

Opportunities Analysis - Spend Analysis

177M

Total Customer Spend

86.52M

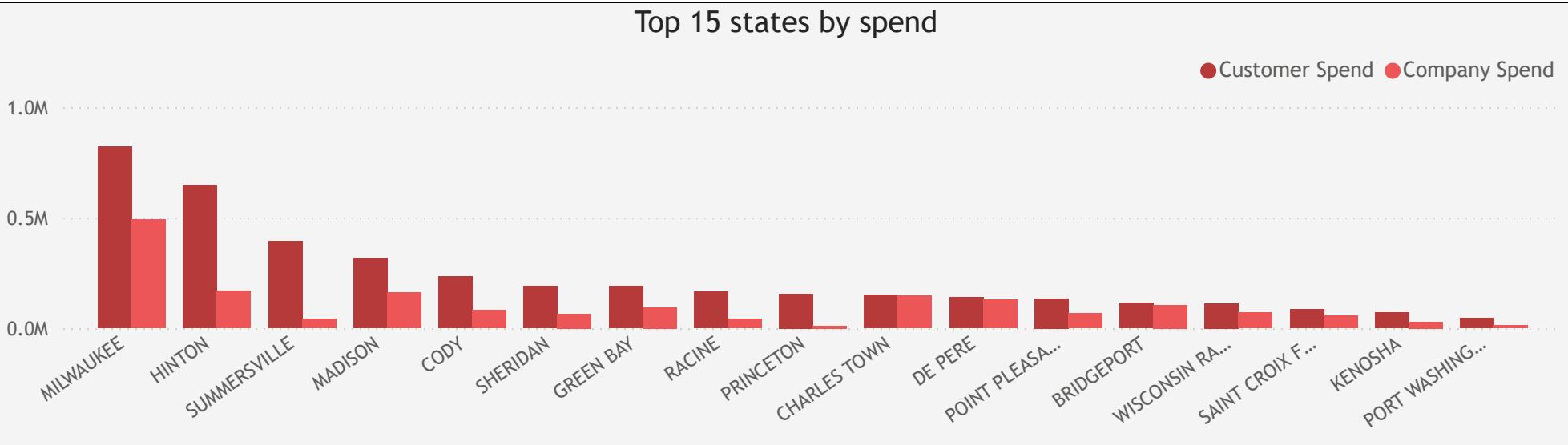
Total Company Spend

90.35M

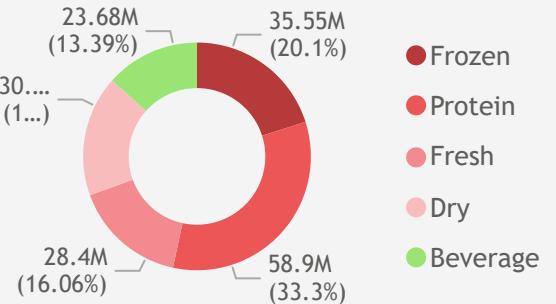
Total Uncaptured Opportunity

48.92%

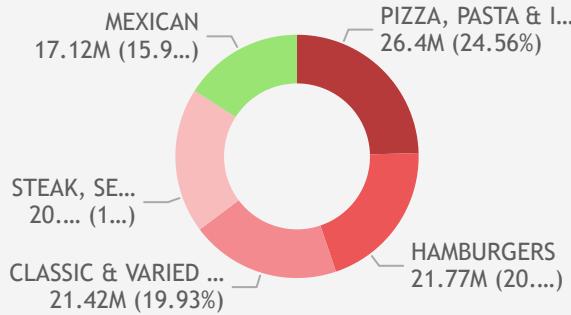
Company Share of Wallet %



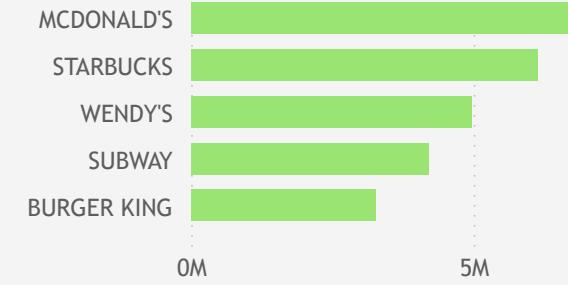
Category Spend By Breakdown



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

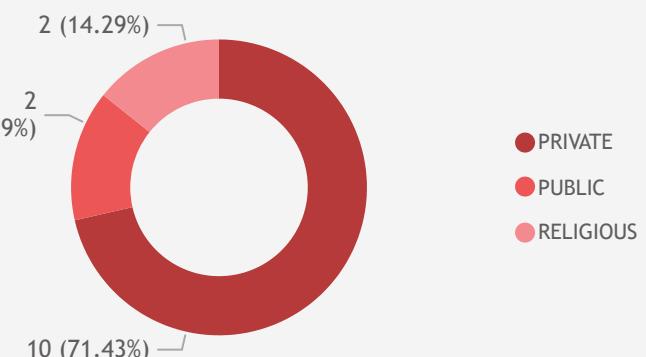
● Academics ● Other

Total Non Commercial

4
2
0

WORCESTER BERKSHIRE ESSEX FRANKLIN NORFOLK MIDDLESEX SUFFOLK

County and their institutions



NAME

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

● OTHER CONTRACTED



Opportunities Analysis - Retail Store Analysis

21

Total Retail Stores

13

Grocery stores

3

Liquor stores

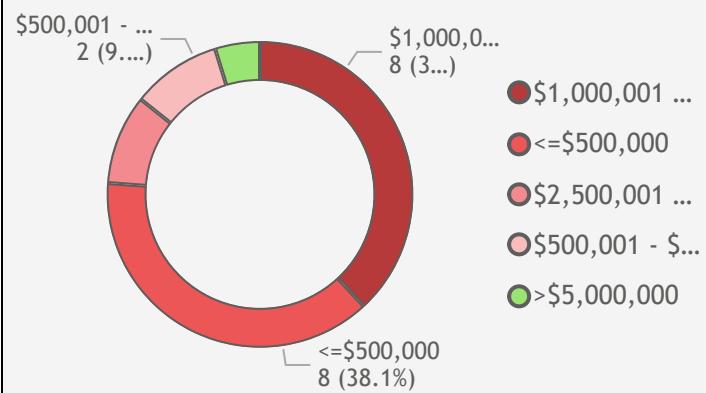
3

Convenience stores

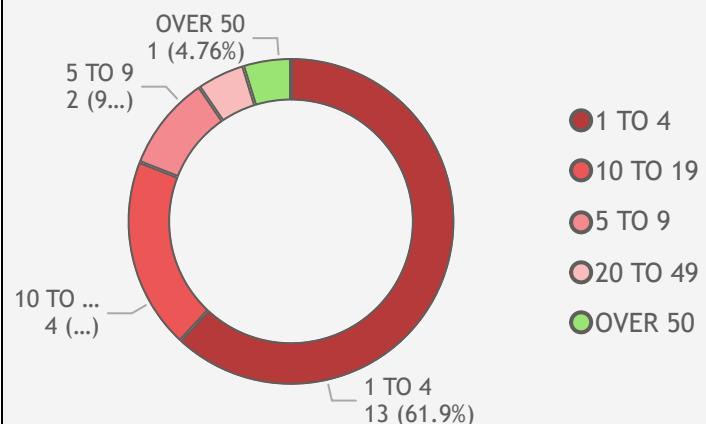
2

Others

Total Retail Stores by Annual Sales



Total Employees in stores



Retail Stores by county

