

9 questions to ask when choosing a GPO



Unmatched purchasing. Unlimited performance.



Evaluate potential GPO partners

Whether you're part of a large procurement department or are operating as a team of one, choosing a group purchasing organization to protect your margins is the smart way to go.

Business owners and operators worry about inflation cutting into their profits. The cost of goods and services is even putting some hospitality-driven businesses more in the red than ever.

It doesn't have to be this way, especially for multi-unit operators who need to leverage cost savings and process improvements across locations and teams.

Entegra vs. The field

If you've decided to work with a GPO, here are the **nine questions** that we advise you to ask before jumping into a relationship. Here's what you need to know and how Entegra solves the unique challenges facing hospitality-driven businesses.





1. Is this GPO partner an expert in my field?

Each industry has its nuances and unique needs. A group purchasing organization has to understand the headwinds that you're facing with staffing, supply shortages, inflation and more.

The solutions that a GPO brings to solving these challenges should reflect your reality in the restaurant, hotel, senior living, golf and leisure, education or other industry.

In addition to specific industry knowledge, **you would be working with Entegra's supply chain experts, procurement professionals, culinarians, dietitians, hoteliers** and more who bring decades of experience operating businesses and working for major brands. They bring a deep awareness and understanding of your challenges to help us develop solutions tailored to your needs.



2. Do they have the best savings for my most frequently purchased categories?

Every GPO will tell you that they're the best. To compare, request a market-basket study, where you share a list of your most frequently purchased categories to see what your potential savings would be.

Entegra is the world's largest food GPO and can **leverage over \$36 billion in purchasing power globally to negotiate the best savings** for our clients.



3. In addition to broadline distribution (i.e., Sysco), what other programs do they have?

Not every GPO can offer you access to international, national and local products. You should ask about a GPO's reach into the local vendors that you like working with to see if there are opportunities to save under a GPO contract.

Entegra's Local and Direct program provides a **wide range of specialty food, FF&E, MRO, office supplies, technology and products in many other categories**. This breadth of goods and services gives you the best possibility of getting what you need at a price that fits your budget.



4. Do I need to pay any fees or minimums?

You need to know how a GPO makes its money. It should never be from you.

Entegra has **no fees for joining or purchasing minimums**. We're paid by our suppliers.



5. Beyond invoice savings, what other solutions can this GPO partner provide?

You may be looking for a GPO partner for savings on food and other goods. But a large group purchasing organization can offer so much more. In the long run, starting with a partner who has holistic services may save you time and money.

Entegra provides culinary solutions for our clients through the Entegra Performance Kitchen with **menu optimization, product cuttings and research and development.**

Some of the other services we provide include SKU rationalization, supplier consolidation, compliance with food safety regulations, front-line staff training and more.



6. Do I need to change who I purchase from?

If you have a vendor that you love working with, and it makes financial sense, you can continue that relationship.

With Entegra, you can continue to purchase from your preferred supplier/manufacturer, even if they are not on the Entegra program. You're **never locked in to only buying under Entegra's programs.** What you may find, however, is that the negotiated pricing through Entegra's contracts may be better for your bottom line.



7. Can this GPO help us reach our corporate social responsibility (CSR) goals?

Increasingly, consumers are scrutinizing a company's commitment to and actions on sustainability and corporate social responsibility. Not only should you ask about a GPO's own commitments, but how they plan on helping you reach your goals.

From **developing sustainable, plant-forward menus to adding diversity to your suppliers to reducing your carbon footprint,** Entegra can help.

You can buy from our list of vendors who are committed to sustainable supply chain practices. We also help foodservice operators with food waste management through LeanPath, a service helping companies avoid over-purchasing and wasting food.

In addition to sustainable purchasing and food waste management solutions, Entegra has a wide range of energy management programs to help clients reduce Scope 1, 2 and 3 emissions.





8. Does this GPO provide actionable insights that can help my business with strategic planning and enable us to navigate the challenges of the moment?

As an owner or operator, you may want a partner who can give insights into the marketplace. Especially if you feel like you're reacting instead of being proactive with trends, new products or product changes, adding a GPO with a large enough team of professionals can help take your business to the next level.

Entegra has a **whole host of insights, from industry white papers, bi-weekly program and inflation updates**. Our team works to provide important news and information that you can use to make strategic decisions.



9. What digital technology or solutions does this GPO have to help me with reporting and to streamline procurement?

GPOs can provide members with data analytics tools that allow them to track their spending and identify areas where they can save money.

Entegra's Purchasing IQ platform, with Savings Optimizer, enables our clients to see what they are purchasing, and the potential savings opportunities of switching or substituting products.

Entegra's cutting-edge data, analytics and digital tools **enable greater control of your purchasing, better visibility into unit-level compliance and more thorough auditing of distributor pricing**, all for stronger business performance.

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To optimize your business performance while improving margins, speak to the experts at Entegra, the world's largest food GPO.

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