



PREMIER

THE POWER OF PARTNERSHIP

ENSURE THAT YOU **MAXIMIZE YOUR PROGRAM SAVINGS.**



Introducing the Direct-Parent Participation and Utilization Incentives from US Foods®

Now you can receive a 1% incentive from
your foodservice-distribution partner and:

- Maximize CMA discounts (> 15% off invoice)
- Maximize CMA rebates (0.25% to 1.0% paid quarterly)
- Maximize operational incentives (0.25% to 1.0% (or more) US Foods rebate)

Register today with
your Premier Field
Representative



How does it work?

- 1% incentive will be paid when:
 - Direct parent achieves > 85% of eligible US Foods® participation volume
 - CMA utilization exceeds the market-segment goal for the year
- Incentive periods are January–June and July–December
- Monthly progress reports to Direct Parent tracking reports are provided by US Foods to the Direct Parent
- Actionable steps are developed to help meet incentive goals
- Incentive is paid by US Foods semi-annually to Direct-Parent chief operating officer



Setup

1

With Premier, affirm owned/leased/managed facilities (OLM) and foodservice purchase volume of direct parent

2

Sign Direct-Parent Participation and Incentive affidavit, available from your Premier field or sales representative

3

Review current status of all OLM facilities on monthly basis via Direct-Parent monthly tracking report from US Foods

Ongoing

4

Develop actionable steps for obtaining incentive goals with Premier and US Foods

5

Review the value statement which summarizes Direct Parent incentive earnings

6

Review and affirm food and supply total volume spend annually

Step 4 can include:

- Competitive analysis of all foodservice suppliers in Market Basket by Premier and direct parent
- Product-mix shift to contracted items through US Foods product-standardization tool
- Engagement with US Foods Baseline® financial diagnostic tool and/or Premier foodservice
- Operational strategies
- US Foods distribution-center stocking analysis to support needed contracted items with Sales Optimization and Utilization Process (SOUP) tool
- Formalizing communication pathways and opportunities from direct parent, Premier and US Foods

Additional Benefits

- Maximize off-invoice contract discounts with increased Premier Contracted Manufacturer Agreement (CMA) utilization
- Optimize CMA rebate dollars from Premier contracted volume utilization
- Increase delivery size and Days Sales Outstanding (DSO) rebates from US Foods
- Expand visibility of participation and utilization, and communicate the priority of this program throughout the organization
- Reduce the number of suppliers and invoices in your facilities

Get started with Direct-Parent Incentives today!

Direct-Parent Participation and Utilization Incentives are available exclusively to US Foods Premier members. For more information, contact your US Foods representative.



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