

FOR IMMEDIATE RELEASE**Contact:**

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Industry-leading platform redefines how Supplier Partners, independent distributors, and UniPro grow together.

ATLANTA, Ga., August 4, 2026 — UniPro Foodservice today announced the next evolution of **Partners Plus**, transforming one of the foodservice industry's most established Supplier partnership programs into a platform designed to help Supplier Partners compete, grow, and win within the nation's largest cooperative of independent foodservice distributors.

Launching in 2027, the reimagined Partners Plus reflects UniPro's continued investment in helping Supplier Partners move beyond traditional sponsorships and toward measurable outcomes. Built around joint business planning, full-team alignment, data-driven decision-making, and shared accountability, the enhanced platform creates a new model for collaboration across independent foodservice distribution.

The announcement signals a clear shift: UniPro is investing in a new model for collaboration across the independent foodservice channel by not only building relationships, but delivering growth, and creating real value for Supplier Partners with a stronger platform to reach them, support them, and grow with them.

As competitive pressures intensify and consolidation continues to reshape foodservice, success requires more than product availability or purchasing agreements. It requires trusted partnerships that are aligned on strategies and disciplined execution.

Partners Plus was redesigned to meet that challenge.

"Helping Our Partners Win is more than our mission. It is the responsibility we carry every day," said Brian Larsen, Chief Operating Officer, UniPro Foodservice. "Our role is not simply to negotiate contracts. It is to help our Members and Supplier Partners identify opportunities, remove barriers to growth, and create the value we all are responsible for delivering. Partners Plus represents the next chapter in how we deliver on that commitment."

The 2027 Partners Plus platform will include:

- Joint business planning aligned to shared objectives
- Executive business reviews focused on KPIs
- Cross-functional collaboration across category management, Member development, marketing, and supplier leadership to the field teams
- Activation strategies designed to convert plans into results and growth

“Independent foodservice deserves a different kind of partnership,” said Stephanie Ngo, Vice President, Supplier and Member Engagement, UniPro Foodservice. “The future belongs to organizations that are willing to plan together, execute together, and win together. That's exactly what Partners Plus is becoming. We're building the playbook for Suppliers to grow their business, strengthen customer relationships, and win in independent foodservice. Every Supplier now has a choice: step onto the field and compete alongside UniPro and its Members or watch from the sidelines while we grow.”

Supplier Partners are invited to learn more about the next generation of Partners Plus during an exclusive launch webinar, where UniPro leadership will share the platform framework, introduce program enhancements, and outline how Supplier Partners can use the platform to support growth in 2027 and beyond.

Additional information, including webinar registration details, is available by contacting John Adams, Director of Partners Plus Growth, at PartnersPlusSales@uniprofoodservice.com.

About UniPro Foodservice

UniPro Foodservice is the nation’s largest foodservice distribution cooperative, bringing together independent distributors and Supplier Partners to create opportunities for growth, innovation, and long-term success. Guided by its mission, **Helping Our Partners Win**, UniPro delivers purchasing, marketing, technology, and strategic business solutions that strengthen the independent foodservice community.