





Confidentiality and Antitrust

- We are not here to ask anyone to disclose sensitive competitive information
- We are not here to encourage anyone to recommend changes to their company policies or practices – those decisions are up to each of you independently
- If you feel something is proprietary or confidential, do not offer that up to the group
- Do not breach any confidentiality agreements you may have with your customers during these discussions
- All information shared during this session should be considered “public domain”
- Be especially careful to avoid discussions about anything to do with specific prices for specific customers
- Avoid discussions about whether to do business with certain partners and under what terms of sale



Why are we here?

- Foodservice trade and pricing discounts is a challenging and dynamic environment
 - Across manufacturers, there are significant yet common challenges to address
 - In some areas, solutions defined collectively can have greater value than operating independently
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- Education
- Awareness
- Problem-solving
- Networking



Today

- Education on our latest release
- Highlight existing features to drive efficiency
- Collaboration on new features & enhancements

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1. General Session
 2. 'Programs' and 'Billbacks'
 3. Group collaboration
 4. Review



Planning Groups



Automating Program Approval



Auto Reconcile the Serial Deductors



GROUP BREAK OUTS



Today's process

- Small breakout groups for discussion
- Ideate, brainstorm and problem-solve
- Re-group as a general session

Your role

- Rely upon your experience and knowledge in the industry
- Try to free yourself of the constraints you may have “back at the ranch” [e.g., disposable vs. F&B, broker v. direct, etc.]
- While we are working as a group, feel free to throw in challenges you have right now for selfish reasons



What are your top 3-5 ideas for improving our application?

- A. Totally new feature[s]
- B. Modify or enhance an existing feature
- C. Elimination of steps or actions

Think of this as “Wouldn’t it be GREAT if ... “



Group 1

John Claggett
Cathy Montplaisir
KC Danzansky
David Archibald
Julie Michel

Group 2

Zachary Walther
Cathie Bunch
Leslie Brauns
Dayna Johnson
Gina Lalka

Group 3

Kendra O'Hern
Kathy Freed
Stacy Martin
Eric Wilkins
Kelly Parker

Group 4

Melanie Willson
Andrea Eberly
Russ Koshiol
Robert DeStefano
Joe Lamb

Group 5

Angela Cummings
Jim Japczyk
Gina Schupanitz
Allison Macko
Matthew Massoud



Group 6

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Tom Eberhardt
Tanya Smith
Laurinda Beaver
Michelle Jensen

Group 7

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Rhonda Oliver
Darren Oellien
Maria Trovato
Amy Clark

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Jeannette Jodrey
Kylie Schafer
Rita Westall
Ellen Maier-Zinn

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Robert Grimsley
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