



July 1, 2007

Valued Supplier

Subject: iTradeNetwork/ EFS Network Inc. Participation

As you are aware, over the last several years SYSCO has placed renewed emphasis on electronically connecting with our suppliers. In fact, electronic data communication is required for all SYSCO suppliers. In this effort, we have partnered with iTradeNetwork/EFS Network Inc., a supply chain technology network focused on enhancing electronic trading relationships and reducing transaction costs for businesses in all segments of the foodservice industry.

EFS is facilitating the exchange of order information with a growing list of SYSCO suppliers. An electronic trading relationship via EFS is also a critical requirement for supplier inclusion in SYSCO's Redistribution Centers. Accordingly, we want to emphasize SYSCO's continuing support for EFS and ask that you act now to join this industry initiative. There is no better time for your organization to support this effort than now.

iTradeNetwork/EFS Network ([www.iTradeNetwork.com](http://www.iTradeNetwork.com)) offers pragmatic technology solutions that complement a member's existing systems and business processes. The foundation of the EFS platform is a robust Order Management System (OMS) which currently supports over \$100 billion in transactions among active trading partners that include manufacturers, distributors and operators. EFS 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, EFS allows you to connect not only with SYSCO, but also with a growing list of other distributor members through one interface. The EFS OMS application 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 (AS2, EDI, flat file, network). This single point of integration will also be leveraged for more advanced collaborative data 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, EFS Network.

Many manufacturers have already joined SYSCO and other market leading distributors 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 Eva Chmielewski, Program Manager at iTradeNetwork/EFS Network at 925-660-1061 or via email at [EChmielewski@itradenetwork.com](mailto:EChmielewski@itradenetwork.com) to begin the process of participation in EFS Network. EFS and SYSCO are ready to make this possible.

If you have additional questions and would like to speak with a SYSCO Associate regarding EFS Network or electronic relationships, please contact Sharon Green, Sr. Manager of eSupplier Solutions at 281-584-1327. Thank you for your prompt attention to this important industry initiative.

Sincerely,  
Larry Pulliam  
Executive Vice President  
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Robert Howell  
Vice President  
Sourcing & Supply Chain Services