

# Opportunities Analysis - Spend Analysis

177M

Total Customer Spend

86.52M

Total Company Spend

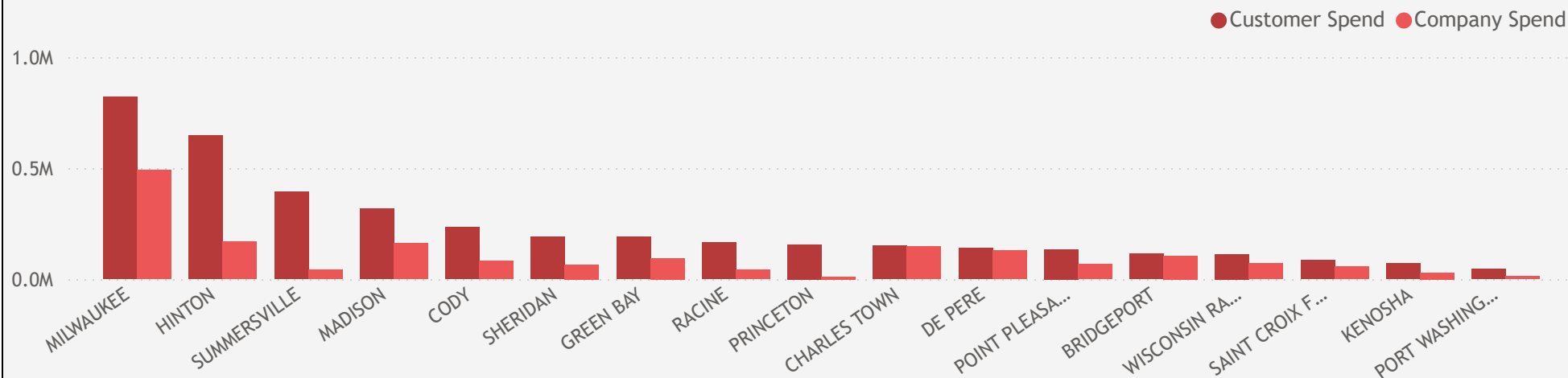
90.35M

Total Uncaptured Oppunity

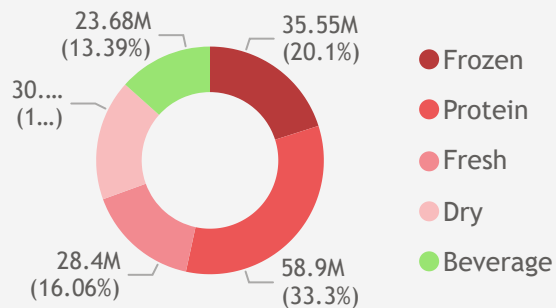
48.92%

Company Share of Wallet %

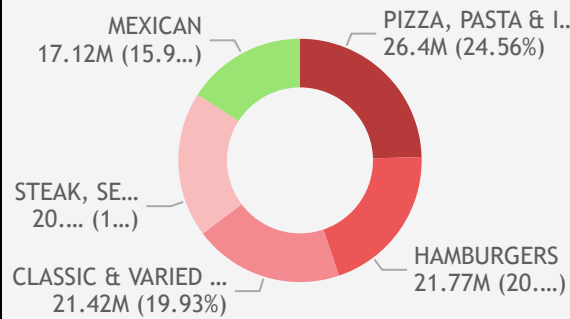
Top 15 states by spend



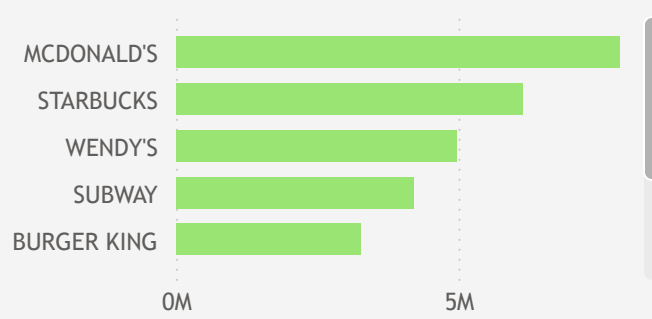
Category Spend By Breakdown



Total spend by menu



Top 8 customers by spend



# Opportunities Analysis - Non Commercial

14

Total Non Commercial

(Blank)

Healthcare

13

Academics

1

Other

Employees count

All

Meals per day

All

Schools nos.

All

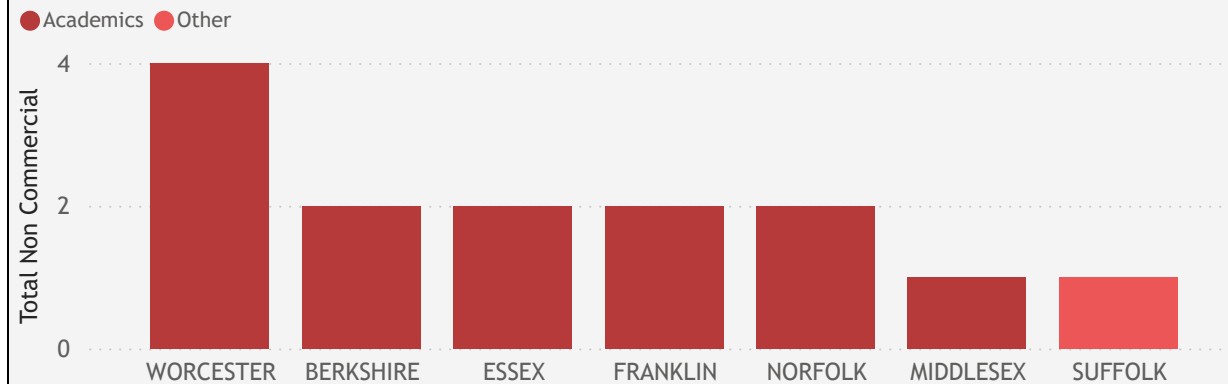
Beds capacity

All

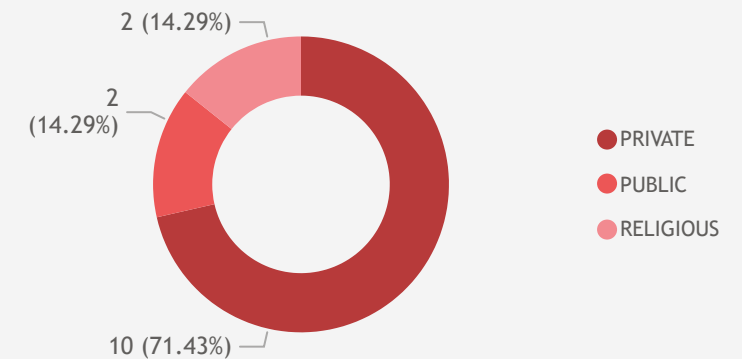
Enrolled nos.

250 AND LESS

County and their institutions



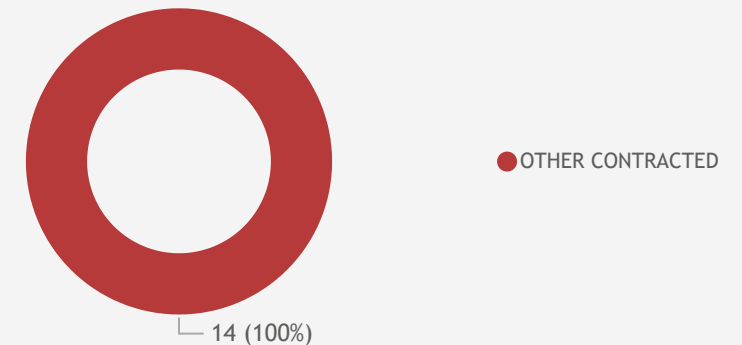
Institution Type



Institutions

| NAME                                   | Category  | County    | Meals per day |
|--|-----------|-----------|---------------|
| THE KOLBURNE SCHOOL                    | Academics | BERKSHIRE | 101 TO 250    |
| ST PATRICKS SCHOOL AND EDUCATIONAL CTR | Academics | MIDDLESEX | 101 TO 250    |
| ST JOSEPHS INSTITUTE OF THEOLOGY       | Academics | WORCESTER | 101 TO 250    |
| ST BASILS SEMINARY                     | Academics | ESSEX     | 101 TO 250    |
| PETERSHAM CENTER SCHOOL DISTRICT       | Academics | WORCESTER | 101 TO 250    |
| MILDRED ELLEY BUSINESS SCHOOL          | Academics | BERKSHIRE | 101 TO 250    |
| MARIAN COURT COLLEGE                   | Academics | ESSEX     | 101 TO 250    |
| HEATH ELEM SCHOOL                      | Academics | FRANKLIN  | 101 TO 250    |
| HARVARD SCHOOL OF DENTAL MEDICINE      | Other     | SUFFOLK   | 101 TO 250    |
| G STANLEY HALL SCHOOL                  | Academics | WORCESTER | 101 TO 250    |

Operator Coverage - Establishment Count



# Opportunities Analysis - Retail Store Analysis

21

Total Retail Stores

13

Grocery stores

3

Liquor stores

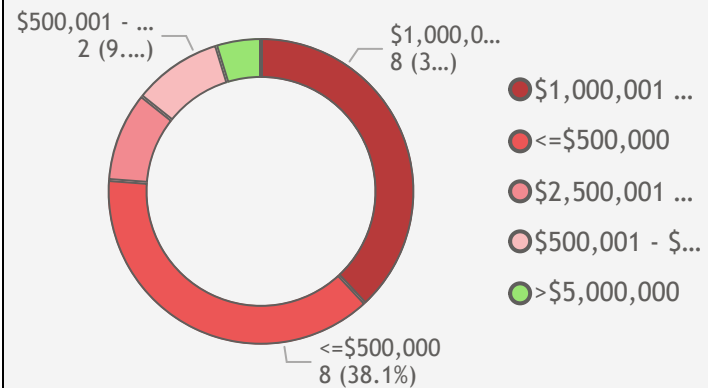
3

Convenience stores

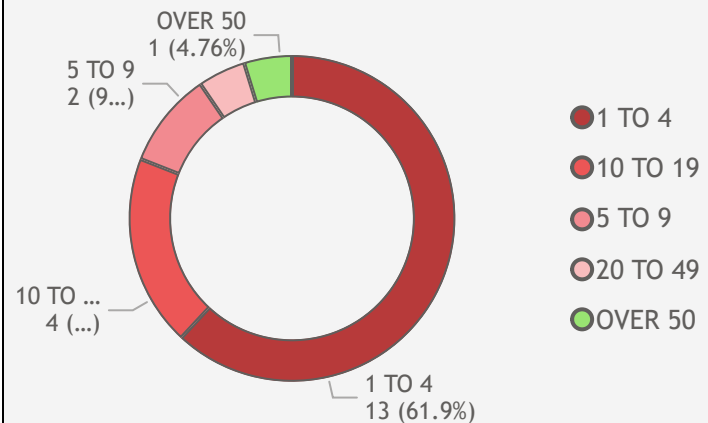
2

Others

Total Retail Stores by Annual Sales



Total Employees in stores



Retail Stores by county

