



April 8, 2011

Valued Supplier

Subject: iTradeNetwork Participation

As you are aware, over the last five years Sysco has placed renewed emphasis on electronically connecting with our supply chain partners. In fact, an electronic trading relationship is required for all Sysco suppliers. In this effort, we have partnered with iTradeNetwork (ITN), a leading supply chain technology network focused on enhancing electronic trading relationships and reducing transaction costs for businesses in all segments of the foodservice industry.

iTradeNetwork is facilitating the exchange of purchase order, confirmation, advance shipment notice and invoice information with a growing list of Sysco suppliers. An electronic trading relationship via ITN is also a critical requirement for suppliers' participation in Sysco's Redistribution initiative. Accordingly, we want to emphasize Sysco's continuing support for ITN and ask that you join us now in helping bring efficiency to the foodservice supply chain.

iTradeNetwork (www.iTradeNetwork.com) offers pragmatic technology-based business solutions that complement a member's existing systems and business processes. ITN is the leading global provider of collaborative on-demand supply chain management and business intelligence solutions to the retail, hospitality and foodservice industries. ITN has built upon vast industry expertise, a comprehensive data foundation and the industry's most extensive trading partner network to create the most robust and secure transaction processing platform in the industry. Today ITN processes more than \$220 billion annually in supply chain commerce among its active trading partners that include distributors, manufacturers, and operators and retailers. ITN offers members a single point of integration with their customers and suppliers, which significantly reduces the costs of traditional electronic trading relationships. In other words, ITN allows you to connect not only with Sysco, but also with an ever growing list of foodservice distributors and retailer members through one interface. The ITN Order Management System (OMS) facilitates the entire order management life cycle of purchase orders, confirmations, advance ship notices, invoices, payment information and other supporting electronic transaction data. All transactions are validated and translated into each trade partners' preferred electronic format (EDI, flat file, etc.). This single point of integration can also be leveraged for more advanced collaborative business solutions related to Contract and Rebate Management and Supply Chain Visibility. Sysco's objective is to establish electronic trading relationships with all of our suppliers and to manage it through an industry centric technology network, iTradeNetwork.

Many manufacturers have already joined Sysco and other market leading distributors and operators in the effort to support this vital supply chain initiative for our industry. Our desire and expectation is that you will be as equally responsive and act now. Please contact the sales team at iTradeNetwork at 925-660-1112 or via email at sales@itradenetwork.com to begin the process of participation in iTradeNetwork. ITN and Sysco are ready to make this possible.

If you have additional questions and would like to speak with a Sysco Associate regarding iTradeNetwork or electronic relationships, please contact Sharon Green, Sr. Manager of eSupplier Solutions at 281-758-7245. Thank you for your prompt attention to this important industry initiative.

Sincerely,

Mike Hansen
Sr. Director of Produce