



GPOs: 7 common myths... and the facts

Is a group purchasing organization (GPO) right for your business? Here's how a partner like Entegra can support your business performance.

1 Fiction: GPOs are just glorified intermediaries.

Fact: Some GPOs do act as intermediaries, but not all. For example, Entegra delivers advisory support plus purchasing solutions that improve margins.

Our \$24 billion in purchasing power means your business can save up to 30% on a **wide range of products, services and solutions** ranging from smallwares to sustainability resources. See our **FAQ** to learn more.

2 Fiction: GPOs require purchasing from specific brands.

Fact: It's true; some GPOs may lock clients into specific brands. But with Entegra, you can keep your current brands and products.

With over 1,500 national, regional and local suppliers, we already deliver access to the brands and selections you trust. And if you can't find what you need, we provide flexible **custom contracting**.

3 Fiction: Working with GPOs is costly and labor-intensive.

Fact: Good GPO partnership means lower costs and less stress. At Entegra, our people do the legwork to save your team time and money.

Our goal is to strengthen your business's performance. We've laid the groundwork to provide greater savings, more efficient operations and smarter solutions every step of the way. The best part? There's no cost to join.

4 Fiction: GPOs will take over my purchasing department.

Fact: Every GPO operates differently, and some may overreach. Entegra works as a consultative partner to your purchasing team, freeing them to focus on other issues. Our clients determine their level of engagement — most choose a highly engaged relationship since it delivers the most value to their business.

We don't compete with our clients. Our experts take an advisory approach to supporting your existing teams and processes, helping to achieve your business's goals.

5 Fiction: GPOs are only helpful when it comes to food items.

Fact: Some GPOs are limited by product categories. Entegra, however, simplifies purchasing for nearly everything you buy across categories.

Food and beverage is just the beginning. With Entegra, you gain access to a broad range of **purchasing solutions** spanning supplies, services, furniture, equipment and more that fit your operational needs.

6 Fiction: GPOs are limited to providing purchasing support.

Fact: Many traditional GPOs are limited, but Entegra provides a complete set of resources for strengthening your business performance.

Entegra clients benefit from a wide range of **efficiency-enhancing solutions** including advisory services, digital tools, sustainability resources and more.

7 Fiction: Getting started with a GPO is a complex process.

Fact: Not necessarily — starting with Entegra takes just three simple steps.

Sign up, order what you need and start saving — that's it. **Click here** to see how just how easy it is.

Have more questions? Entegra can help.

Speak to one of our experts to learn more about about GPOs — and Entegra's solutions for your business.



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