

Below are some frequently asked questions on Foodbuy and the program offering.

1) Why should you join Foodbuy?

Answer: Foodbuy is the largest foodservice procurement organization in North America and are able to leverage over \$2.2 billion in purchasing power. They work with over 400 leading manufacturers and distributors across Canada, which enables them to deliver unmatched cost savings. Their members have access to over 35,000 rebatable SKUs.

2) How does the program work?

Answer: With no change to your distribution agreement or your purchasing behavior, Foodbuy receives your data directly from your distributors into their system for calculation of rebates. Then your data is analyzed for qualified rebates, and they look for areas to increase those rebates through like for like matches to create more savings for you.

3) What Broadline Distributor partners does Foodbuy work with in Ontario?

Answer: Foodbuy works with a wide range of broadline Distribution partner in Ontario, below are core Broadline distributors they work with:

- a. Sysco
- b. GFS
- c. Stewarts
- d. Flanagan's
- e. Kronos
- f. Morton's
- g. Summit
- h. Veritiv

4) What types of business does Foodbuy work with?

Answer: Foodbuy works with all kinds of operations, from small independent operators to large multi units. They service restaurants, hotels, golf & country clubs, casinos, healthcare operations, airline caterers and more.

5) What if I have an existing deal with a manufacturer?

Answer: Many Foodbuy members have direct deals with manufactures. Upon set up the member discloses their direct deals, and Foodbuy excludes those in their system when calculating rebates. The member can then work with their Account Manager to review their manufacture deals and can choose to move to the Foodbuy one.

6) What makes Foodbuy different from other GPOs and their competitors?

Answer: Tailored reporting, Transparency, Monthly rebate cheque, ProActive dedicated account management team, YOY Growth, larger pool of suppliers and sku's, Parent Company being Compass, dedicated business development team, flexibility, tailored programs to brand operators.

7) How do I get set up on the Foodbuy Program and what information is needed?

Answer: Reach out to ORHMA today and they will gather all the information and paperwork needed to join the Foodbuy Program. Below are some key details that will be needed.

- Legal name
- Current GPO status or NA
- GST/HST number
- Operation address
- Distributor account number(s)
- Supplier exclusions
- EFT information