

# The Entegra guide to greater savings

Smarter efficiency for your restaurant.



*Unmatched purchasing. Unlimited performance.*



# How much value can you really get from a GPO?

When it comes to group purchasing organizations (GPOs), most businesses understand the opportunity to cut costs on food and non-food items.

Those savings *can* be significant. But the truth is, many of those businesses lose out on leveraging the full power of a GPO partnership.

At Entegra, we take the idea of savings further. In addition to solutions for saving money, we provide a range of options for saving time, labor and hassle for your restaurant.

That means improved margins, greater efficiency and more time to tackle your biggest business challenges — and achieve your goals.





# Save money on products, services and more

At the most basic level, GPOs help reduce purchasing costs on essential food items. In some cases, they can also provide savings on additional supplies, equipment and other essentials your business needs.



## Broadline distributor savings

Most GPOs work with an established network of broadline distributors. By leveraging a GPO's purchasing power, you can access savings from those distributors on the food items you already know and trust.

At Entegra, we simplify and maximize those savings via off-invoice allowances, deviated pricing and transparent rebates. Our National Savings Program allows you to save up to 30%, thanks to our supply chain experts and established relationships with over 1500 supplier partners.

\*Savings based when compared to supplier list prices



## Beyond broadline savings

Some GPOs go beyond your broadline distribution house to help you save on a wider range of specialized foods, supplies and even equipment. In these cases, you can tap into a broader network of suppliers for additional savings.

With Entegra's Local and Direct Savings Program, you can save on local and specialty foods, services, Direct Store Delivery (DSD), and food, fixtures and equipment with our off-invoice or deviated pricing and transparent rebates.

# Save money on products, services and more



## Limited time offers

If you are not taking advantage of limited time offers, your restaurant could be missing savings on special promotions or exclusive monthly savings tied to specific suppliers.

Entegra makes it easy to keep up with these special offers with a frequently updated website and exclusive monthly savings guide. You can also stay notified of the latest savings from our national and local suppliers with our regularly published Purchasing News newsletter.



## Training programs

Crucial as training may be, the collective costs across your team add up quickly. Luckily, some GPOs offer discounts on training programs and services, reducing the burden on your budget and employees.

Entegra provides savings on a variety of programs for meeting regulatory requirements and enhancing your team's skills — including discounts on ServSafe certification, CIA training, sanitization and more.

**Learn more** [➤](#)



## Energy services

The right GPO may also be able to reduce your energy costs — a major line item for businesses of all sizes.

At Entegra, we provide an array of savings insights, support and cutting-edge tools for smarter utility expense management, energy benchmarking and energy procurement. Our experts handle account setup, portal training and day-to-day management to ensure you achieve maximum savings.

In one case, Entegra's Energy Services helped one client get a \$73,000 refund check for electric overcharges, a 20% reduction in average monthly electrical use, and a 10% reduction in average monthly electrical use.

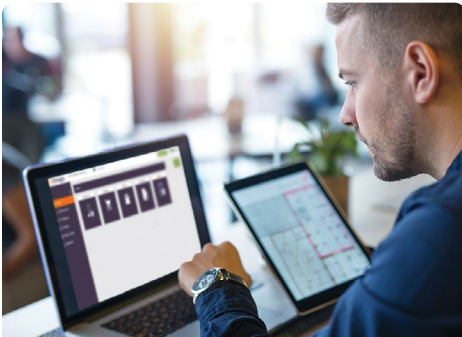
**Learn more** [➤](#)

# Cut costs — while maximizing efficiency

When vetting GPOs, be sure to inquire about services and solutions that go beyond baseline cost savings. In some cases, you may be able to find a GPO partner that can help with your day-to-day operations — freeing up your team and strengthening your operation.

## Entegra purchasingIQ

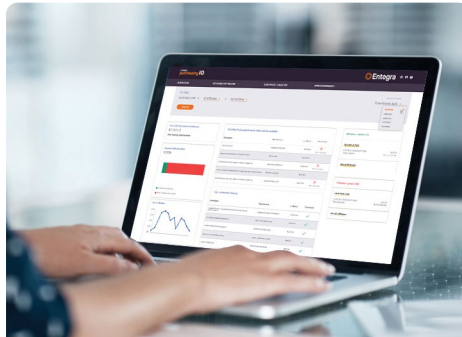
Our digital platform offers three tools for tracking your spend, savings data and suppliers — all available both online and on our mobile app.



### eProcurement

You can save time by automating your ordering and inventory processes, especially if your business has multiple locations.

eProcurement helps lock in your savings, simplifying the way you review and manage orders and inventory.



### Savings Optimizer

When partnering with a GPO, it's important to know which products you're substituting for greater savings — and how much you're spending.

Entegra simplifies the process with powerful software for managing spend by category, brand or SKU to the unit level. You'll also save time by accessing your full purchase history in one convenient place.



### Contract Auditor

Billing errors are unfortunate — but they do inevitably happen. Be sure to double check your contracts to ensure you're getting the same prices you originally agreed upon.

Entegra's Contract Auditor tool automatically identifies payment discrepancies with distributors and suppliers, freeing your team to focus on business.



# Cut costs — while maximizing efficiency



## Culinary services

A smarter menu ideation process allows your restaurant to reduce costs while also improving your menu and freeing up your team. Along with helping to procure ingredients, select GPOs also provide guidance for how to use them.

Entegra leverages our deep culinary expertise to provide clients access to our in-house culinarian for personal menu guidance, a test kitchen for trying recipes firsthand — and more.

**Learn more** [➤](#)

## Top five tips from our culinary team

1. Simplify menus and recipes to optimize your back-of-house
2. Cross-utilize key ingredients throughout your menu
3. Consider portion size, yield and waste to establish your true food cost
4. Use staff incentive programs to build a culture of teamwork and involve everyone in efficiency
5. Follow Entegra's newsletters and social media to stay on top of market shifts and trends



## Advisory services

We understand that working with a GPO might seem complicated. That's why, in addition to making the process as transparent as possible, Entegra deploys trusted advisors to help you achieve greater savings and stronger business performance.

Our client services team is standing by to help ease the burden of managing procurement, training, sanitation services and more.

**Learn more** [➤](#)

## Start saving more with Entegra

Find out how your operation can minimize costs, labor and business bottlenecks. Contact Entegra to speak to one of our experts today.



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