

US Foods lexicon

Barrett Thompson <Barrett.Thompson@zilliant.com>

Mon 7/8/2024 5:38 PM

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 Cc:Dominic Starr <Dominic.Starr@zilliant.com>

Term	Definition
A&C	Allowance & Charge; USF has functionality to upcharge or discount at the invoice or product level through a legacy system referred to as Allowance and Charge.
Agency Pricing	"Agency Pricing" refers to items priced on a national agreement that dictates margin; prohibits the Distributor from determining a margin.
Agreement	Also referred to as Contract or MDA; Written, binding document with terms and conditions that has been agreed upon between USF and the Customer
Amendment	Legal document that changes the terms and conditions of the previous version of the customer's agreement.
ASC	Automated Shipping Charges; USF has functionality to assign additional freight at the product and customer level referred to as ASC. This is above and beyond inbound product cost.
Bid	A list of items put out as an RFP (Request for Proposal) by a customer or group of customers that generally have terms and conditions.
CIA	Customer Incentive Agreement (CIA)
Configuration	Changes that will not impact upgrades, utilized product architecture, doesn't require complex support, and doesn't require specialized skills
Contract	Also referred to as Agreement or MDA; Written, binding document with terms and conditions that has been agreed upon between USF and the Customer
Contribution Margin	Using transactional and allocation methodologies, profitability based on the Financial Profit and Loss statement before Fixed Costs
Cost Points	Pricing tiers based on product values, as a fee per case or a fee per pound. Lower value products, receives lower fee-per-case markups, while higher value receives higher fee-per-case markups.
Customization	Changes that could impact future upgrades or require complex support or deviation from core architecture or requires specialized skills
DC	Distribution Center
EB	US Foods markets certain products under trademarks that we own or license, which are referred to as Exclusive Brand Products (EB Products).
EBP	Exclusive Brand Price List
EOA	Evidence of Authorization (EOA)
Existing Customer	Customer currently doing business with USF
Fallback Pricing	Term used to capture the fact that a default will price when no other pricing option through defined logic is available
GPOs (Group Purchasing Organization)	GPO is a formal network of customer locations who contract collectively to leverage negotiation. USF's largest customers are GPO's and they have a formal process that communicates and administers a location's legal recognition as a participating member.
Incentive Type	Different Incentives that are rewards or payments given in exchange for achieving certain Thresholds based on purchases, payments or deliveries
Joinder	A document that makes 1 customer a part of another agreement
Legacy	Current Active Agreement modeled outside of Deal Manager that needs to be loaded into Deal Modeling tool for amendments/extensions
LOP	Letter of Participation (LOP) Document that indicates that a customer is willing to participate with USF and the owner of the agreement
Market Basket	Set of core products the customer is expected to purchase
MDA	Master Distribution Agreement; Also referred to as Contract or Agreement; Written, binding document with terms and conditions that has been agreed upon between USF and the Customer
Menu Segment	2nd tier level classification of customers into the type of restaurant using their menu as a primary guideline.
Multi-Unit	A grouping mechanism that establishes a relationship between customers. This has multiple levels including, Local, Corporate and Parent. Originally designed as a reporting feature, however has expanded to include some limited system functionality.
Net Profitability	Total profitability down to the Contribution Margin
NOI	USDA's (US Department of Agriculture) Net Off Invoice & Modified Fee for Service programs. These are the underlying program that initialize product discounts to the school systems for value added products utilizing government commodities.
PIM	Product Information Management; system that holds and product categorization at 3 levels in hierarchy highest to lowest, Class>Category>Group.
Proprietary Products	Products USF has in inventory, in transit or for which orders have been placed, and that have been purchased, transferred, or consigned specifically for your account
Prospect Customer	Customer currently not doing business with USF
Purchase Allowances	Allowances that are negotiated with vendors as volume discounts and marketing incentives and are a revenue stream post purchase order.

Purchase Commitment	Purchase volume that the customer has agreed to as part of the conditions in signing the contractual agreement. Also referred to as Sales Commitment.
Pyramid Segment	High level classification of customers
Rollover	Within a Bid, there may be an option to "rollover", which means the bid document stays the same, no new information is put forth and the awarded items will remain awarded; however, while the terms and conditions may not change, pricing may be updated
Segmentation	Refers to the product classification in terms of PIM Class, Category, Group.
Snowflake	AWS Snowflake Data Warehouse
SOUS	USF's user interface to Salesforce
Special Order	Items that are not stocked at the Market and only ordered when a customer requests them via Special Order process. It's also a product status.
USF Direct	A subcategory of items and processes that act as a marketplace. Items are made available for sale via online ordering and directly shipped from vendors.
Vendor	Term that refers to the Manufacturer or Supplier from which the product is procured from, or the product originated from
Vendor Agreement	A contract between a customer and a vendor that
Vendor Agreement Auto-Renewal	Refers to the fact the vendor agreement will renew without the vendor communicating a new signed agreement
Vendor Deviation	Synonymous with Vendor Agreement

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-----Original Appointment-----

From: Lance Golinghorst <Lance.Golinghorst@zilliant.com>

Sent: Monday, July 8, 2024 7:33 AM

To: Lance Golinghorst; David Kurak; Barrett Thompson; Andy Mitchell; Bob Pedersen; Russ Halvorson; Kylie Fuentes

Cc: Dominic Starr

Subject: Internal: US Foods 7/31 demo huddle

When: Monday, July 8, 2024 4:00 PM-5:00 PM (UTC-06:00) Central Time (US & Canada).

Where: Microsoft Teams Meeting

beginning of prep for 7/31 demo meetings for US Foods

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