



FOOD PROGRAM

Frequently Asked Questions

Agreements & Fees

Is there a contract for Una, Sysco, or US Foods?

Una membership is free to join and there are no contractual obligations with Una or our suppliers. Both US Foods and Sysco require a **non-binding** Letter of Participation to access contracted pricing.

Does Una charge a sign-up fee?

No, Una never charges membership or participation fees and you will not be charged by the suppliers at any time.

How does Una make money if there are no fees?

Una earns a percentage directly from participating suppliers based on the collective purchasing volume of our members. This administrative fee allows us to offer our services without charging members.

Orders & Participation

Are there minimum order requirements for US Foods and/or Sysco?

Yes, the minimum order amount is \$500 for Sysco and \$600 for US Foods.

Can existing US Foods and Sysco customers participate?

Yes, current US Foods and Sysco customers are eligible for the program savings and benefits.

Will current US Foods and Sysco customers retain their Account Representative?

Sysco representative continuity is determined by the local operating company (Opco). US Foods representatives will transition to their national sales team.

Is customer support available?

Yes, customer support is available through your local representative, a dedicated National Account Customer Service line (800 number), and Una food team.



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Savings & Products

How can I verify that savings have been applied?

All pricing displayed in our catalog reflects the applied savings in real-time. Contracted items are also marked with specific icons indicating “VMA Pricing.”

Are rebates offered through this program?

Yes, members are automatically enrolled in incentive programs offered by both Sysco and US Foods.

What products are included in the Sysco and US Foods catalog?

Una's program provides access to over 30,000 contracted items, in addition to the complete standard catalogs of both US Foods and Sysco.

Am I obligated to purchase specific items?

No, members have access to the same comprehensive catalog as all other US Foods/Sysco customers.

Do I need to discontinue relationships with other suppliers?

No. We encourage members to make purchasing decisions that best suit their business needs.

Can I negotiate my pricing?

No, the GPO handles that directly with US Foods and Sysco. The Una food team is trained to advocate on behalf of members to secure best-in-class pricing.

Enhancing Savings & Program Differentiation

How can I increase savings over time? Can Una assist in maximizing savings?

Una offers custom “Pinpoint Reports” on a quarterly basis. These reports analyze your current spending and identify potential cost-saving alternatives.

How does Una's GPO differ from others?

Una is built on a foundation of **trust**, **growth**, and **agility**. We are a dedicated team committed to saving organizations of all sizes time, money, and effort through personalized support and transparent practices.

This sounds great! How do I get started?

Click [here](#), fill out the necessary information and a member of our food team will reach out within one business day to book a discovery call.

Visit www.una.com/food for more information.

