

MCEL PRESENTATION

Important Updates - new and improved
US Foods/Premier Food Bid

MCS Food Bid History - 2016 vs 2021 RFP's

- ▶ In 2016, Food Services of America (FSA) once again received the contract for Montana Cooperative Services.
- ▶ For that bid, a Market Basket with approximately 400 items in various product categories was provided by MCS. Pricing for those items was the “bid” price and was noted as such in the FSA ordering system.
- ▶ Fixed Fee/Case were provided for all other items in those categories not identified as “Market Basket”. The fixed fees varied between each category.
- ▶ In July of 2018, US Foods announced the acquisition of Food Services of America.

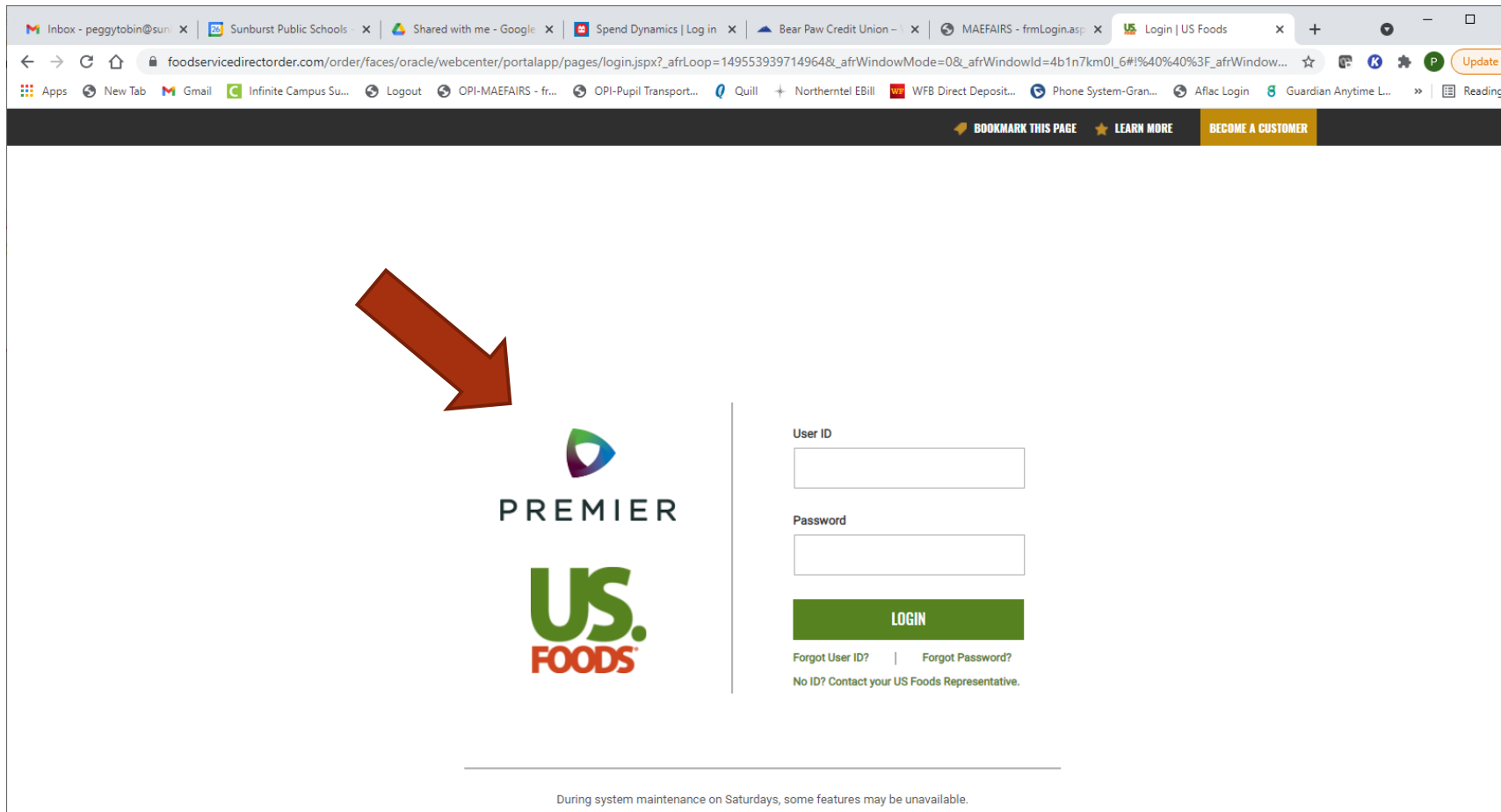
MCS Food Bid History - 2016 vs 2021 RFP's (Cont)

- ▶ The 2019-2020 school year food purchasing history was not only skewed by the US Foods acquisition of FSA, but also by COVID-19.
- ▶ In 2021, the “market basket” concept was replaced with a list of the top 150 items representing approximately 50% of units purchased from the 2018-2019 school year. This list was created to compare fixed fee/case pricing provided by potential vendors.
- ▶ US Foods RFP response included the use of a Group Purchasing Agent (Premier) allowing the pricing to be based on a much larger purchasing base than what the previous FSA bid could achieve.

MCS Food Bid History - 2016 vs 2021 RFP's (Cont)

- ▶ The pricing structure for the Montana school members is no longer a “bid price” on approximately 400 items, but instead is part of a group purchasing organization (GPO) for K-12 foodservice operators across the country. To date the Premier program generates in excess of \$6 billion in aggregated purchasing power for more than 24,000 members.
- ▶ The bid from US Foods/Premier is a Fixed Fee/Case price for ALL categories of \$2.70!
- ▶ Our minimum order has been decreased from \$400/order to a Quarterly Average of \$350/order.

What you will see when you log into US Foods online ordering system: **PREMIER/US FOODS**



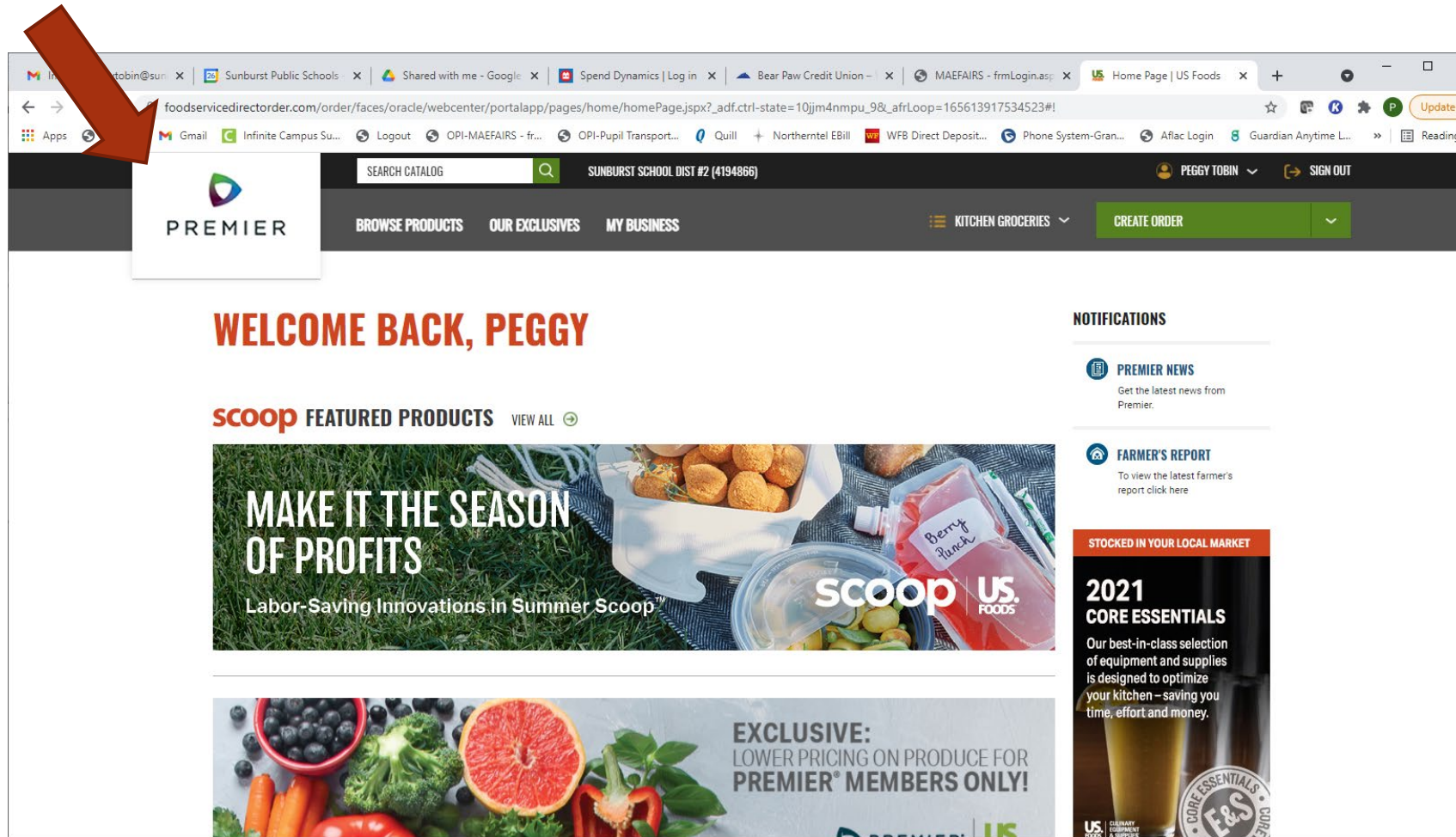
The screenshot shows a web browser window with multiple tabs. The active tab is titled "Login | US Foods". The address bar shows the URL: `foodservicedirectorder.com/order/faces/oracle/webcenter/portalapp/pages/login.jspx?_afzLoop=149553939714964&_afzWindowMode=0&_afzWindowId=4b1n7km0l_6#i%40%40%3F_afzWindow...`. Below the address bar is a navigation bar with links: "Bookmark This Page", "Learn More", and "Become a Customer".

The main content area features the "PREMIER US FOODS" logo on the left. A large brown arrow points from the top left towards the logo. To the right of the logo is a login form with the following fields and buttons:

- User ID**: A text input field.
- Password**: A text input field.
- LOGIN**: A green button.
- [Forgot User ID?](#) | [Forgot Password?](#)
- [No ID? Contact your US Foods Representative.](#)

At the bottom of the page, a footer message states: "During system maintenance on Saturdays, some features may be unavailable."

What you should see once you log in: “Premier”



The screenshot shows a web browser with multiple tabs open. A red arrow points to the Premier logo in the top left corner of the website. The website header includes a search bar, the user's name (PEGGY TOBIN), and a SIGN OUT button. Below the header, the main content area features a large banner for "MAKE IT THE SEASON OF PROFITS" with the text "Labor-Saving Innovations in Summer Scoop™" and logos for "scoop" and "US FOODS". To the right of the banner, there is a "NOTIFICATIONS" section with links for "PREMIER NEWS" and "FARMER'S REPORT". Below the banner, there is a section for "EXCLUSIVE: LOWER PRICING ON PRODUCE FOR PREMIER® MEMBERS ONLY!" featuring images of fresh produce. On the far right, there is a section titled "2021 CORE ESSENTIALS" with the text "Our best-in-class selection of equipment and supplies is designed to optimize your kitchen – saving you time, effort and money." and an image of a beer glass.

foodservicedirectorder.com/order/faces/oracle/webcenter/portalapp/pages/home/homePage.jspx?_adf.ctrl-state=10jjm4nmpu_9&_afriLoop=165613917534523#!

SEARCH CATALOG SUNBURST SCHOOL DIST #2 (4194866) PEGGY TOBIN SIGN OUT

BROWSE PRODUCTS OUR EXCLUSIVES MY BUSINESS KITCHEN GROCERIES CREATE ORDER

WELCOME BACK, PEGGY

scoop FEATURED PRODUCTS VIEW ALL

MAKE IT THE SEASON OF PROFITS

Labor-Saving Innovations in Summer Scoop™

scoop US FOODS

NOTIFICATIONS

PREMIER NEWS

Get the latest news from Premier.

FARMER'S REPORT

To view the latest farmer's report click here

STOCKED IN YOUR LOCAL MARKET

2021 CORE ESSENTIALS

Our best-in-class selection of equipment and supplies is designed to optimize your kitchen – saving you time, effort and money.

EXCLUSIVE: LOWER PRICING ON PRODUCE FOR PREMIER® MEMBERS ONLY!

US FOODS CORE ESSENTIALS E&S

If you don't see Premier on your website, call
Tammie Claassen in Billings:

Tammie Claassen | Account Exec

802 Parkway Ln | Billings, MT 59102

O 406.238.7854 | F 406.238.7899 | M 406.698.1918

tammie.claassen@usfoods.com

The ordering system has NOT changed.
What has changed is the pricing structure:

Old System - The FSA Ordering System used “Bid” for those items identified in the RFP as “market basket” items with the lowest pricing available to our schools.

New System - uses “CMA” (Contract Manufacturer Agreement) for all items with the best pricing (there are LOTS of them!!). Items identified as “NEW” will switch to CMA within a month or two. This reflects the bid pricing through Premier, the Group Purchasing Organization used by US Foods, and their pricing is better on almost every item!

RE: Order Guide q...Sunburst Public Sc...Shared with me - C...Spend Dynamics |...Bear Paw Credit U...MAEFAIRS - frmLo...Create Order | US |

foodservicedirectorder.com/order/faces/oracle/webcenter/portalapp/pages/lists/shoppingList.jspx?_adf.ctrl-state=I9su750at_4&_afLoop=23935012507866...Update

AppsNew TabGmailInfinite Campus Su...LogoutOPI-MAEFAIRS - fr...OPI-Pupil Transport...QuillNortnerntel EBillWYFWFB Direct Deposit...Phone System-Gran...Reading list

PREMIER

SEARCH CATALOGSUNBURST SCHOOL DIST #2 (4194866)PEGGY TOBINUpdateSIGN OUT

Kitchen Groceries





Display100 products

Filter list by...Sort ByUS Foods ClassViewAll

☐ Recently purchased only

Showing 1 - 100 of 187 | 12

Appetizers, Entrees, & Potatoes Ref & Fzn

▶		BURRITO, FERNANDO'S CHEESE & BEAN FERNANDOS #8190283 Uncategorized	\$37.11 / CS 1/72 EA	CS	<input type="text"/>	Line 18
▶		EGG ROLL VEGETABLE 3 FROZEN APPETIZER PACIFIC JADE #4958252 Uncategorized	\$37.29 / CS 4/18/3 OZ	CMA CS	<input type="text"/>	Line 17
▶		PIZZA, CHEESE WHOLE GRAIN SMARTPIZZA 4X6 FROZEN TONY'S #402057 Uncategorized	\$37.87 / CS 96/4.6 OZ	CMA CS	<input type="text"/>	Line 109
▶		POTATO, FRENCH-FRY 1/2" CRINKLE-CUT TFF LINE FLOW FANCY FROZEN TOP CAT #3788601 Uncategorized	\$22.59 / CS 6/5 LB	NEW CS	<input type="text"/>	Line 84

MANAGE LIST

Current Order

Total Cases0
Total Eaches0
Order Total\$0.00
Delivery DateN/A
PO #N/A

REVIEW ORDER

Save OrderCancel Order

Quick Entry

Product #Cust Prod #

Products in Order (0)

You currently have no products
in your order.

Items identified as “CMAR” have the CMA pricing AND a rebate paid directly to the school district via ACH. (Note ALWAYS compare prices between CMA and CMAR options before selecting which is best for the school).

How do you get the rebates?

- 1) Complete the Premier ACH Form
- 2) Order those items that have a CMAR insignia when price appropriate.

PREMIER

Appetizers, Entrees, & Potatoes Ref & Fzn (236)

Equipment & Supplies (79)

Grocery, Ref & Fzn (47)

Dairy (18)

Processed Meat (11)

Disposables (7)

...

▼ Lists

☐ My Order Guide (5)

☐ My Lists (16)

☐ Contracted Products (314)

☐ Recently Purchased (5)

☐ Master Shopping List (20)

► Promotions

► Brand

► Nutritional Claims

► USF Storage

► Marketing Claims

SEARCH CATALOG

SUNBURST SCHOOL DIST #2 (4194866)

<div><div><div></div><div></div></div><div><div><div></div><div></div></div></div><div><div><div></div><div></div></div></div><div><div><div></div><div></div></div></div></div> <div><div><div></div><div></div></div></div> <div><div><div></div><div></div></div></div>
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Premier Rebate ACH Direct Deposit Enrollment Form

The screenshot shows the MREA website with a dark red header and a yellow navigation bar. The main content area is white with a yellow sidebar. The sidebar contains a list of links: About MCS & Announcements, More About MCS, How to Order, MCS Products & Services, Vendor Contact Info, Forms, For Vendors, and Contact MCS. The main content area features a section titled "The New MCS State-Wide Food Services Program" with a "CLICK HERE - 15 Minute Video Update" link. Below this is a section titled "MCS's Partnership with QuEst" with a paragraph of text. At the bottom, there is a yellow banner with the text "Update Your District's Contact Information" and a "Update Now" button.

mrea-mt.org

Home Contact Us

Teach In Montana 2021 Legislature *COVID-19-NEW Board Services MT Cooperative Services About

Follow @DParmanMREA

Click here to sign up for our MREA email communications.

The New MCS State-Wide Food Services Program
CLICK HERE - 15 Minute Video Update

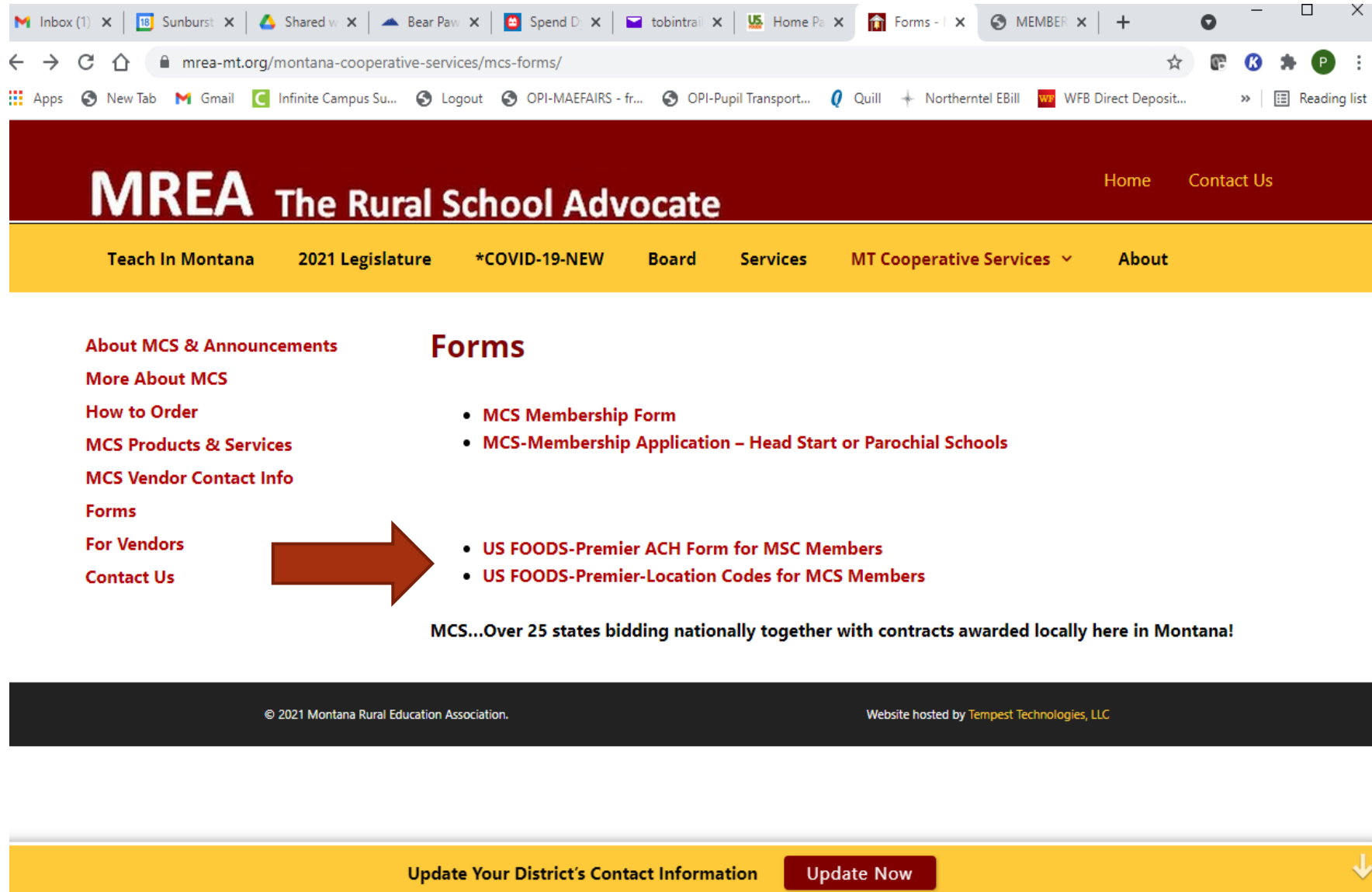
MCS's Partnership with QuEst

QuEst Services Corporation is a full service, **Preconstruction & Construction Management firm**, specializing in assisting School Districts in Montana as your Owner's Construction Representative (OCR). QuEst assists in all phases of Capital Project Planning from Pre-Bond Strategy, Concept Design, Budgets and Estimates to development of a Care & Maintenance Plan for your entire facility. Some of the services that QuEst provides are listed below:

Update Your District's Contact Information Update Now

https://mrea-mt.org/montana-cooperative-services/mcs-forms/

Premier Rebate ACH Deposit Enrollment Form



The screenshot shows a web browser window with the URL mrea-mt.org/montana-cooperative-services/mcs-forms/. The browser's address bar and tabs are visible at the top. The website has a dark red header with the MREA logo and navigation links. A yellow sidebar on the left contains a list of links, with 'Forms' highlighted. A large brown arrow points from 'Forms' to the 'US FOODS-Premier ACH Form for MSC Members' link in the main content area.

MREA The Rural School Advocate

Home Contact Us

Teach In Montana 2021 Legislature *COVID-19-NEW Board Services MT Cooperative Services About

About MCS & Announcements

- More About MCS
- How to Order
- MCS Products & Services
- MCS Vendor Contact Info
- Forms**
- For Vendors
- Contact Us

Forms

- MCS Membership Form
- MCS-Membership Application – Head Start or Parochial Schools
- US FOODS-Premier ACH Form for MSC Members**
- US FOODS-Premier-Location Codes for MCS Members

MCS...Over 25 states bidding nationally together with contracts awarded locally here in Montana!

© 2021 Montana Rural Education Association. Website hosted by [Tempest Technologies, LLC](#)

Update Your District's Contact Information [Update Now](#)

Premier Rebate ACH Deposit Enrollment Form

Premier Rebate ACH Direct Deposit Enrollment Form

Please complete this form in order to receive Premier Foodservice, Pharmacy and Medical/Surgical rebates through Direct Deposit. Premier offers Direct Deposit so that you may receive your rebates faster, while reducing the potential for fraud.

Date: _____

Facility/Member Information:

Facility Name: _____ Entity Code: _____

Address: _____

City: _____ St: _____ Zip: _____

Authorized by:

Name: _____ Title: _____

Phone: _____ Email Address: _____

Account Information:

Bank Name: _____

Account Name: _____

ABA Routing Number (for ACH deposits): _____

Account Number: _____

Email Notifications:

Below, please list any email addresses that should receive an email notification when a rebate deposit is made to your account. Multiple email addresses can be provided for each type of rebate.

	Email Addresses:
Foodservice Rebates:	
Pharmacy Rebates: <input checked="" type="checkbox"/> Check if not applicable	
Med/Surg Rebates: <input checked="" type="checkbox"/> Check if not applicable	

Please scan and email the completed Premier Rebate ACH Direct Deposit Enrollment Form to PremierRebates@PremierInc.com, or by fax to 704-816-3510. If you have any questions please email PremierRebates@PremierInc.com.

Other Ordering System Perks:

- ▶ Every account has a “history” order guide with 13 weeks of rolling food sales (except after the summer off ☺) and 52 weeks of supplies sales
- ▶ The US Foods system has great reporting capabilities for ordering/purchasing history, product usage and spending trends.
- ▶ Invoices and Payments are available online.
- ▶ A new inventory system is also being introduced.



SEARCH CATALOG

SUNBURST SCHOOL DIST #2 (4194866)

PEGGY TOBIN | SIGN OUT

BROWSE PRODUCTS | OUR EXCLUSIVES | MY BUSINESS

KITCHEN GROCERIES

CURRENT ORDER: \$0.00

Home > My Business

My Business



Reports

Get the answers and insights you need to improve your business. Download relevant data instantly and view updated reports nightly for access to more timely data.

Get Details

Invoices & Payments

Make payments as well as view individual invoices. Pay as you go or schedule automatic payments online directly from your bank account.

Get Details

Inventory

Create real time inventory cost reports to analyze and managing food costs. Automatically create orders based on inventory on hand and assigned par levels.

Get Details

Other Notes:

- ▶ We will continue to convert from old FSA brand items to US Foods/Premier brands. This is still a work in progress and food service staff will see “discontinued” products.
- ▶ The order system allows staff to see both the “original product” and a “recommended replacement”. It is very easy to accept the replacement item which automatically updates the order guide.

Recycle Bin

MD...
Compa

Food Services

FundAccoun...
- Shortcut

Acrobat
Reader DC

Google
Chrome

HP Solution
Center

VLC media
player

List of
Employees...

Inbox - peggyt x

Sunburst Public x

Shared with me x

Bear Paw Credi x

Spend Dynamil x

tobinrails@ya x

Create Order | x

+

foodservicedirectorder.com/order/faces/oracle/webcenter/portalapp/pages/lists/shoppingList.jspx?_adf.ctrl-state=nuvclqc6_4&_afrLoop=739...

Apps

New Tab

Gmail

Infinite Campus Su...

Logout

OPI-MAEFAIRS - fr...

OPI-Pupil Transport...

Quill

Northerntel EBill

WFB Direct Deposit...

Reading list

PREMIER

SEARCH CATALOG

SUNBURST SCHOOL DIST #2 (4194866)

PEGGY TOBIN

Discontinued Product

Original Product

CHEESE, CHEDDAR MILD
SHRED FANCY REF
COLUMBIA VALLEY FARMS
#6938400
Uncategorized

NEW

No Price
4/5 LB

Remove
Search for
Subs

Line
25

Recommended Replacement

CHEESE, CHEDDAR MILD
SHREDDED VACUUM-PACK
REF FANCY YELLOW
GLENVIEW FARMS
#7078338 (was #6938400)
Uncategorized

CMA

\$47.70 / CS
\$12.16 / EA
4/5 LB

☐ Accept
Replacement

CHEESE, COLBY JACK BLEND
SS STICK 50/50 IW REF
BONGARDS
#2751238
Unassigned Group

\$44.91 / CS
168/1 OZ

CS

Line
192

CHEESE, COTTAGE SMALL
CURD 1% MILK FAT TUB REF
GLENVIEW FARMS
#4446262
Uncategorized

\$33.08 / CS
\$8.44 / EA
4/5 LB

CS
EA

Line
144

MANAGE LIST

Current Order

Total Cases0

Total Eaches0

Order Total\$0.00

Delivery DateN/A

PO #N/A

REVIEW ORDER

Save OrderCancel Order

Quick Entry

Product #Cust Prod #

Products in Order (0)

You currently have no products
in your order.

Type here to search

12:55
10/18/

What to expect in the coming months:

Order Fulfillment Issues:

We are not going to always get everything we order. Prior to COVID, the “fill rate” for Billings was 98-99% (if they ordered 10 cases they got 10 cases). Since COVID, that fill rate has dropped to 70% (if they order 10 cases they get 7 cases).

- ▶ Why? Driver and staffing shortages are making order fulfillment difficult.
- ▶ Solution? Just order more?? The manufacturers are only allowing historical usage so ordering more isn't allowed.
- ▶ Recommendation - Have stand by substitute meals available in case an order item isn't received.

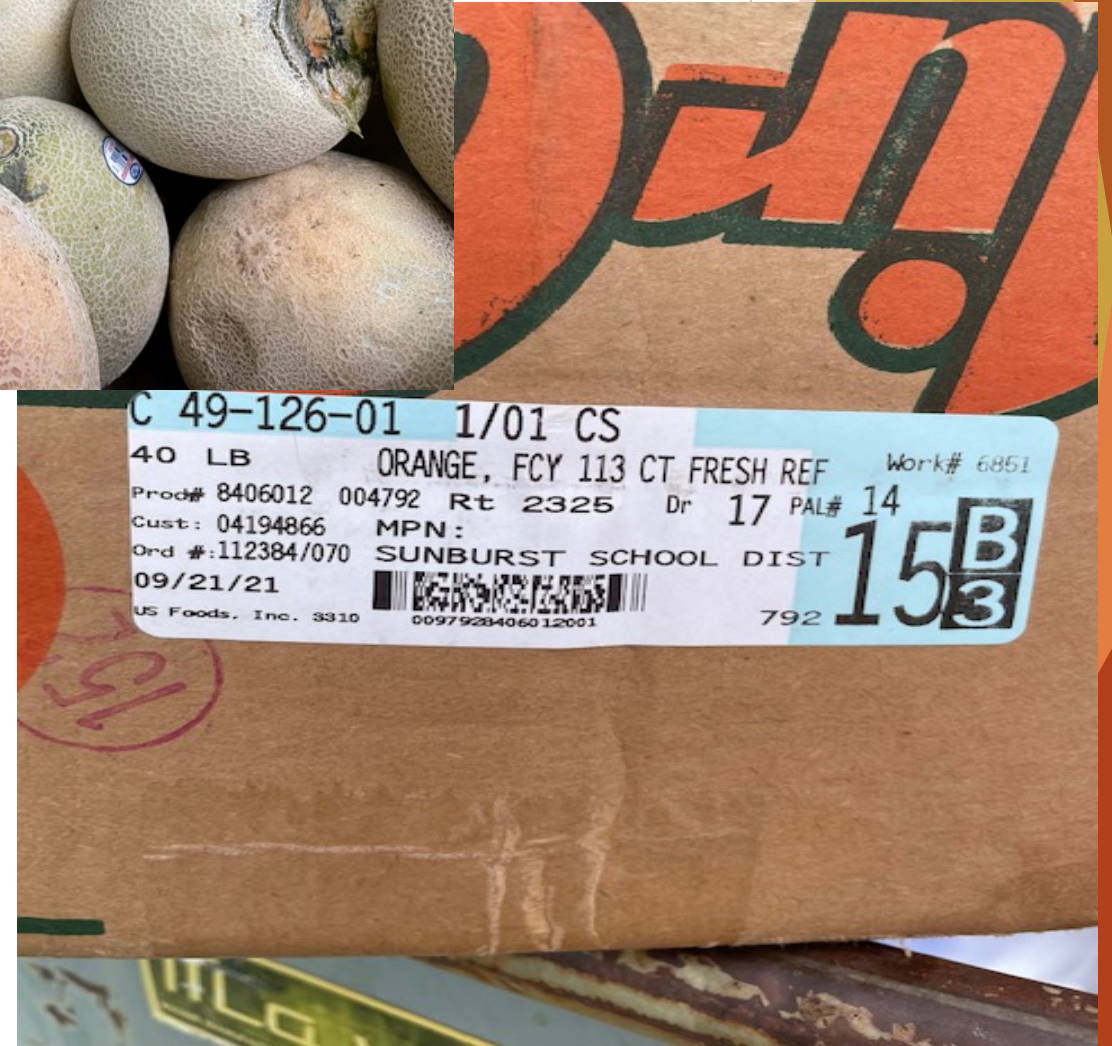
AND PLEASE BE PATIENT!!!

What to expect in the coming months:

Produce Issues:

The quality of our produce has NOT been good.

- ▶ **Why?** Salinas CA has been affected by the extremely high temperatures and humidity for this time of year. This has resulted in poor quality and shorter shelf life for produce received. In some cases, receipt of unusable product.
- ▶ What can you do?
 - ▶ If the problem is discovered during delivery, reject and return it via the driver for immediate credit.
 - ▶ If not, take a picture of the produce in question and the US Foods pick sticker on the box and email or text both to Tammie - she will process a credit to your account.



Tammie Claassen | Account Exec
802 Parkway Ln | Billings, MT 59102
O 406.238.7854 | F 406.238.7899 | M 406.698.1918
tammie.claassen@usfoods.com

What to expect in the coming months:

Produce Issues:

- ▶ When will it get better? As the season winds down in Salinas CA, US Foods will transition to Yuma AZ. However, the produce is not yet ready to pick in Yuma, so once again we ask for your understanding.

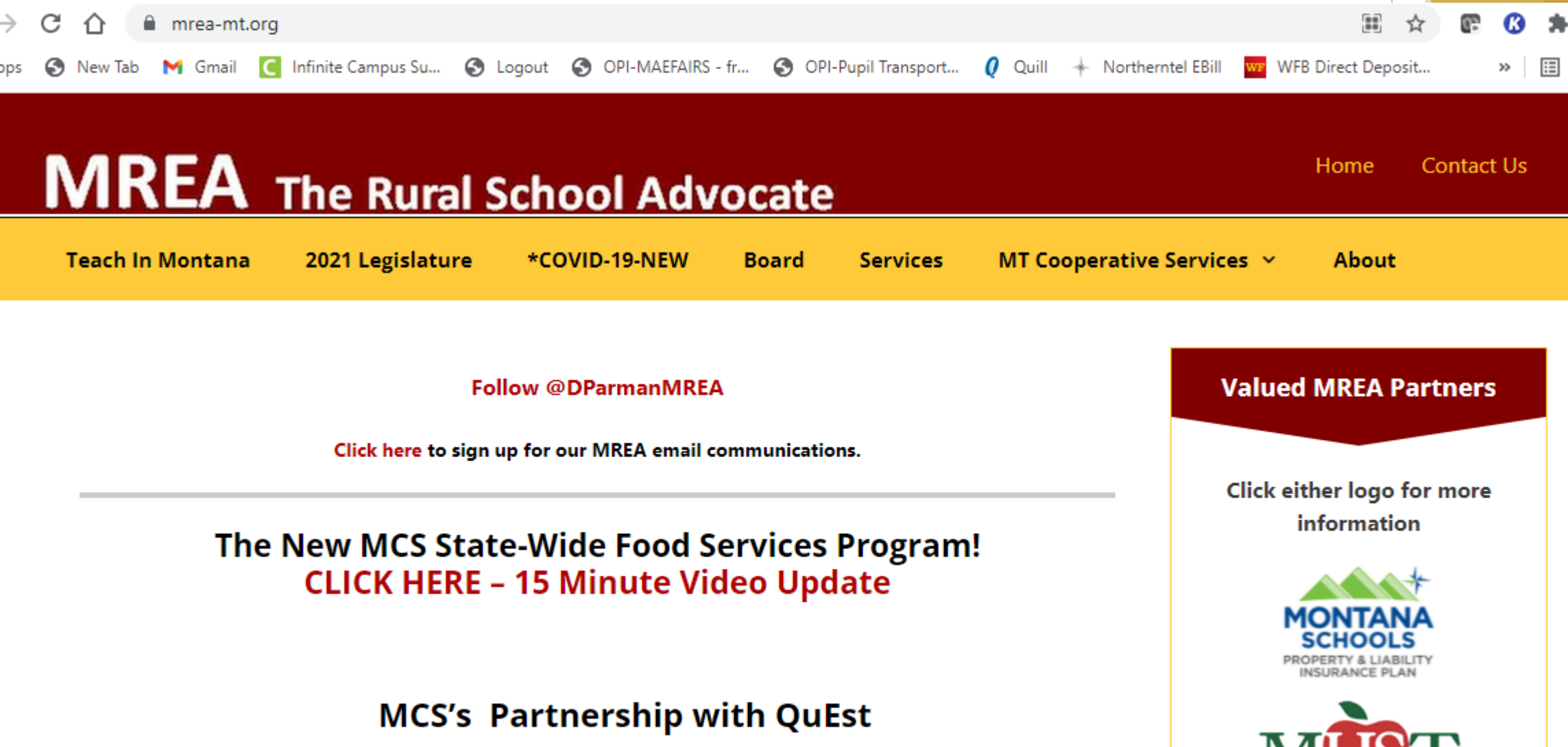
AND PLEASE BE PATIENT!!!

Western Montana will continue to use the FSA system until their stand up currently scheduled for February 2022.

The FSA ordering system will look the same as the US Foods system with the same identifiers such as “CMA”, “NEW” and “CMAR” instead of the old “Bid”.

Additional Resources for School Nutrition Staff:

Regional Meeting Video - located on the MREA home page and under the MCS tab on the MREA website -<https://mrea-mt.org/>



The screenshot shows the MREA website homepage. The browser address bar displays 'mrea-mt.org'. The website has a dark red header with the MREA logo and the tagline 'The Rural School Advocate'. Navigation links include 'Home' and 'Contact Us'. A yellow secondary navigation bar contains links for 'Teach In Montana', '2021 Legislature', '*COVID-19-NEW', 'Board', 'Services', 'MT Cooperative Services', and 'About'. The main content area features a social media link to follow @DParmanMREA, a sign-up link for email communications, and a prominent announcement for the 'The New MCS State-Wide Food Services Program!' with a 'CLICK HERE - 15 Minute Video Update' link. A sidebar on the right titled 'Valued MREA Partners' lists 'MONTANA SCHOOLS PROPERTY & LIABILITY INSURANCE PLAN' and 'MILITARY'.

mrea-mt.org

New Tab Gmail Infinite Campus Su... Logout OPI-MAEFAIRS - fr... OPI-Pupil Transport... Quill Northerntel EBill WFB Direct Deposit...

MREA The Rural School Advocate

Home Contact Us

Teach In Montana 2021 Legislature *COVID-19-NEW Board Services MT Cooperative Services About

Follow @DParmanMREA

[Click here](#) to sign up for our MREA email communications.

The New MCS State-Wide Food Services Program!
CLICK HERE - 15 Minute Video Update

MCS's Partnership with QuEst

Valued MREA Partners

Click either logo for more information

MONTANA SCHOOLS
PROPERTY & LIABILITY
INSURANCE PLAN

MILITARY