

FOR IMMEDIATE RELEASE**Contact:**

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a First-of-Its-Kind Platform for Indirect Spend and Technology Partners***Launching in 2027, the new offering was shaped by extensive interviews with Indirect Spend and Technology partners who asked UniPro for a deeper level of collaboration*

ATLANTA – October 2, 2026 – UniPro Foodservice today introduced Partners Plus Solutions, a first-of-its-kind offering built specifically for its Indirect Spend and Technology Supplier Partners. It's the newest and most tailored partnership platform UniPro has brought to market, designed to help these Supplier Partners compete, grow, and win within the nation's largest cooperative of independent foodservice distributors.

The program didn't start as an idea from UniPro leadership – it started with what UniPro was hearing directly from its Indirect Spend and Technology Partners, who made clear they wanted a deeper level of collaboration than existing programs provided. UniPro responded by conducting numerous one-on-one interviews with partners across both categories and built Partners Plus Solutions around what it learned.

Set to launch in 2027, Partners Plus Solutions is anchored in joint business planning, alignment across entire teams, and mutual accountability - together forming a new blueprint for collaboration throughout independent foodservice distribution.

The announcement marks a deliberate shift in direction for UniPro. Rather than focusing on relationship-building alone, the cooperative is investing in a collaborative model engineered to deliver growth and generate real value for Indirect Spend and Technology Supplier Partners, backed by a stronger platform for reaching, supporting, and scaling alongside them.

As consolidation continues to reshape the foodservice landscape, and competitive pressure builds, the old playbook no longer cuts it. What's required now is deeper collaboration: trusted partnerships built on aligned strategy and disciplined, consistent execution. Partners Plus Solutions was built, partner by partner, to answer that need.

"Helping Our Partners Win drives everything we do here, day in and day out - it's not something we say and set aside. Contracts get us in the room, but they're not the point. What actually matters is rolling up our sleeves alongside all of our Partners to find the openings they haven't seen yet, knock down whatever's standing between them and growth, and follow through on the value we owe them. Partners Plus Solutions is where that commitment goes next."

— Brian Larsen, Chief Operating Officer, UniPro Foodservice

The 2027 Partners Plus Solutions platform includes:

- A collaboration model shaped directly by interviews with Indirect Spend and Technology Partners
- Collaborative business planning built around shared goals
- Cross-functional teamwork spanning category management, Member development, marketing, and supplier leadership all the way to field teams
- Activation strategies that turn plans into measurable growth and results

"Independent distributors deserve partnerships that go beyond transactions. Hence Partners Plus Solutions is not "just" an incremental program. It is a new growth platform for the Solutions Partners prepared to lead in independent foodservice. Companies that move early will help shape the market, gain completely new access to our Members and Suppliers, and build an advantage that will only grow over time. This is where the next wave of opportunity is being created. The question is not whether the market will move. It is who will move first with it."

— Stephanie Ngo, Vice President, Supplier and Member Engagement, UniPro Foodservice

Learn More

Indirect Spend and Technology Supplier Partners are invited to learn more about Partners Plus Solutions, where UniPro will share the platform framework, introduce program details, and outline how these Suppliers can use the new platform to support growth in 2027 and beyond.

Additional information is available by contacting Callie Redford, Category Manager - Indirect Spend, at redford@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.