

Distribution Fees:

Sysco and Vizient are pleased to offer the following Mark Up and drop size incentive for your consideration. The markup shown on the invoice will be 8.75% and may be reduced based on order size detailed here:

Individual Order Size				Incentive
\$	1,800	-	\$ 1,999	0.65%
\$	2,000	-	\$ 2,499	0.75%
\$	2,500	-	\$ 2,999	1.00%
\$	3,000	-	\$ 3,499	1.50%
\$	3,500	-	\$ 4,499	1.75%
\$	4,500	-	\$ 4,999	2.00%
\$	5,000	-	\$ 7,499	2.25%
\$	7,500	-	\$ 9,999	2.50%
\$	10,000	-	\$ 14,999	3.00%
\$	15,000	-	or more	3.25%

Vizient Allowances & Sysco Brand Incentive:

The Sourcewell Member locations will be receiving allowances, defined as \$ off per case or per/lb. taken at the time of delivery, and deviations, defined as a guaranteed cost into Sysco, or a guaranteed sell price from the MFR to Vizient member. Depending on the manufacturer and type of product purchased, these allowances and deviations may account for a 10-15% savings to Sourcewell Members.

In addition, we are offering Sourcewell members a 1.25% rebate on all Sysco Branded items.

New Customer Incentive:

In consideration of the amount of work and time involved in transitioning to a new distributor, Sysco will offer the following transitional Incentive as a one-time payment to Sourcewell for their support and conversion to this offer.

1% of all eligible sales paid back to Sourcewell within 60 days of the one-year anniversary of the contract.

Terms:

Sysco's terms are net 30. Acceptable forms of payment are Check or ACH. We are offering a quick pay incentive outlined below:

0-3 days = 0.60% (ACH)	Cash Discount
0-7 days = 0.50%	Cash Discount
8-14 days = 0.38%	Cash Discount

Delivery and Proprietary Items:

In reviewing the Market Basket, we do have exact matches at all OP Sites on most of the items listed. Many of these are Vizient contracted items which should be a benefit regarding pricing and program participation. Here are Sysco's guard rails for inventory for Sourcewell:

1st Choice: Stocked Vizient Contracted Items

2nd Choice: Stocked Non Vizient Contracted Items

3rd Choice: Stock items per Vizient MDA (3 cs/week for Vizient Contracted Items, 5 cs/Week for Non-Contracted items.).