



MEALS ON WHEELS

ANNUAL CONFERENCE AND EXPO

AUGUST 27-29, 2019

DALLAS, TX

HOW DISCOUNT PROGRAMS ALLOW YOU TO SAVE MORE TO SERVE MORE

Presenters:

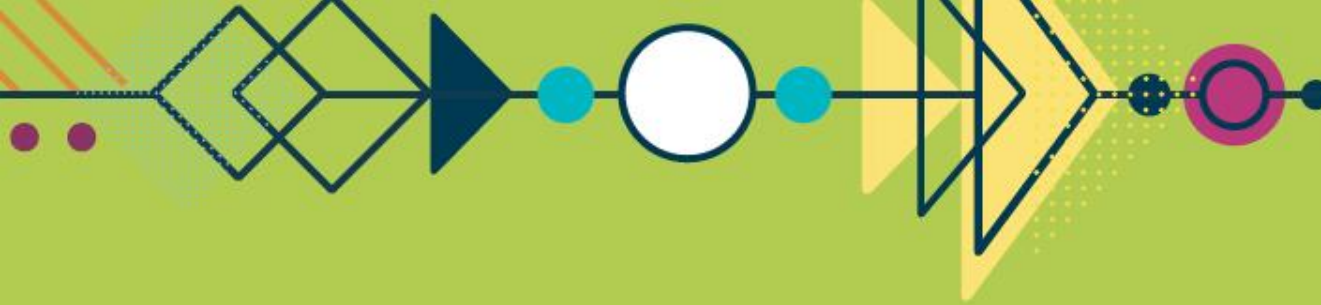
1. **Marzella Tyson**, CEO/Executive Director, Meals on Wheels Collin County
Mckinney TX
2. **Candace Duerr**, Regional Manager, Strategic Accts-National, Premier
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How Discount Programs Allow You to Save More to Serve More



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How Discount Programs Allow You to Save More to Serve More



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Regional Manager, Strategic Accts-National,
Premier

New York, NY

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How Discount Programs Allow You to Save More to Serve More

Member Panel Discussion

Who is Premier?

- Premier is one of the nation's largest performance improvement alliances of approximately 4,000 U.S. hospitals and 181,000 other providers
- Premier Healthcare Alliance was built to drive member savings and create solutions to help them succeed
- Publicly traded on NASDAQ with majority ownership by 185 of America's leading healthcare institutions
- No cost to join or utilize the GPO program
- Recognized for transparency, ethics and consistent execution
- Leading Food Program in the industry



Purchasing Portfolio

We're here to help you save on your entire **operation**

- Advertising Services
- Air Filtration Products
- Background Check Services
- Brand Name & Generic Pharmaceuticals
- Car Rental Services
- Cellular Services
- Credit Card Services
- Electronic Reference Checks
- Elevator, Escalator & Dumbwaiter Equipment & Service
- Energy Efficiency Products & Services
- Floor Care Equipment & Services
- Flooring – Resilient & Carpet
- Food
- Foodservice Disposables
- Gloves
- Housekeeping Products
- HVAC
- Inbound/Outbound Freight
- Laundry Products & Services
- Maintenance & Repair Operations
- Medical/Surgical Products
- Moving Services
- Office Supplies
- Paint & Related Sundries
- Paper & Janitorial Supply
- Paper Towels & Tissue
- Parking Management, Equipment & Services
- Payroll Services
- PC Hardware & Software Resellers
- Pest Elimination Services
- Printers, Copiers, Facsimiles & Facilities
- Management
- RFID Asset Tracking & Management Solutions
- Sale & Rental of Uniforms & Mats
- Stainless Steel Carts & Equipment
- Television Systems & Services
- Vaccines
- Yellow Pages Advertising
- And more!





Foodservice Distribution Program Contracted Manufacturer Agreements (CMAs) for food

US Foods Distribution Program

- 20 year relationship with our sole distribution partner US Foods
 - Earned through sourcing process – every 5 years
- Premier is US Foods' largest customer
 - Drives top commitments and contract terms
- Offers the best mark-up and incentive program through US Foods
- 99% Fill Rate Commitment
- Commitment to stock any item a Premier member requests with movement of 3 cs/week
- Dedicated support, technology tools and more
- Awarded by Foodservice Members



Food and Nutrition Services

- Centralized Kitchen
- Licensed Dietitian Staff
- HDM
- Congregate



Why MOWCC Needs Premier

- Increase in Demand
- First Time Waiting List
- High Food Costs
- Funding Cuts



Quality Meal Services

- Hot Lunches
- Breakfast
- Weekend
- Shelf Stable



Food Distribution Operational Incentives

Drop Size

- Average quarterly drop size
- 0.0% up to 1.4% quarterly

Accounts Payable

- Based on average daily sales outstanding (DSO)
- 0.0% up to .50% quarterly

New Business Incentive

- Less than 20% of current purchases come from US Foods today
- 2% paid on total purchases for first 6 months of utilizing the program

US Food Premier

PROVIDING QUALITY BENEFITS

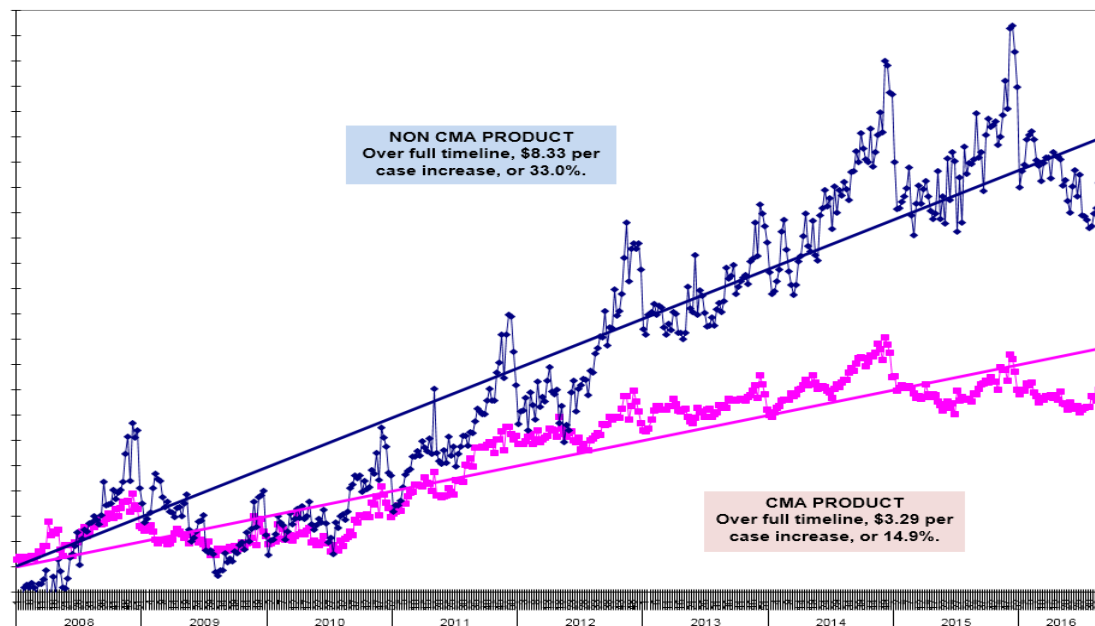
- Increase Buying Power
- Increase Meals
- Reduce Food Costs
- Manage Ordering



Are your Costs Protected?

GUARD AGAINST PRICE VOLATILITY with Premier CMAs

(Contracted Manufacturer Agreements)



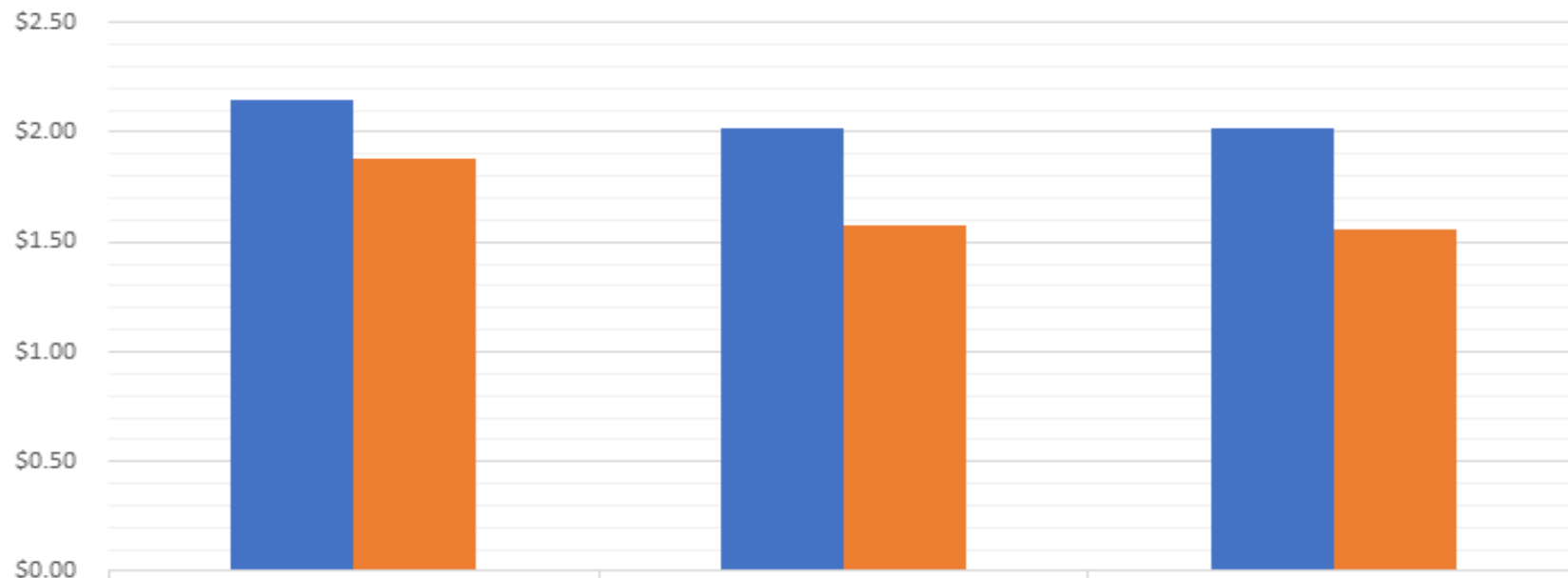
CMAs are protected from inflation by caps and price change cycles, resulting in less pricing volatility.

CMA contracts also allow for price decreases during deflationary market conditions. CMAs have averaged 23% lower in 5 years

Decreasing Food Costs

Raw Food - 3 Year Trend

■ Budget ■ Actual



■ Budget
■ Actual

2017

\$2.15

\$1.88

2018

\$2.02

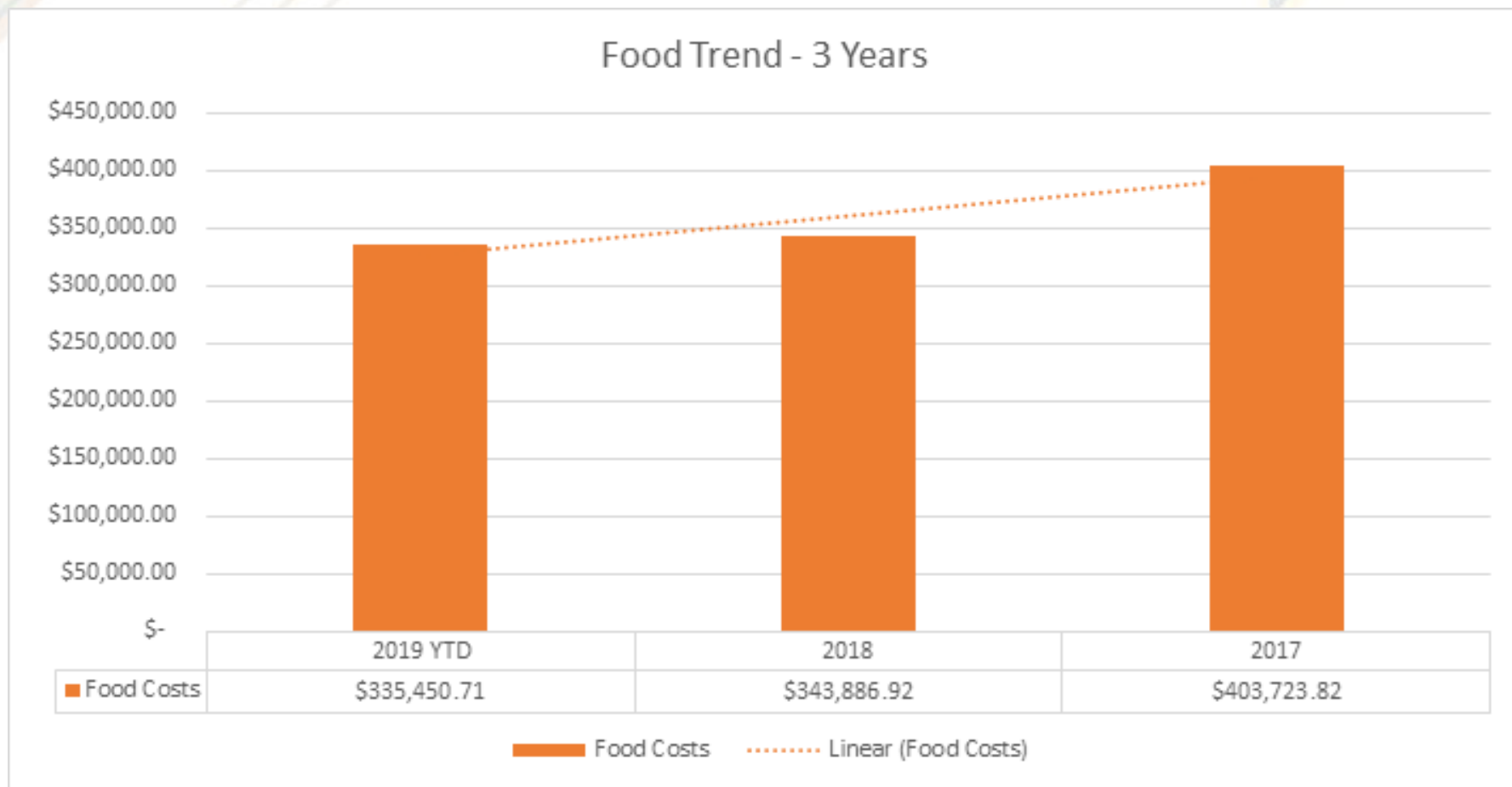
\$1.58

2019 YTD

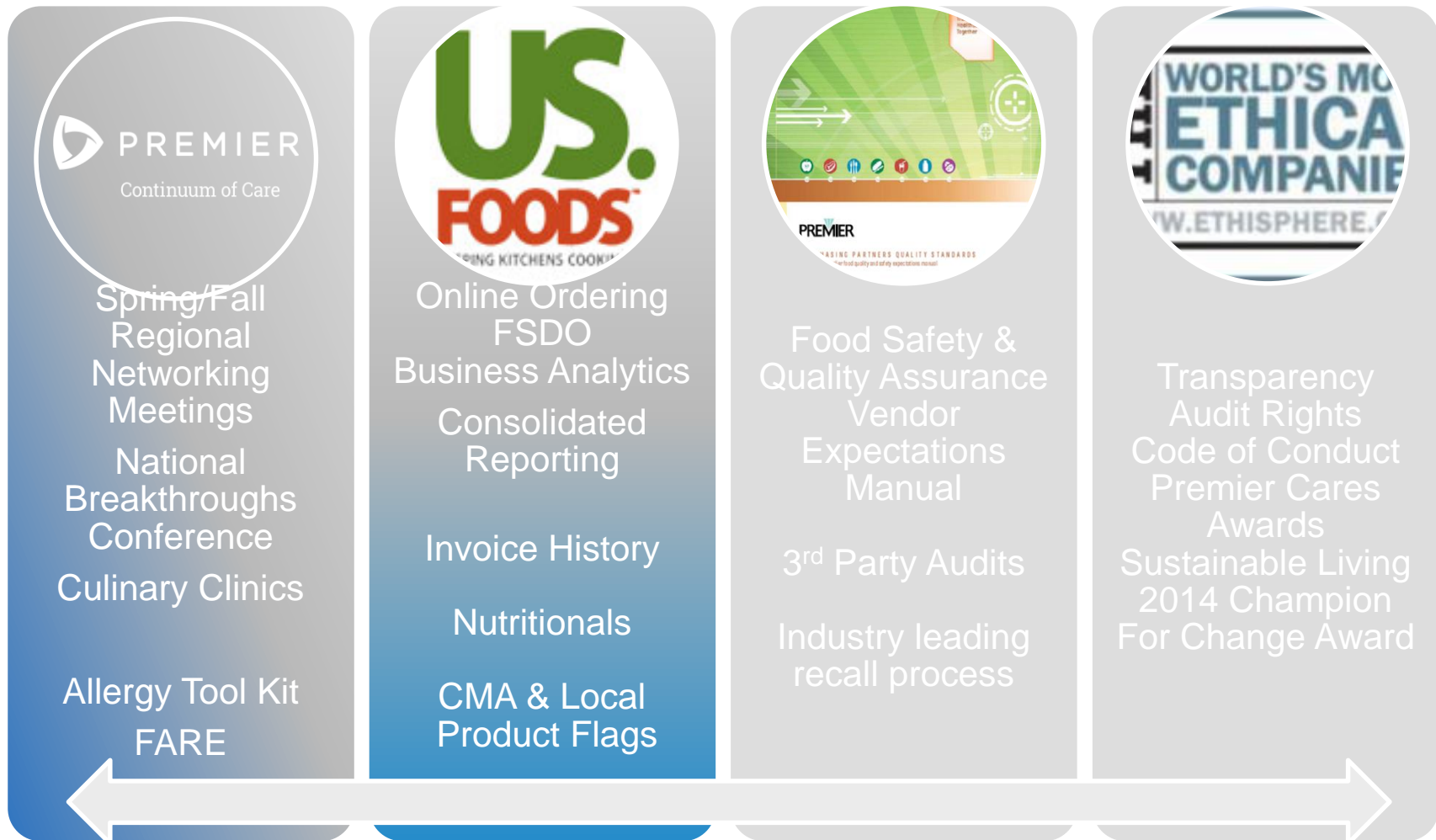
\$2.02

\$1.56

Decreasing Food Costs, continued



Value Added Support



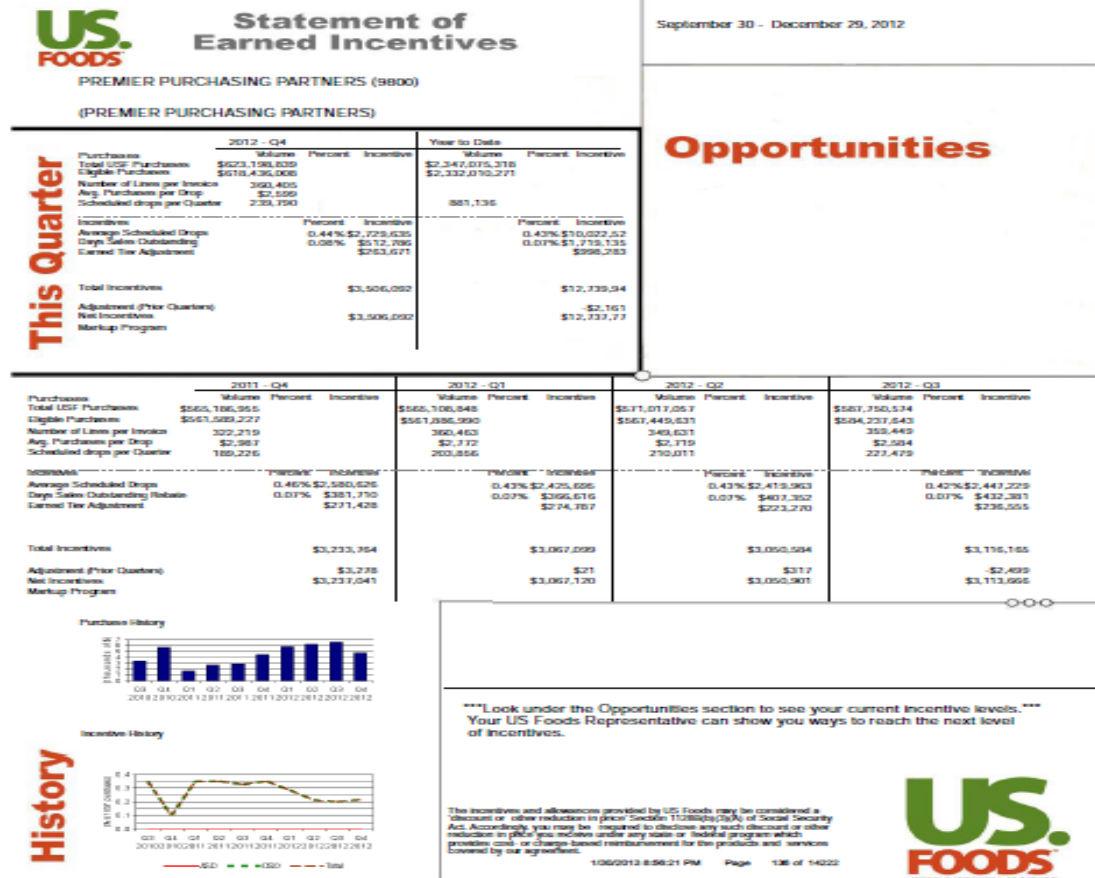
Premier Support – Knowledge, Networking, IT Tools, QA, Transparency

Indirect Benefits

- Leveraged Partnerships 
- Increase in Volunteers 

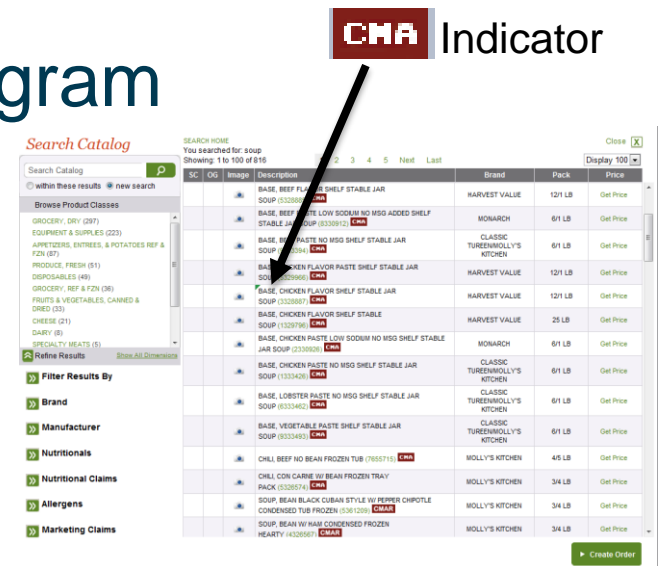


Bank Statement



Foodservice Direct Order

- Complete USFood.com functionality
 - Many features were built through collaboration with Premier members
- Custom page with links to key program updates
- Customized Product Information
 - CMA Product Flagging
 - Highlights for new contracts
 - Highlights for expiring contracts
- Customized Reporting



Meals on Wheels America – Premier Group Purchasing Organization



One of the greatest benefits of Meals on Wheels America membership is the ability to harness the power of the national network of overall programs into significant savings for your local program. Access your members-only discounts for the products and services you need to run your program successfully through Premier's group purchasing program. This member benefit is free of charge!

Premier's group purchasing services provide multiple options for members to aggregate volume and receive discounts on categories such as facilities, equipment needs, office supplies, information technology, administrative and more.



Access Premier's group purchasing savings today
by completing the enrollment form.

[GET STARTED](#)

To receive members-only discounts, you must be a
member of Meals On Wheels America.

[JOIN TODAY](#)

Online Enrollment Form



Premier Group Purchasing Organization enrollment form

Confirmation

Please confirm that you are a Meals On Wheels America participant by checking the box below before continuing. *

☐ Our organization provides meals and/or services to seniors

Contact information

Name *

First

Last

Title *

What is the title of your role / job at your organization?

Email address *

Enter Email

Confirm Email

Phone number *

FAX

Account information

Organization name (participating member) *

Federal Tax / Employee Identification No. (TIN/EIN)

Address *

Street Address

City

State

Organization type

Meals on Wheels Service Provider? *

☐ Yes.

Confirm your organization provides Meals on Wheels services.

Are you a healthcare provider (i.e., receiving Medicare and/or Medicaid funding)?

Healthcare provider *

☐ Yes

☐ No

Food purchasing

If you are interested in the Meals On Wheels / Premier Foodservice program please provide the following information:

Estimated Annual Foodservice Purchases: \$

Current Foodservice Distributor(s)

Average Daily Sales Outstanding (account payable terms)

Scheduled Food Deliveries Per Week

Average Food Drop Size: \$

Are you interested in other contract categories?

Check all that apply.

- ☐ Office supplies
- ☐ Copiers / print services
- ☐ Background checks
- ☐ Janitorial supplies
- ☐ Furniture
- ☐ Facilities / construction
- ☐ Foodservice equipment

Additional ship to locations or sites

If your agency has multiple locations that would access any or all of the GPO contracts, please download and complete this [spreadsheet template](#) ("Schedule 1") and email it to [Premier](#) to ensure that they are linked to the program.

Terms and conditions

I agree to the [Terms and Conditions](#) of participation on behalf of the Participating Member and all facilities listed on [Schedule 1](#).

I agree to the terms and conditions *

☐ Yes

[Submit](#)

[Back to home page](#)

Get Started...



<http://mealsonwheels.premierinc.com/>

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How Discount Programs Allow You to Save More to Serve More

Session Q & A

QUESTIONS ABOUT THE MEMBER DISCOUNT PROGRAM?



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Don't forget to evaluate today's session in the Conference App!

