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.soucrewell-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.
Economic Value
National Powerful Purchasing Power = Savings

- Largest national purchasing power
- Most competitive cost of goods

$1.5 Billion

Manufacturer Agreements
- 250 + agreements
- Brands you recognize & use
- 20% + average savings off invoice
- Price protection

- All products covered by firm markup, not limited to bid list
- Off Invoice incentives, immediate, no waiting
- Rebates for standardizing products

Transparent & Competitive

Distribution Excellence
- Proactive Account Management team
- Powerful tools to control costs and improve satisfaction

GREAT FOOD. MADE EASY.
Economic Value
Manufacturer Agreements, Savings Off Invoice

Manufacturer Discounted Cost + Fee/cs

Without Sourcewell

Invoice Price to Customer
$30.74

USF Program Markup
6.0%

Distributor
USF Landed Cost
$29.00

With Sourcewell

Invoice Price to Customer
$24.38

USF Program Markup
6.0%

Distributor
USF Landed Cost
$23.00

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

Savings From Utilizing Vizient Manufacturer Agreements
### Economic Value

**Bottom Line Savings You Control**

<table>
<thead>
<tr>
<th>Prompt Pay Schedule</th>
<th>Incentive %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prepayment</td>
<td>-0.60%</td>
</tr>
<tr>
<td>0-10 days</td>
<td>-0.30%</td>
</tr>
<tr>
<td>11-15 days</td>
<td>-0.25%</td>
</tr>
<tr>
<td>16-20 days</td>
<td>-0.10%</td>
</tr>
<tr>
<td>21-30</td>
<td>0%</td>
</tr>
<tr>
<td>31-45</td>
<td>0.25%</td>
</tr>
<tr>
<td>46-60</td>
<td>0.50%</td>
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<tr>
<td>Each additional 15 days greater than 60</td>
<td>0.25%</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Average Order Size</th>
<th>Incentive %</th>
</tr>
</thead>
<tbody>
<tr>
<td>$3,000 - $3,499</td>
<td>-0.15%</td>
</tr>
<tr>
<td>$3,500 - $3,999</td>
<td>-0.25%</td>
</tr>
<tr>
<td>$4,000 - $5,499</td>
<td>-0.35%</td>
</tr>
<tr>
<td>$5,500 - $6,999</td>
<td>-0.50%</td>
</tr>
<tr>
<td>$7,000 - $10,999</td>
<td>-0.65%</td>
</tr>
<tr>
<td>$11,000 - $15,999</td>
<td>-0.95%</td>
</tr>
<tr>
<td>$16,000 +</td>
<td>-1.20%</td>
</tr>
</tbody>
</table>

### OFF INVOICE

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

### REBATED

- New Business Incentive
  - 0.85% 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

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**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.

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.

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.

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 information for all locations.

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.

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.
**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.

Available on the App Store  
Available on Google play

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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

View Invoices

[Image of a mobile device and a screen showing an invoice]

[Image of an invoice with detailed information]

[Image of a signature on the invoice]
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

GREAT FOOD. MADE EASY.™
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.
OUR EXCLUSIVE BRAND PORTFOLIO SETS US APART

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<thead>
<tr>
<th>BEST</th>
<th>BETTER</th>
<th>GOOD</th>
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<tbody>
<tr>
<td>RYKOFF SEXTON.</td>
<td>CATTLEMAN'S</td>
<td>HARVEST</td>
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<td>METRO DELI.</td>
<td>DEVONSHIRE</td>
<td>VALU+</td>
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<td>CHEF'S LINE</td>
<td>PATUXENT FARMS</td>
<td>PLUS</td>
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<td>STOCK YARDS</td>
<td>MONOGRAM</td>
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<td>GLENVIEW FARMS</td>
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<td>HARBOR BANKS</td>
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<td>PACIFIC JADE</td>
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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

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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
Thank You

US FOODS
KEEPING KITCHENS COOKING.