

# TRUSTED PARTNERSHIP BEYOND FOODSERVICE DISTRIBUTION

## HOW DOES US FOODS® SHOW UP AS A TRUSTED PARTNER IN HEALTHCARE?

Healthcare mergers and acquisitions are large undertakings for organizations coming together to find common goals and cultures. In a time when labor is limited and costs are at their highest, including trusted partners in your journey can help manage costs, enhance the quality of patient care, ease the challenge of change for employees and their respective institutional cultures and accelerate the timeline for optimizing operational efficiencies and standardization.

The Foodservice Department is not an exception when it comes to mergers, because of its integral part in both patient and employee satisfaction. As your distributor, US Foods® can be a trusted partner to help you save time, costs and resources to assist with integrating your foodservice operations.

Our healthcare team understands that your foodservice business influences your success and offers end-to-end solutions. We create strategic partnerships to save you time, increase productivity with your teams, and support foodservice managers and directors with standardization, so they can keep their focus on their own teams.

“Our partnership [GPO and US Foods] began over 10 years ago when we operated independently from the health system. Within the first two years, US Foods Baseline® benchmarking tool was utilized, and a collaborative Value Analysis Team was created. From these core processes, an 11% food cost reduction and a 53% increase in rebates was realized.”

– System Director of Food and Nutritional Services at an integrated health system in the Midwest



### AS A TRUSTED PARTNER, US FOODS:

#### Understands your strategic business goals.

With a dedicated healthcare team of industry experts with more than 450 years of combined experience, we can lead your foodservice departments through the merger and beyond.

#### Has tools for cost management, standardization and labor savings.

Standardize products, maximize manufacturer agreements, and track costs per-patient-day targets by identifying what is driving food and supply costs.

#### Has resources to assist with retail revenue and employee satisfaction.

We help you set targets and develop a plan for your goals using pricing strategies, staff training, retail promotions, menu planning and more.

#### Supports local and sustainability initiatives.

Our Hungry for Better program has locally sourced products from regional farmers within 400 miles from where the products ship, and sustainably-sourced foods and products that meet our defined standards for responsible practices.

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

