

# OPERATIONAL SAVINGS FOR THE LONG RUN

## HOW ARE YOU TAPPING INTO YOUR FOODSERVICE DISTRIBUTOR PARTNERSHIP TO SOLVE YOUR COST MANAGEMENT CHALLENGES?

Managing food cost is a top objective for 92% of acute care foodservice operators,\* with little relief expected. These significant cost pressures have required operators to develop high-performing partnerships, infuse technology and speak the language of key performance indicators (KPIs) to win in this current environment.

US Foods® VITALS is a curated industry-leading program for healthcare foodservice operators that includes a series of tools and resources to provide a strategic approach to maximize operational and financial resources. Sustained results are achieved through consultative partnership, creating end-to-end planning that drives savings, patient satisfaction and revenue.

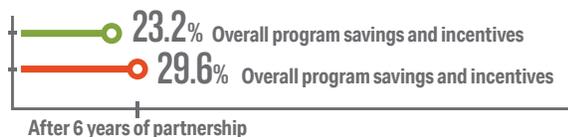
\*Datassential, 2024

“**[Baseline®] was a small investment in time that led to supported and validated communication with the C-suite about which area to reduce cost. These behaviors helped the nutrition team validate themselves as a best-in-class operation related to cost year-over-year.**”

– A Foodservice Director at a near-250 bed hospital in New York

“**Our IDN and US Foods have been partnered for success for nearly a decade. At the start, [our] group purchasing utilization was 88.5%, with an overall program savings and incentives of 23.2%. Six years later, the overall program savings and incentives have grown to 29.6%, with 93.4% of product purchases on contract.**”

– Associate Vice President, Food and Nutrition Services for a large healthcare system in Kentucky



### LEVERAGING STRATEGIC PARTNERSHIPS:

The Business Solutions team will partner to develop customized solutions to reduce costs, improve labor and staffing, and boost revenue flow without compromising patient satisfaction.



### IMPLEMENTING TOOLS AND TECHNOLOGY:

Customers save an average of 5% total operational cost when engaged. We provide in-depth financial analyses; identify trends by facility; and track changes in price, purchase volume and performance, all within one seamless digital platform.



### BENCHMARK PERFORMANCE:

Measuring system performance using the industry's largest database compared to your peers ensures your position of excellence and progress. Our industry experts work alongside you to align action to strategic goals.



### FOOD AND SUPPLY STANDARDIZATION:

Standardize products through a customized analysis, maximize contract utilization and control substitutions with auto-sub across your health system. Real-time product management allows you to select products and priorities to meet the unique nutritional needs of your patients and customers.

Scan the QR code to learn more about US Foods VITALS.

