



PREMIER

THE POWER OF PARTNERSHIP

**SOLUTIONS
FOR EDUCATION**

WHEN IT COMES TO BALANCING STUDENT SATISFACTION AND FOODSERVICE COSTS, COLLEGES AND UNIVERSITIES FACE MANY CHALLENGES.

The pressures on operating budgets have never been greater. Public universities are facing severe funding cuts, while private colleges are limiting tuition increases in response to a highly competitive recruiting environment.

On top of this, students are looking for more food variety, new ethnic flavors, and healthy and allergen-free options. They also expect local sourcing and environmentally responsible practices.

Premier and US Foods® offer the strongest foodservice program in the industry.

Together, we have developed powerful ways to drive down costs without sacrificing quality. With a proven program on campuses across the country, we can help you stay on top of food trends and ahead of students' changing appetites.

But our program goes far beyond just food costs. Our industry-leading tools and resources can impact your ENTIRE operation, by reducing costs and increasing efficiencies at EVERY step of your supply chain.

WHERE CAN YOU TURN FOR HELP?

PREMIER

WHY?

BECAUSE \$4 BILLION OF BUYING POWER CAN WORK FOR YOU.

PREMIER

The best advantages go to the biggest players. Premier brings low prices, powerful resources and business solutions to your organization.

- Over 16,500 members: hotels, recreation, entertainment, schools, hospitals
- Negotiated agreements with manufacturers achieve deep savings
- Large member-driven product portfolio with flexibility choices
- Incentives for higher utilization
- Ordering, delivery and service through US Foods®

FOR THE HIGHEST QUALITY PRODUCTS THAT FIT YOUR BUDGET.

MANUFACTURER AGREEMENTS

We negotiate discounted agreements with manufacturers so you save on the products you use and the brands you trust.

- More than 50,000 products, many of which you already use
- High quality national brands and exclusive labels, also healthy and locally sourced items
- Members drive product selection and contracting
- Order online and view pricing, nutritionals, shopping lists, contracted products, reports



WHY?

BECAUSE STUDENTS EXPECT YOU TO SHOW ENVIRONMENTAL RESPONSIBILITY.

LOCAL / SUSTAINABLE

Campuses across the country are at the forefront of sustainability. Lead the way with the foods you serve, the disposables you use and how you handle waste.

- Locally sourced products identified in online ordering catalog
- Fair trade coffee, Marine Stewardship Certified seafood, free-range chicken, humanely raised beef, disposables made of sugar cane, hundreds more
- Premier awarded Practice Greenhealth “Champion of Change” 10 years in a row
- LeanPath®: tracing system to help reduce food waste
- Fuel Good™ program recycles used cooking oil into biodiesel
- Guide To Green: instructions for building a customized sustainability program

BECAUSE YOU HAVE A BUDGET TO MEET.

CONTROLLING COSTS

Funding cuts, limited tuition hikes and food price inflation are pressuring your budget. Lower your costs and gain insight into every aspect of your operation.

- Negotiated manufacturer agreements protect prices from inflation, with greater price stability
- Distribution markup is applied after Premier’s off-invoice discounts, resulting in a lower total markup
- Menu Design & Engineering and Digital Menu Solutions help you create inspiring menus and attract more customers, while keeping an eye on costs
- Customizable Solutions, such as Menu Profit Pro™, and services, such as Marketing Consulting and Social Media Management, help you optimize your operation



WHY?

BECAUSE STUDENT SATISFACTION IS KEY IN TODAY'S COMPETITIVE ENVIRONMENT.

SATISFIED STUDENTS

Students want new tastes and healthy options. Stay on top of food trends and build a program that gives your school a competitive recruiting edge.

- Concepts by Premier: on-trend, turnkey programs without franchise fees
- US Foods® innovative chef-inspired products and great food ideas
- CHOICE 365™. Health and wellness resources, recipes and more
- Premier Culinary Clinics: training by expert chefs
- Recipes On-Demand® & Menus On-Demand®: thousands of recipes, customizable menus and support
- Websites: recipes, how-to videos, food trends
- Cafessentials®: best practices to improve retail operations

BECAUSE KNOWING WHAT'S BEHIND EVERY COST GIVES YOU MORE CONTROL.

TRANSPARENCY

Understand what you're paying for and uncover hidden savings opportunities by knowing every cost for every item in every step of your supply chain.

- Premier is one of the "World's Most Ethical Companies" (Ethisphere Institute)
- All costs are defined upfront, with distribution markups visible and locked in
- 100% of Premier manufacturer rebates are redistributed to members
- Members have audit rights to verify accuracy of contracted pricing
- Manufacturer contracts awarded by member committee, with costs visible online
- Contracts openly rebid every three years
- Contracted products highlighted at every step of ordering: during search, before submitting order, on purchasing reports

BECAUSE PREMIER OFFERS THE STRONGEST FOODSERVICE PROGRAM IN THE INDUSTRY.

ARE YOU LOOKING FOR WAYS TO MEET YOUR FINANCIAL GOALS?

Contact us for a **FREE**, no-obligation savings assessment on the products you're buying today. You'll see **WHY** a partnership with Premier and US Foods is right for you.

Premier Solution Center

877.777.1552 | USFoods.com | Premierinc.com



PREMIER

THE POWER OF PARTNERSHIP