

Group Purchasing Organizations



1. *What is a GPO*
2. *Benefits of GPO's*
3. *Challenges with GPO's*
4. *Future of GPO's*

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Supply Chain Analytics and Consulting for Foodservice
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Today's Panelists- GPO's



Jeff Abramson
*Supply Chain Strategies,
Formerly Romanos &
Famous Daves, Datum
Advisor*



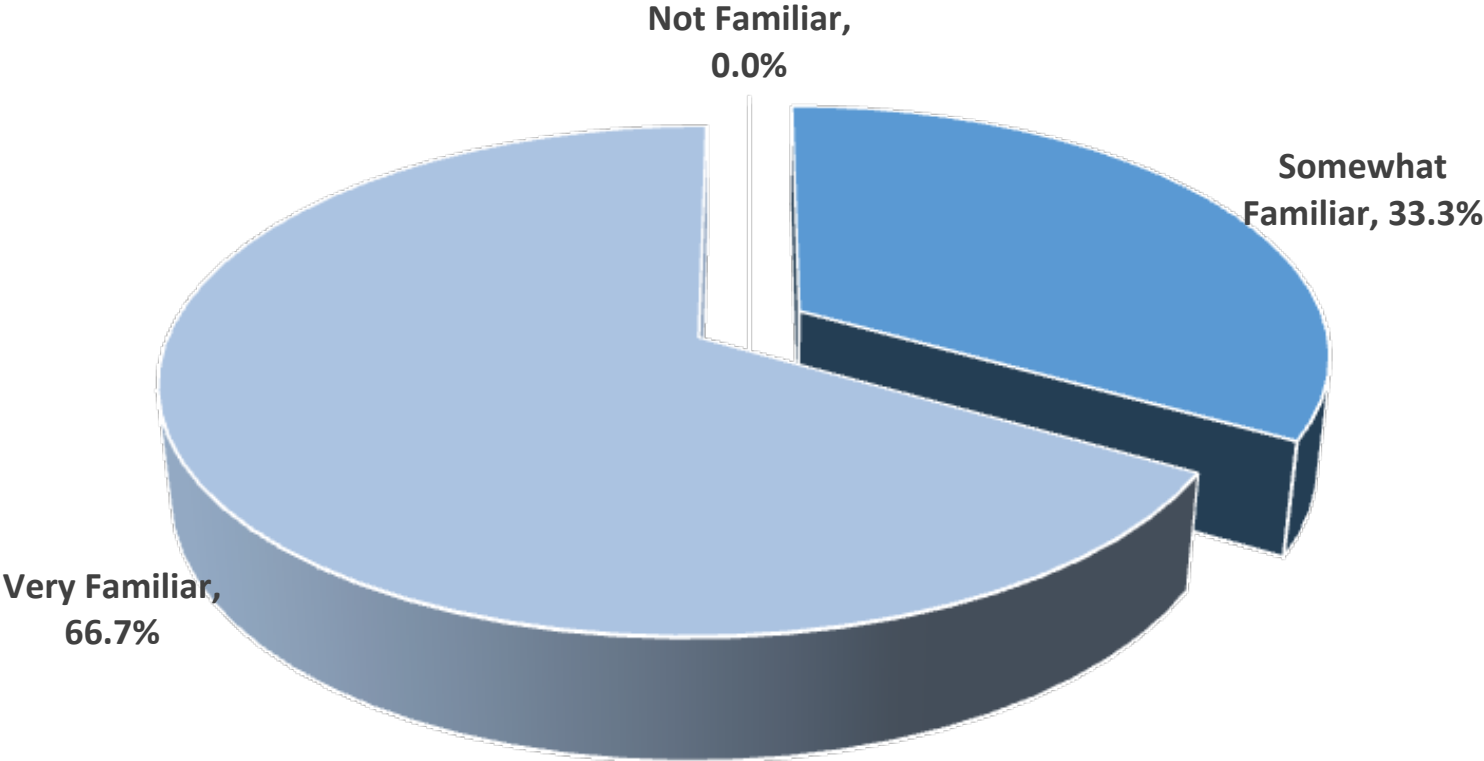
Brendan Clarke
*Formerly Distribution Market
Advantage & ArrowStream,
Datum Advisor*



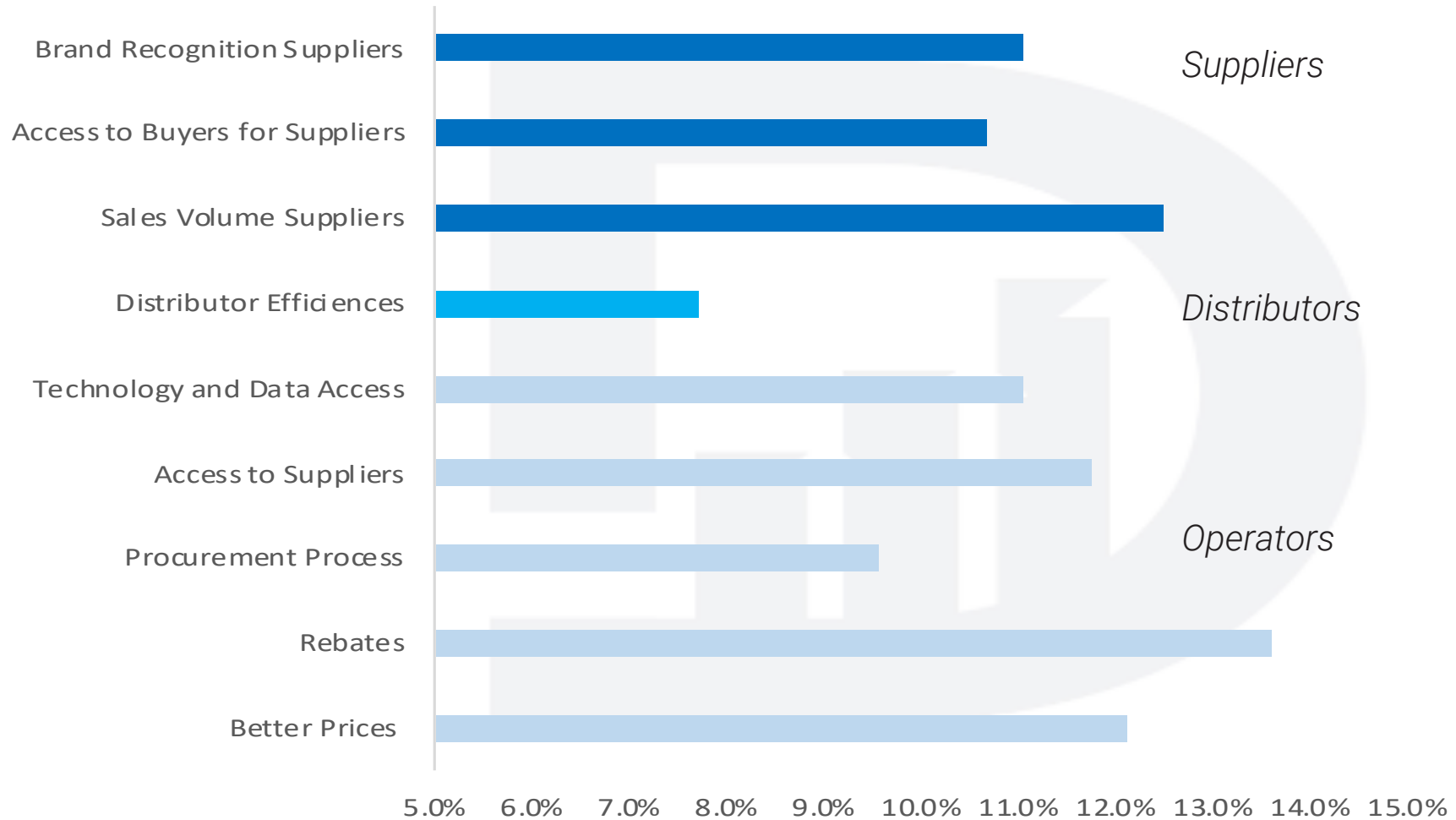
James Kennedy
*Retired Procter & Gamble,
Datum Advisor*

What is a Group Purchasing Organization (GPO) in Foodservice?

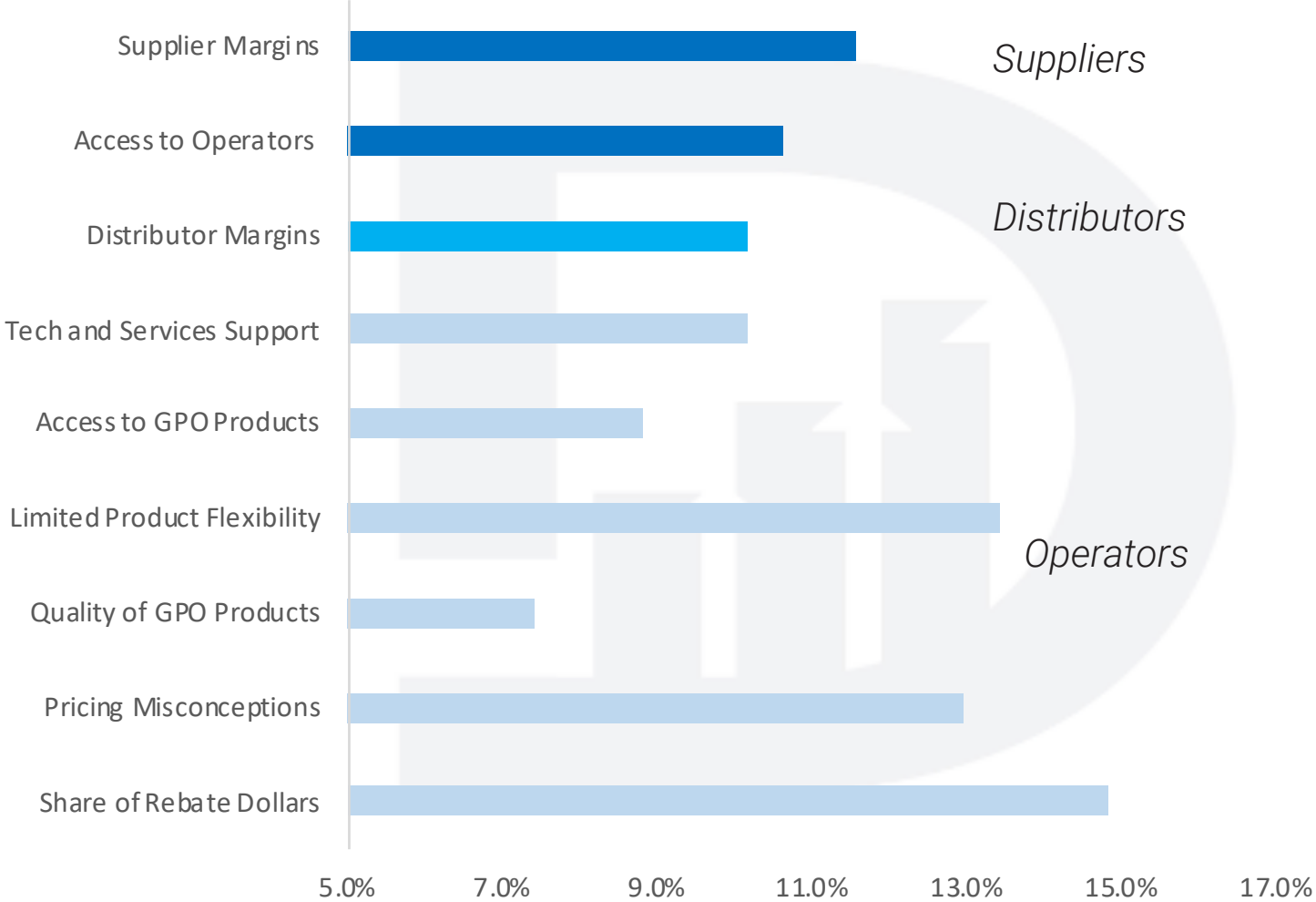
How familiar are you with GPO's?



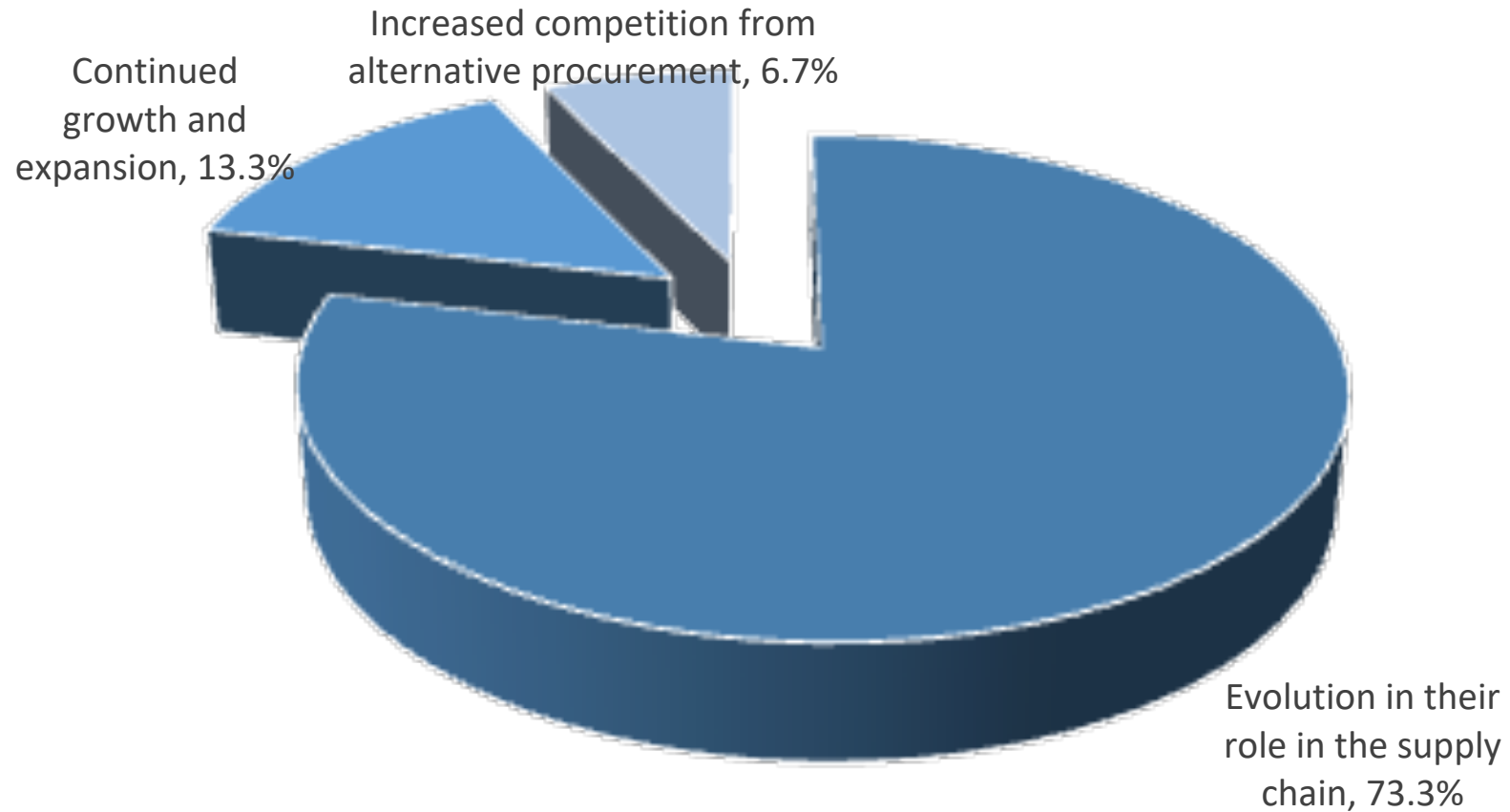
GPO Benefit Score from Survey (Share of Total Points)



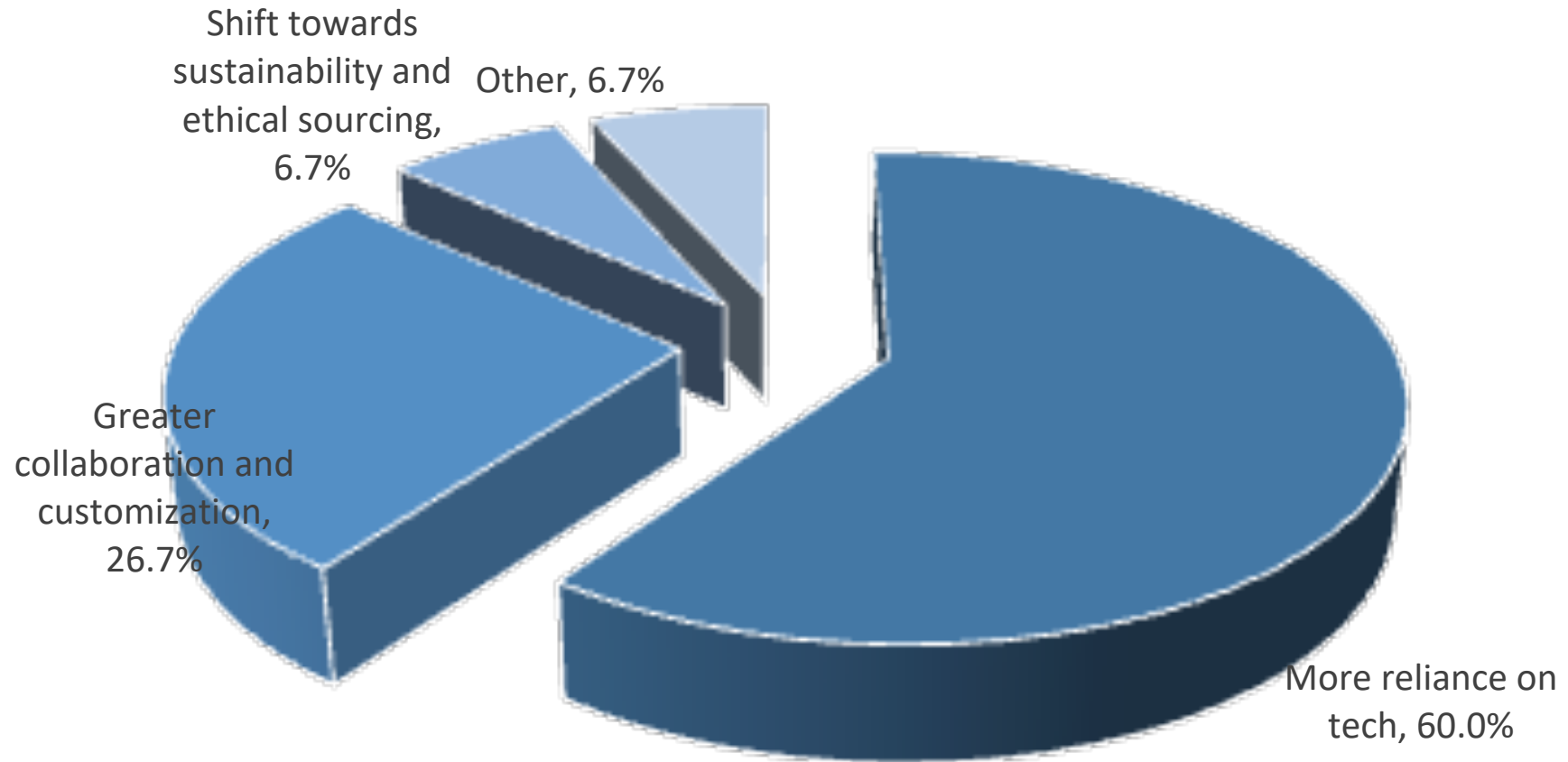
GPO Challenges Score from Survey (Share of Total Points)



What Lies Ahead for GPO's?



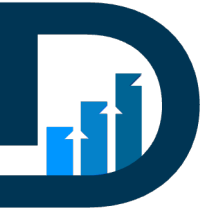
Future Relationship between GPO's and Stakeholders?



Datum Advisors- Three Centuries of Executive Experience from the Biggest Food Supply Chain Brands & Interests

Restaurants, Foodservice, Manufacturing, Distribution, Tech & Others





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THANK YOU

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