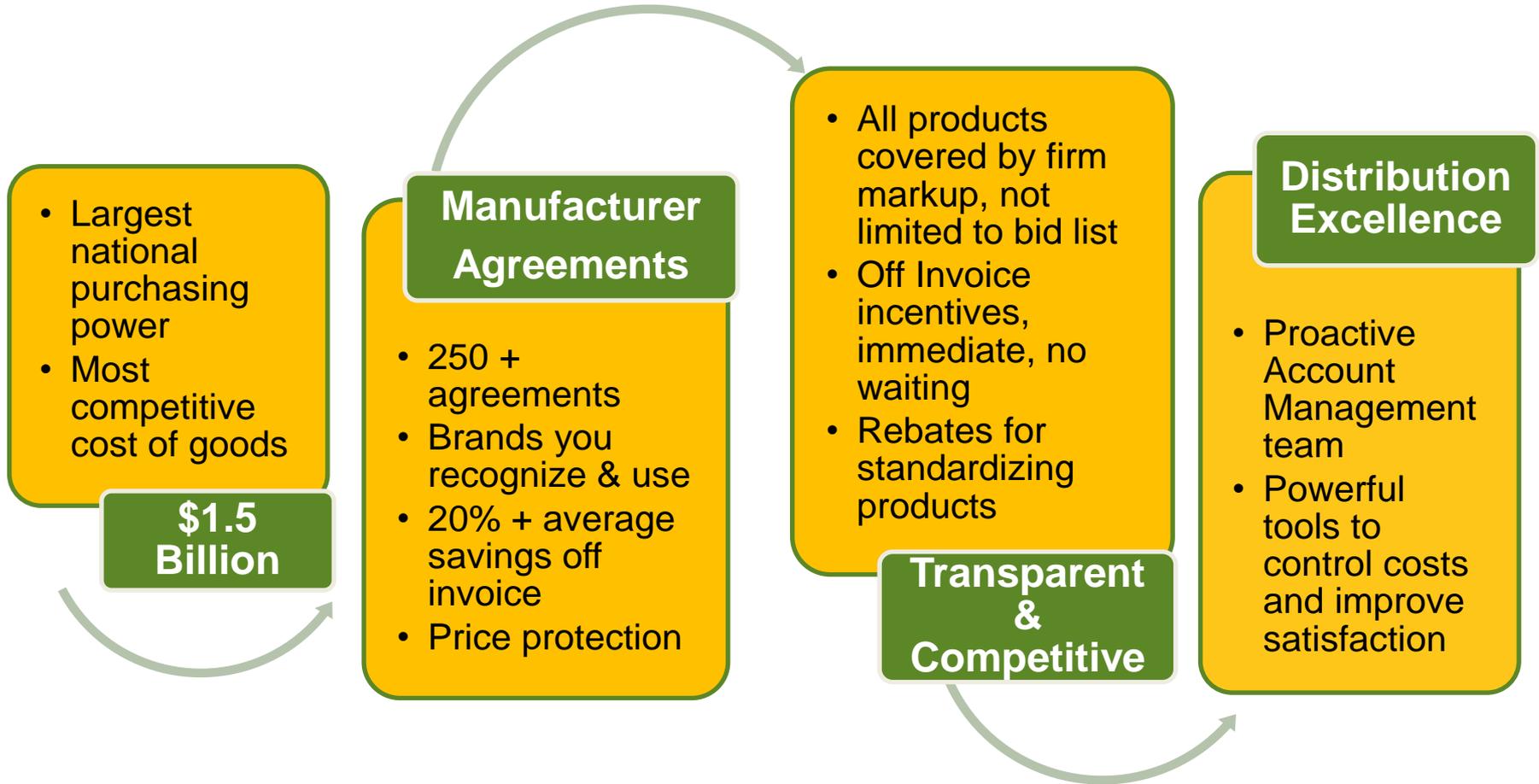
Off Invoice Incentives

Award agreement includes:

- Food Service Distribution
- Food Service Equipment
- Easy to access contract, no fees to participate
- Lead Agency Model reduces contracting costs
- Purchasing Power = Savings
- More than 250 manufacturer agreements through USF's relationship with Vizient
- Inflation and Market swing avoidance
- All items distributed by US Foods are covered by firm contracted mark-ups

Economic Value

National Powerful Purchasing Power = Savings



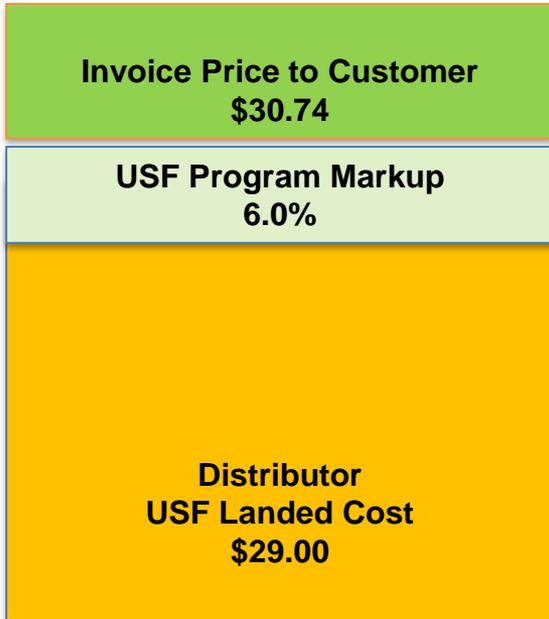
Economic Value

Manufacturer Agreements, Savings Off Invoice



Manufacturer Discounted Cost + Fee/cs

Without Sourcewell

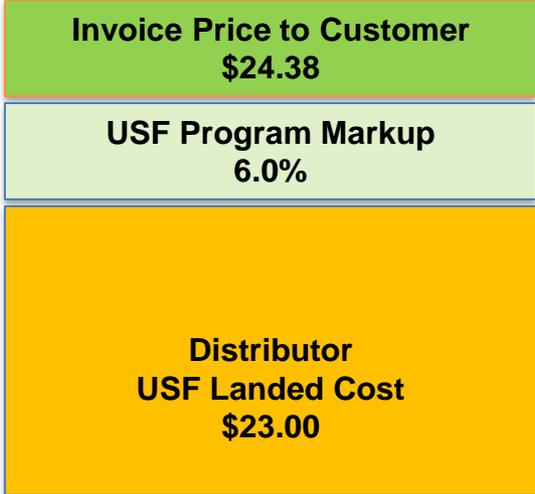


Sourcewell Member Savings

Total Off Invoice Savings
\$6.00 per case deviation
19.63% savings

Savings From Utilizing
Vizient Manufacturer
Agreements

With Sourcewell



Economic Value

Bottom Line Savings You Control



Prompt Pay Schedule	Incentive %
Prepayment	-0.60%
0-10 days	-0.30%
11-15 days	-0.25%
16-20 days	-0.10%
21-30	0%
31-45	0.25%
46-60	0.50%
Each additional 15 days greater than 60	0.25%
Average Order Size	Incentive %
\$3,000 - \$3,499	-0.15%
\$3,500 - \$3,999	-0.25%
\$4,000 - \$5,499	-0.35%
\$5,500 - \$6,999	-0.50%
\$7,000 - \$10,999	-0.65%
\$11,000 - \$15,999	-0.95%
\$16,000 +	-1.20%
VOLUME INCENTIVE	
	INCENTIVE %
\$1 - 2 million	-0.25%
\$2 - 3 million	-0.40%
\$3 - 5 million	-0.60%
\$5+ million	-0.75%

OFF INVOICE

- Manufacturer Agreement Discounts
- Aggressive Mark Up Schedule
- Average Order Delivery Size Incentives
- Prompt Payment Incentives
- Total Volume Incentives

REBATED

- New Business Incentive
.85% rebate for first 12 months of purchases
- Food IMPACT Program
1-3% rebate for standardizing products
- US Foods Exclusive Brands Incentive
1% rebate for purchasing USF EB products not already covered by a manufacturer agreement

GREAT FOOD. MADE EASY.

FOOD.

Innovation

- **the Scoop** Magazine
- Food Fanatics
- Food Innovation

**FOOD
PEOPLE.**

Expertise

- 350,000 national brands
- Market Leader
- Exclusive Brands

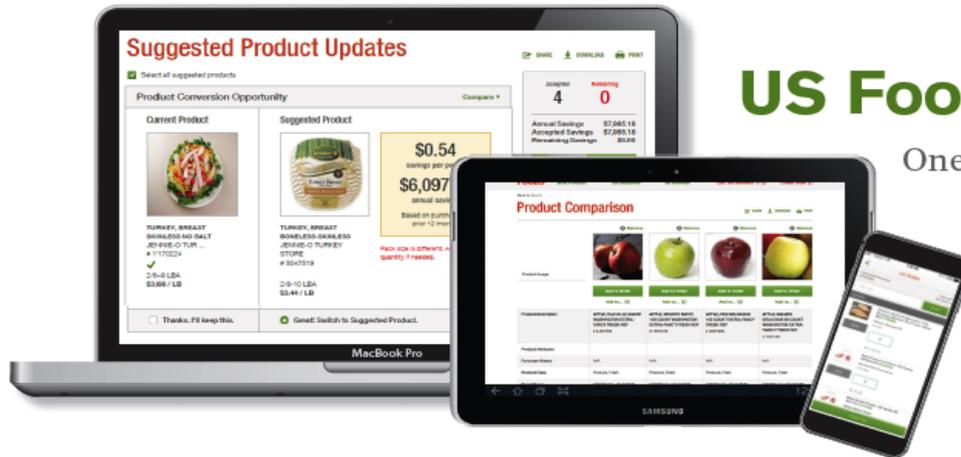
EASY.

Simplification

- Supply chain streamlining
- Business Analytics reporting
- Menu and Recipe Management

US Foods® Technology Solutions:

One platform. Integrated solution. Complete control.



CENTRALIZED CONTROL

Control the shopping list using real-time management of each location's shopping lists. Add and delete products as needed across all distribution centers.

Control general ledgers. Assign general ledger codes centrally by product hierarchy. Access distribution-center-specific **product stock status**, in real time, for every product stocked.

INVENTORY AND MENU MANAGEMENT

Centralized inventory reporting provides real-time access to consolidated inventory reports for all locations.

Menu Profit Pro® helps you manage recipe and menu item costs and nutritional for all locations.

CONTRACT COMPLIANCE

Suggested products. During order entry, receive online alerts about savings available with contracted products.

Centralized list update. Centrally replace non-contracted products with contracted products for locations managing their own lists, and inform users of savings.

EXTENSIVE PRODUCT INFORMATION

Nutritional information is available online while ordering or searching for products.

Compare products to make the best buying decision.

Email complete product information, including nutritional and allergens.

BUSINESS INTELLIGENCE

Business Analytics provides best-in-class tools to track contract utilization, key performance indicators, core metrics, product usage and purchasing trends.

Daily updates. View invoice and product data the next business day.

Proof of delivery. Refused or damaged products are updated in real time during delivery.

US FOODS® MOBILE

Stay connected. Manage your business from anywhere.

Easy access to orders, order approval, product information and deliveries.

Work online or offline. Create orders and record inventory, with or without an internet connection.

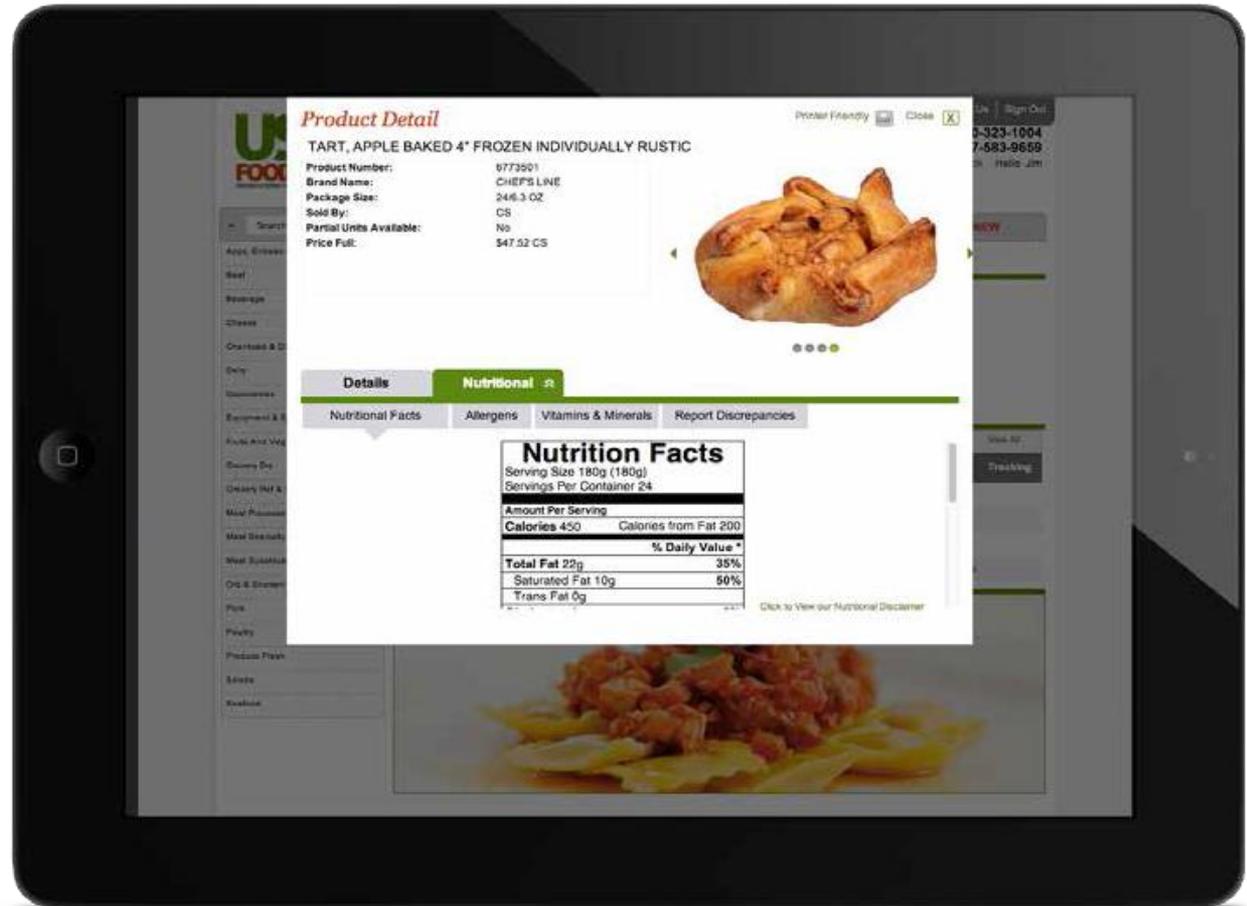
For more information, talk to your US Foods representative today.



Simplified Online Ordering

Real-time Online Pricing
Order from an up-to-the-minute inventory, including suggested substitutions.

World-Class Catalog Search
It's fast, easy and almost foolproof to find what you want. Spelling errors are autocorrected.



Sourcewell 
Formerly NJPA
Awarded Contract

ORDER FROM ANYWHERE

Increase your efficiencies by syncing desktop with mobile so you can create new orders instantly or update existing ones wherever you are.

EASY SEARCH

Looking for something? Search with voice or bar codes and get robust product information with nutritional data and product sizes to create orders fast.

IN-APPLICATION SUPPORT

Quickly view application help and hints to get things done fast. Choose between English and Spanish for a customized experience.



Sourcewell Formerly NJPA
Awarded Contract

US Foods Proof of Delivery

- **Instant, accurate invoice** – printed at time of delivery. Retrievable online or auto emailed.
- **On the spot adjustments** – invoiced for exactly what is delivered
- **Faster receiving** – Spend less time monitoring deliveries
- **Transparent** – Accurate invoice and electronic signature capture

FINAL INVOICE

Bill To		Ship To	
SAMPLE CUSTOMER 1234 MAIN ST SPRINGFIELD, IL 62709 ATTN: AL SWANSON		SAMPLE CUSTOMER 1234 MAIN ST SPRINGFIELD, IL 62709 ATTN: AL SWANSON	
Customer #	Order #	Order #	Invoice Summary
12345678	123456	123456	Product Level Product Total \$ 501.59
Invoice #	Invoice Date	Invoice Date	Invoice Level
7654321	11/30/2009	11/30/2009	Monthly Order Incentive \$ 2.63 CR
Payment Terms	FA	FA	Fuel Surcharge \$ 1.70
NET 30 DAYS			
DELIVERY SIZE		Tax	
AS SHIPPED DELIVERY AMOUNT		Sales Tax Rate: 8.75% \$ 13.51	
Product Total Adjustment \$		PLEASE REMIT THIS AMOUNT BY 11/30/2009 \$ 514.12	
Total Charges Adjustment \$			
Total Allowance Adjustment \$			
Sales Tax Adj. Rate: VAR 2			
TOTAL ADJUSTMENT		DELIVERY INFORMATION	
DELIVERED AMOUNT		MILEAGE TOTAL 3 3 3 3	
DELIVERY ADDR		SPRINGFIELD 4 4 4 4	
QTY	Item	Product	PRICE SHIPPED
1	CS	141548	18 18 18 17
Description: DAIRT. LBD. CONT 95.01		TOTAL 18 18 18 17	
INVOICE SIGNATURE		Driver: Bob Tucker	
[Signature]		Driver ID: 415129231	
		Route Number: 4606	
		Stop Number: 3	
CUSTOMER ACCEPTANCE			
Interest shall accrue on all unpaid balances exceeding established credit terms at a rate equal to the lesser of (a) 1-1/2% per month or (b) the maximum rate that the customer may lawfully contract to pay, and in all events calculated in accordance with applicable law.			
We appreciate your business. Please visit our website www.usfood.com for a fast and easy way to order. Or contact customer service at 1-877-583-0659			



View Invoices

Start Date:

End Date:

OR Invoice Number:

	Date	Type
<input checked="" type="checkbox"/>	11/16/2012	Invoice
<input checked="" type="checkbox"/>	11/06/2012	Invoice
<input checked="" type="checkbox"/>	11/01/2012	Invoice
<input checked="" type="checkbox"/>	10/24/2012	Invoice
<input checked="" type="checkbox"/>	10/23/2012	Invoice

US FOODS **INVOICE** Page 3 of 3

ACCOUNT NUMBER	INVOICE NUMBER	INVOICE DATE	CUSTOMER NUMBER	PURCHASE ORDER #	SALES LOCATION	SALES REP	DATE ORDERED
30968162	2926398	11/01/2012	30968162	off day delivery	2220	103	10/31/2012
FREIGHT TERMS	ORDER NUMBER	PAYMENT TERMS	ROUTE NUMBER	SPECIAL INSTRUCTIONS			
	53171	NET 10 EOM	4700				

INVOICE SUMMARY

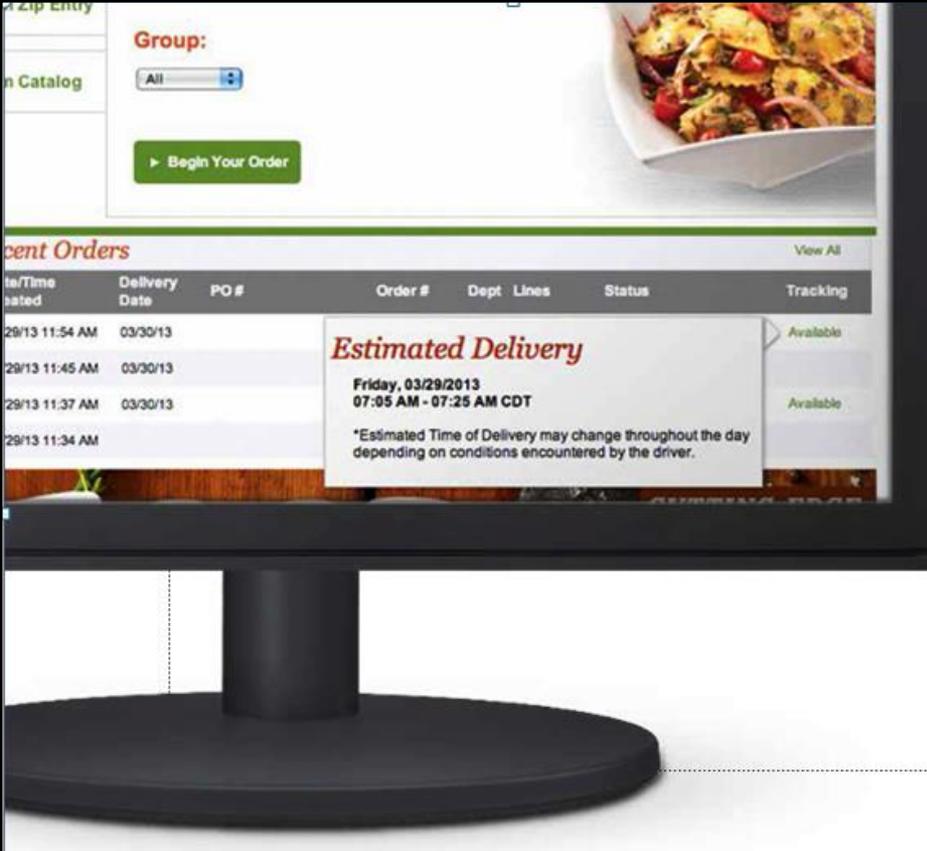
Product Total	\$1,578.82
FUEL SURCHARGE	\$6.00
Sales Tax	\$0.00
PLEASE REMIT THIS AMOUNT BY 12/10/2012	\$1,584.82

CUSTOMER ACCEPTANCE

Interest shall accrue on all unpaid balances exceeding established credit terms at a rate equal to the lesser of (a) 1-1/2% per month or (b) the maximum rate that the customer may lawfully contract to pay, and in all events calculated in accordance with applicable law.

CUSTOMER SIGNATURE: [Signature] CANLICE WANG
SIGNED AT: 11/01/2012 08:56 PM (UTC)

We appreciate your business. Please visit our website www.usfood.com for a fast and easy way to order. Or contact customer service at: (877) 583-0659



When it comes to receiving an order, time is of the essence and there's little room for error. With *Where's My Truck*, we deliver **integrated order tracking** capabilities that remove the guesswork and pinpoint the products en route to your business. Your kitchen will thank you.

TRACK YOUR ORDER

Locate your order as it makes its way to you.

GET AN ETA ON DELIVERY

Find out when you can expect to have your order.

KEEP ACCURATE RECORDS

Get a clean invoice as we arrive and scan everything.



Team Selling Model: Creating a Differentiated Customer Experience

Team Support gives more time for Sellers to Help our Customers Make It

Specialists deployed where and when needed to Team Up

All resources deployed to deliver our Brand consistently

Technology enables better Coaching and Account Management

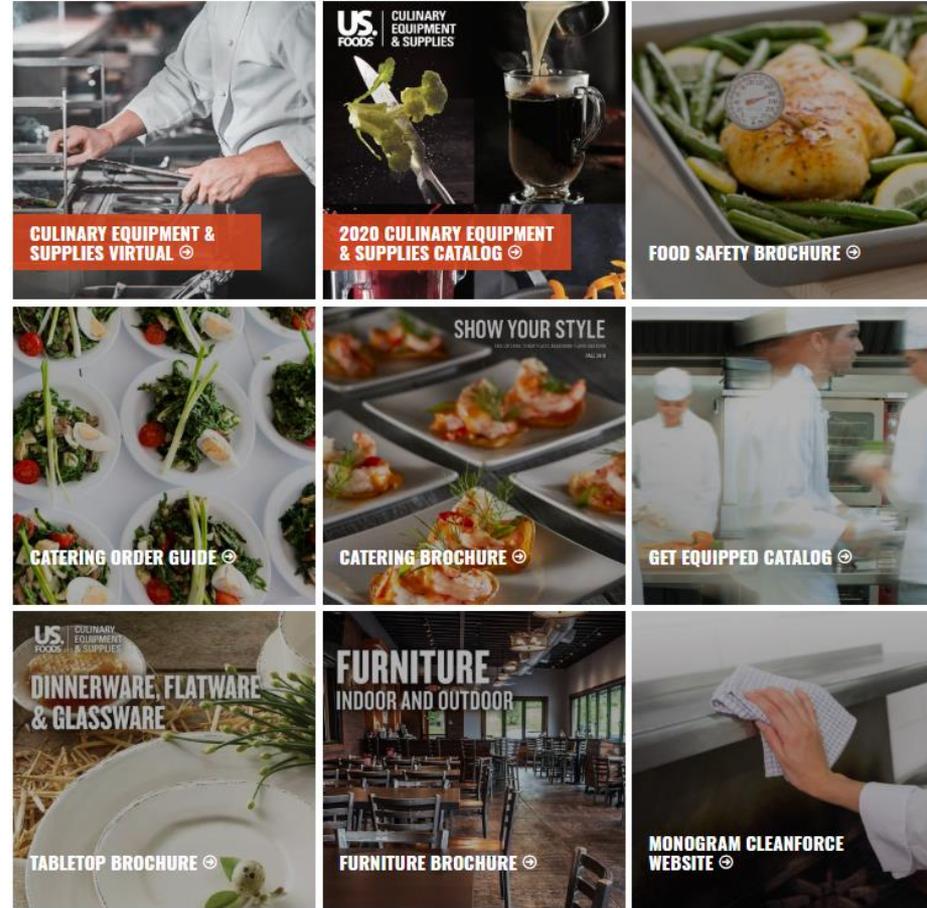


Culinary Equipment & Supplies

An Expanded Selection of Equipment & Supplies

In addition to the products featured in the current US Foods Culinary Equipment & Supplies® catalog, we also offer an extended line of more than 10,000 products that can be ordered today and shipped direct to your door within 7 - 10 business days. Products in this line include dinnerware, disposable plastic serve ware, unique tabletop and catering pieces, healthcare products, and chef apparel, as well as specialty and seasonal products. Listed below are the suppliers that represent this expanded selection, along with a link to their brochure of products.

MORE FROM CULINARY EQUIPMENT & SUPPLIES



GREAT FOOD. MADE EASY.™

OUR EXCLUSIVE BRAND PORTFOLIO SETS US APART

BEST



BETTER



THIRSTER®



GOOD



FOOD SAFETY IS CORE TO EVERYTHING WE DO

Distribution Safety Team

- **99.8% performance rate**
- **First Broad-line Distributor** in the US to commit to Certification in all distribution centers to GFSI's (Global Food Safety Initiative) International Food Standard "IFS-Logistics"
- **"Cold Chain" protects food "from farm to fork"**
- Over 350 HACCP certified employees throughout distribution centers including 3 certified by AFDO as trainers

Supplier Food Safety and Quality Assurance (FSQA)

- All facilities are certified in food safety to meet an internationally recognized standard Average **4,500 EB produce field-level inspections** a year



Customer Focus

Organized and Experienced Transition Plan



Proven and Reliable Process for Smooth Start Up and Long Term Relationships

- **QSP Quality Service Process** is a 9-step process designed to ensure reliable execution, from new account set up to ongoing performance reviews.
- **A complete**, easy to manage conversion process and ongoing review of our partnership with you.
- **Communication plan** custom for you ensuring menu and inventory management and customer service success.
- **This is the foundation** and philosophy on how we develop a business partnership ...a continuous cycle of nurturing & development.



GREAT FOOD. MADE EASY.



We Help You Make It....



- ✓ Trusted and proven distribution partner
- ✓ Local dedicated service and expertise
- ✓ State and USDA purchasing guidelines compliance
- ✓ Pricing from national group volume, lowest cost of goods
- ✓ Financial rewards for operational efficiency
- ✓ All Product Categories Including Equipment and Supplies
- ✓ Product variety, not restricted to approved bid list
- ✓ Industry leading, easy e-commerce, with nutritionals, pictures, recipes
- ✓ Technology enabling price uploads to 3rd party software programs
- ✓ Proactive analytics for department management and cost control
- ✓ Value added tools focused on your management and satisfaction priorities
- ✓ Reliable and accurate deliveries and invoices
- ✓ Dedicated Account Executive



GREAT FOOD. MADE EASY.

Thank You

US.

FOODS™

KEEPING KITCHENS COOKING.™