

THE FACTS ABOUT THE PREMIER COLLEGE & UNIVERSITY PROGRAM



For more details on the program, give us a call and ask for more facts.

Contact Information —

Kathy P. Kickert

kathy_kickert@premierinc.com

Phone: 615.261.9385

Mobile: 615.390.8012

PREMIER



An Educator's Choice

What is a group purchasing organization?

A group purchasing organization (GPO) is an entity that leverages the purchasing power of a group of customers to obtain discounts from vendors based on the collective buying power of its members.

What is Premier?

Premier Foodservice Solutions is a division of Premier, Inc., affiliated with nearly 4,600 facilities accessing the Premier Foodservice Program, among other Premier programs. Premier is dedicated to helping its members improve operational performance by gaining advantages of scale for purposes such as group purchasing of supplies and services. Premier is the largest and most successful GPO in the foodservice industry.

What is the Premier Foodservice Program?

The Premier Foodservice Program is a proven, 12-year foodservice purchasing program. It includes an aggressive national distribution program, discounted manufacturer agreements, technology solutions, cost management solutions, member satisfaction/communication and foodservice operational excellence. To date, the program has in excess of \$2.5 billion in purchasing power for its members.

What are the principal advantages of the program?

The chief advantages are: (1) immediate savings on your foodservice expenditures through deviated pricing and manufacturer rebates, (2) greater control and predictability of costs, and (3) leveraging of your purchasing power to positively influence quality, labor, revenue or other concerns of your management.

What is the relationship between Premier and U.S. Foodservice?

U.S. Foodservice is the primary distributor for the foodservice programs and offerings that Premier negotiates on the behalf of its members. One hundred percent of all products purchased from U.S. Foodservice are priced based on the overall distribution agreement Premier has negotiated on behalf of its members.

What are Committed Manufacturer Agreements?

Committed Manufacturer Agreements (CMAs) are contracts that Premier has negotiated with manufacturers on behalf of its entire membership. The products are typically purchased through U.S. Foodservice, but the deviated pricing and/or rebates are negotiated by Premier for Premier members. Contracts are negotiated to determine cost into distribution and have various controls built in to protect against extreme market fluctuations. On average there are in excess of 150 CMA contracts in place that cover 80 product categories and over 22,000 actual products. Members receive 100 percent of the rebates with no processing fee. Members have the option to purchase items that are not on the CMA list or to purchase from outside sources.