



12 ways multi-unit operators can get ahead in 2023

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With multiple units, operators need to ensure menu consistency, adherence to purchasing order guides and compliance with savings goals. In addition, maintaining uniform training and brand standards are all part of the challenges faced by multi-unit operators.



How multi-unit operators can improve operational efficiency

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1. Improve margins through savings on food and nonfood purchases

With the right GPO, you can get better prices on everything from chicken to cleaning supplies. Look for a partner with an extensive portfolio of contracts that allows you to save on food, Maintenance, Repair and Operations (MRO), capital equipment, small wares, Furniture, Fixtures and Equipment (FF&E), and direct store delivery items.



2. Tap into a GPO's procurement expertise to negotiate favorable contracts

As a multi-unit operator, you need flexibility. Look for a GPO who not only has a large portfolio of the contracts you need but can also custom contract for the products you want. Leverage their buying power to drive down prices on the items for your business.



3. Reduce risk across all units with complete supply chain traceability

To ensure you get the highest quality products, you need systems and expertise to vet all the suppliers. Find a GPO partnership that will give you full transparency in the supply chain, which can put your mind at ease.



4. Ensure menu quality through ingredient consistency

As a multi-unit operator, you need to keep your menus consistent with high-quality ingredients. A group purchasing organization with strong national supplies can excel at ingredient consistency, ensuring your customers have the same experience at each location whenever they visit.

THE TAKEAWAY:

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5. Manage spending at each unit down to the SKU level

As a multi-unit operator, transparency in purchasing and reporting is critical. With multiple locations and various employees making purchases, seeing what is being purchased is key to managing expenses. A GPO with real-time reporting capabilities can provide detailed reporting to help you understand savings opportunities by location down to the SKU level, allowing your team the ability to achieve savings targets.



6. Control unit ordering with locked order guides and e-procurement

With e-procurement, units can share a standard set of purchase orders, allowing you to automate the purchasing process. This reduces the time and energy it takes to manage these tasks, while locking in savings and helping to improve consistency. This can be especially helpful for large multi-unit operators.



7. Eliminate distributor invoicing errors

To help foodservice operators audit distributor pricing and supplier contracts, you need a reliable partner. The right GPO helps eliminate pricing discrepancies and ensures that you get your contracted savings.



8. Manage inventory with SKU rationalization

To ensure you get the highest quality products, you need systems and expertise to vet all the suppliers. Find a GPO partnership that will give you full transparency in the supply chain, which can put your mind at ease.

THE TAKEAWAY:

Entegra provides the transparent, real-time savings and purchasing data operators need to manage their many units effectively. Entegra's Purchasing IQ includes Savings Optimizer, which helps find SKU-level matches for additional savings by unit. E-procurement allows you to lock in savings with secured order guides. Contract Auditor will go through all your company's contracts and identify any pricing discrepancies. This helps reduce billing errors and ensures that you get the appropriate contracted prices.



9. Ensure consistent training with online video

A good GPO can establish consistent coaching via online modules, reducing costs associated with repeat training due to high staff turnover. Employees can also access training on demand, providing needed flexibility.

THE TAKEAWAY:

Entegra's Back-to-Basics series provides baseline training and resources to aid in conducting food safety training. Our various resources offer different ways to present food safety information, which can engage and motivate employees and staff, as well as add variety to food safety training plans.



10. Implement consistent sanitation and ensure safety protocols are met

It's essential to audit your units to ensure consistency. You can also certify that the units adhere to third-party protocols, giving your employees and clients assurance that your units have the highest cleanliness standards. Look for a GPO that can improve your cleaning practices and differentiate against competitors on health and safety.



11. Reduce energy costs

By joining with the right partner, you can get help optimizing utility bills, developing an energy management plan and reducing energy consumption. Not all GPOs have the expertise to help with lowering your energy bills so look for one with the skill set and track record to help drive savings in this major expense area.



12. Measure and reduce food waste across all units

Food waste is a significant expense for hospitality organizations, with many of them wasting as much as 30% of their total food budget. A GPO with a sustainability strategy can help clients measure and reduce waste.

THE TAKEAWAY:

Entegra is committed to the principles of Corporate Social Responsibility (CSR). We offer clients the opportunity to meet their key performance indicators around sustainability.

From helping clients manage their programs, developing a comprehensive strategy and designing new initiatives, Entegra's team of experts understands the importance of integrating sustainability into your culture and core business practices. From improving energy efficiency with Entegra's Energy Service to reducing waste with Waste Watch by Lean Path, our specialists have deep experience creating and implementing initiatives that inspire employees, drive engagement and improve your bottom line.



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To learn more about how a GPO like Entegra can help your business, contact for us for more information.

 Entegra Procurement Services

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