



### ***The Benefits of Transforming the Industry from a Stakeholder Perspective***

**Suppliers:** It is difficult for us to measure our impact in the K-12 market. Unlike the grocery and most other food service sectors, following item distribution and sales to the end user is a challenge. The industry wide GDSN Data Sharing & Analytics initiative will help us better understand how to successfully develop, refine and market products for this sector, and ultimately enhance the school meals experience for the schools and the students.

**Distributors:** As a distributor serving schools, this data system and technology will help us analyze the needs of our customers in several ways. The standardized GDSN data set will greatly simplify the procurement process and allow us to maintain an electronic connection to each customer's menu planning systems speaking the common GDSN language. More accurate forecasting, ordering, and receiving, and inventory will, in turn, make the entire supply chain more efficient saving time and money for all stakeholders. Ultimately, we can effect positive changes in the lunchroom.

**Agriculture Promotion Groups:** Our job is to effectively promote consumption of healthy foods from America's farms, ensuring that students have healthy and nutritious options. The added insights available through sharing standardized market data will assist us in these efforts.

**School Districts:** At long last, digital industry standards for product information will enable us to become far more efficient on the daily processes that drive our business. I welcome the opportunity to share non-personally identifying data with other districts around the country. The resulting data set will allow me to compare the performance benchmarks (Key Performance Indicators) of our program with districts sharing similar demographics and leverage the information to improve our meals programs for our schools and our students.

**State Agencies:** We are responsible for providing technical assistance and accountability measurements serving the school districts in our state. Many time-consuming tasks will be streamlined with the advent of standardized data sets encompassing the entire audit to support reimbursement of claims.