



NICA Sysco Marketplace Enrollment Guide

Designed for members of the
National Independent Concessionaires Association

It's your Food & Beverage Co-op Program



About the Program

It's a tall order. Your operation is expected to make a great product and also make ends meet. Sourcing the best choices can take your attention off your operation and your customers. The solution? The NICA Sysco Marketplace by Source1, a program dedicated to securing the most competitive pricing for customers on food, beverage and operational supplies and services. Our procurement specialists are able to access the pricing levels that individual operators do not have the time, resources or clout to secure. When you enroll, you'll have more power to combat rising costs, increase your profitability and build a competitive advantage.

NICA Sysco Marketplace by Source1

- Contracted programs with pricing and rebates on a growing list of name-brand products from 500+ manufacturers. Items you use and trust in your operation every day
- Use nationally recognized Sysco Foods as your primary distributor
- A dedicated Customer Relations team that facilitate your access to the program
- Access to national suppliers for operating supplies and equipment
- Online ordering
- **Marketplace Update** | A monthly report that features industry updates
- **Savings Impact** | A quarterly report that features the overall food and beverage savings received from purchases made on the program



The Next Step, Enrollment

Getting started is easy.

Enroll online at NICA.Source1Purchasing.com or via telephone, 855-888-NICA (6422). When we receive your Enrollment Form, we will contact you to coordinate the process.

Step 1

Complete and submit the Enrollment Form

Step 2

Meet your Member Representative

A NICA Sysco Marketplace representative will contact you to discuss distribution enrollment and start-up for your area.

Step 3

Getting Started with Sysco Distribution

Complete the Sysco participation agreement. Set up accounts for all Operating Companies across the country that impact your operations. Rest assured, there will be no disruption in your service.

Step 4

Start Saving

- Sysco will activate your access to the NICA Sysco Marketplace. Your account will be linked to the discount pricing (contract level).
- Source1 will facilitate your activation with the additional suppliers your choose.
- Access to a content-rich member site.
 - Product Guides and new product information
 - Industry Insights and Trends
 - Information on Suppliers

Eligibility

The NICA Sysco Marketplace by Source1 offers a number of options, and eligibility requirements may vary. Eligibility is typically quite simple...

- Maintain or change to utilize the NICA endorsed distributor, Sysco Foods
- Meet the Distributor Fair Order minimum delivery requirements



Manufacturers

Source1 negotiates national agreements to secure the lowest overall invoice costs on 6,000+ items. We give you choices so you can better serve your guests while managing your operating costs.



Program Comparison

FEATURES	NICA SYSCO MARKETPLACE	TYPICAL SINGLE OPERATION
Kind of Account	National Account	Street Account
Buying Power	\$5 billion	The budget of one operation
Distributor's Markups	Monitored to low, pre-negotiated markups and pricing	High and unstable markups and pricing
Account Representative	Dedicated Account Rep Sysco Customer Support Source1 Customer Relations Support	Commissioned Sale Rep
Ordering	Option of convenient online ordering or order direct through a Rep Custom Product Guides	Manual ordering process Appointment with Sales Rep
Discounts	Negotiated pricing on 6,000+ national brand products	No national brand pricing programs
Rebate Savings	Earned rebates on selected purchases	No earned rebates
Customer Relations	Dedicated Team Industry Trends Education & Safety Savings Impact Reporting	Minimal or no support



FAQ

Q Why should I enroll?

A Joining your purchasing strength with other NICA members = increased savings! We provide the tools and resources to add value to your operations and help you identify areas to achieve even greater savings.

Q How will this change my current operation?

A We plan to make your life easier! Sysco's numerous operating locations allow you to coordinate your event schedule and purchases with them, while you enjoy enhanced savings and rebates on your purchases. Your single application with Sysco covers you for all their locations across the United States.

Q I've been using Sysco for a long time, how is this different?

A In addition to simplifying your communications with Sysco, the NICA Sysco Marketplace adds Source1 Purchasing as a new partner. The new partnership allows you to access exclusive pricing levels with nationally-known suppliers for your operating supplies and equipment needs.

Contact Us

Customer Relations

855-888-NICA (6422)
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NICA.source1purchasing.com