



THE POWER OF PARTNERSHIP

ARE YOU MAXIMIZING YOUR US FOODS® OPERATIONAL INCENTIVES?



The **Drop Size and Days Sales Outstanding (DSO)** incentives are offered to Premier members on a quarterly basis as an opportunity to maximize operational effectiveness through all purchases with US Foods.

The **Drop Size and Days Sales Outstanding** incentives are:

- Reported quarterly with facility-level bank statement
- Based on individual facility performance

Consult your
US Foods
representative
today.



How does it work?

Drop Size incentive:

- Each quarter, US Foods® will determine your average delivery size (total purchases divided by number of scheduled deliveries) for a 13-week period
- Based on an incentive schedule, you can earn an incentive payout on total purchases, by quarter

Days Sales Outstanding (DSO) incentive:

- Each quarter, US Foods will determine your average DSO over the quarter (13 weeks). Based on your average DSO, you can earn an incentive based on purchase history (excluding purchases made through US Foods)

Both incentives are paid via credit on account and paid quarterly based on bank-statement data.



Are you purchasing all categories from US Foods?:

- Produce
- Dairy
- Bread
- Chemical
- Paper
- Housekeeping
- Equipment and Supplies

Earn more money.

Maximize your incentives quarterly:

- Purchase all categories from US Foods
 - If you are not purchasing all categories through US Foods, you will only maximize your incentives by purchasing more through the Premier Program.
- Work with your account representative to complete a Market Basket on those categories you are not currently purchasing through US Foods. Remember to include your incentives in your overall potential savings by moving purchasing to US Foods.
- Take as few deliveries as possible
 - The larger the delivery size, the greater the potential for a larger Drop Size incentive payout.
- Process and pay your invoices as quickly as possible
 - Is there an opportunity to set up ACH or utilize the US Foods bill-pay system to speed the transaction time?

Get started with Drop Size and Days Sales Outstanding (DSO) today!

The Drop Size and Days Sales Outstanding (DSO) incentives are available exclusively to US Foods Premier members. For more information, contact your US Foods representative.



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