

RESTAURANTS NOW

COMPREHENSIVE PURCHASING SOLUTIONS CREATED SPECIFICALLY FOR THE RESTAURANT MARKET

**PROVEN
PARTNERSHIPS**
SIGNIFICANT SAVINGS

**MEETING
YOUR UNIQUE
NEEDS IS
OUR TOP
PRIORITY**

Purchasing That Fits® | RESTAURANTS

entegra
PROCUREMENT SERVICES®

TRENDS IN THE RESTAURANT INDUSTRY

Keeping abreast of the latest industry trends allows us to refine our offerings and deliver better solutions, more innovative products and educated insights you need to flourish.

TOTAL TRANSPARENCY

44%

of consumers say they are willing to pay **75% more** (or greater) for foods with ingredients they recognize and trust.



GROWING APPEAL OF PLANT-BASED PROTEINS

Approximately **83% of consumers** are incorporating plant-based proteins (PBPs) into their diets, and **66% feel that PBPs are a healthier alternative** to red meat.



LOOK TO HYPER-LOCAL

In a recent survey conducted by the National Restaurant Association, **74% of chefs** say that hyper-local sourcing is heating up. Additionally, **56% of consumers** say their primary reason for preferring locally sourced food is that it supports farms and producers in their communities.



SUSTAINABLE SEAFOOD

Chefs and consumers alike are paying more attention to the environmental impact of seafood on menus.

[http://www.baumwhiteman.com/2018%20forecast\(1\).pdf](http://www.baumwhiteman.com/2018%20forecast(1).pdf)

<http://www.foodinsiderjournal.com/blogs/clean-label-insights/2017/03/75-of-consumers-will-pay-extra-for-clean-label-in.aspx>

<https://www.foorth.com/en-us/blog/restaurant-consumer-trends>

<http://www.restaurant.org/News-Research/News/Whats-Hot-Top-10-food-trends-in-2017>

ENTEGRA AT A GLANCE

Established in **1999** to provide **procurement management services** for multi-unit clients in multiple business segments

Segments Served:



ACUTE



SENIORS



HOSPITALITY



RESTAURANTS



TRAVEL, SPORTS & LEISURE



EDUCATION



FAITH-BASED

Serving **93,000+** entegra purchasing sites ACROSS NORTH AMERICA



Maximizing client purchasing efficiency with

\$18.2 billion

IN PURCHASING POWER

Committed to



integrity, quality, value and customer service

100+ REGIONALLY CONTRACTED PROGRAMS



SUPPORTING CLIENTS WITH A GLOBAL SUPPLY CHAIN AND AN EXPERIENCED TEAM of procurement and industry specialists

MORE THAN

800



North American national supplier partnerships

MEETING YOUR UNIQUE NEEDS IS OUR TOP PRIORITY

From the emergence of new flavor profiles to consumers' increasing demand for personalized dining experiences, today's restaurant industry is continuously evolving, making it more vital than ever to have a dedicated, relationship-driven procurement partner that understands the unique needs of your patrons and can provide the expertise and support necessary for your restaurant to flourish.

Entegra is that partner.

We are aptly equipped to deliver a best-in-class experience to the many restaurants we proudly serve due to our vast knowledge of the industry, our dedicated team of procurement specialists who analyze and negotiate the best contracts, and our extensive portfolio of food, equipment, services and supplies.

We understand the complexities of the restaurant industry, prioritize partnerships and provide comprehensive resources and support to better serve our clients. Allow us to put our expertise to work for your distinct restaurant.



UNDERSTANDING YOUR CHALLENGES HELPS US DELIVER SOLUTIONS

RESTAURANT CHALLENGE:

There is an increasing consumer demand for recognizable brands, quality products and innovative menu items, which can become costly to your restaurant operation



ENTEGRA'S SOLUTION:

Entegra has a full portfolio of 800+ suppliers and distributors who offer leading brands and cutting-edge offerings in the industry; this promotes cost-savings on the products and ingredients that patrons seek

As restaurants grow and expand beyond their regional bases, it becomes difficult to maintain vendor partnerships, menu consistency, order guides and the like



Entegra provides a national network of suppliers and solutions, as well as detailed reports to drive consistency and menu integrity across brands

Having an on-site procurement expert is costly



We provide the purchasing expertise necessary for your continued success without adding seats and overhead salaries, allowing you to focus your attention on the consumer experience

Ensuring safety in the supply chain is of the utmost concern



Entegra clients have access to Prime and Regional Suppliers that ensure safety in supply chain management

Entegra, along with our comprehensive network of suppliers and distributors, has the resources and purchasing innovations to meet your restaurant's needs while remaining cost-effective.



STRIDES IN SUSTAINABILITY

93%
OF OPERATORS

claim that sustainability is important or somewhat important to their operations today, according to a Technomic survey.



Over half of those operators feel that a sustainability plan is vital for staying competitive in the marketplace in the next two years.

ENTEGRA PROVIDES PROGRAM PARTICIPANTS WITH:

A full product showcase of clean-labeled items

An expansive seafood guide, including entegra's sourcing strategy, species classifications to guide menu choices, a step-by-step guide to ensure partners are serving sustainable fish and seafood and more



A link to access Perdue® antibiotic-free, all-vegetable fed, all-natural chicken and turkey, and select pork and beef products

A Regional and Direct Suppliers Tool to find local produce and dairy suppliers



A local and sustainable purchasing tracker to evaluate that percentage compared to your overall spend

GETTING STARTED:

EntegraPS.com is a key resource in helping you maximize the value of the entegra Program. The following steps highlight how to begin purchasing entegra contracted products using entegraPS.com:

1. Identify Contracted Suppliers with our Online Purchasing Guide



Use the **Online Purchasing Guide** to sort product categories and review 25,000+ competitively-priced, high-quality entegra contracted products.

(entegraPS.com keyword: Purchasing Guide)

2. Identify Contracted Products with Two Tools



National Suppliers Tool

Use our National Suppliers Tool to find contracted suppliers within your local distribution house.

(entegraPS.com keyword: National Suppliers)



Regional & Direct Suppliers Tool

Find contracted suppliers available outside of your prime distribution house (Direct Store Delivery, Regional Suppliers) using this tool.

(entegraPS.com keyword: Regional and Direct Suppliers)

3. View Program Updates and Tips on Managing Your Menu



News

Visit the "News" section for up-to-date information on the latest program updates from our contracted suppliers, as well as limited time offers and product recall updates.

(entegraPS.com keyword: News)



Program and Pricing Updates

Connect to program and pricing updates to manage your food spend via our "Program Pricing" resource.

(entegraPS.com keyword: Program Pricing)

ONGOING SUPPORT

Regularly, and via our customer-only website (www.entegraPS.com), entegra connects you to resources that present market trends, provide industry updates and deliver innovative business solutions while keeping you informed of the best procurement practices for maximizing the entegra Program for your restaurant.

Features of entegraPS.com include:



COST SAVINGS TOOL: Compare pricing on products that you currently purchase with a comparable list of entegra-contracted products.



NATIONAL SUPPLIERS TOOL: Search entegra's contracted partners in the food, service, equipment and supply categories available in your local distribution house.



REGIONAL & DIRECT SUPPLIERS TOOL: Locate entegra-contracted partners available outside your local distribution house (Regional and Direct Store Delivery, or DSD-contracted) by entering your zip code.



1:1 EXPERIENCE: Get a personalized user experience with My Links, Top Savings and You May Also Be Interested In features.



365 UPDATES: Daily access to the website, including the Latest News featuring new programs, program updates and limited time offers.

FAQs

How can I participate in the entegra Program?

Entegra restaurant customers are chain restaurants or a restaurant group of five or more under one ownership.

Will I be mandated to use any or all of your manufacturer agreements?

Clients have the flexibility to choose which entegra contracted programs to utilize. We encourage our restaurant customers to maximize all potential opportunities for savings and support.

Can I use my existing Prime Suppliers?

Once you sign on to the entegra Program, we work with your prime distribution house to implement entegra contracted pricing. Our prime distributors include SYSCO, GFS and PFG.

How can I be sure I am getting the best price?

Entegra offers pricing competitive to the industry on quality food and supplies products. We work on your behalf to negotiate the best pricing possible, based on our agreements with over 800 national manufacturer partners.

How do I recognize my savings?

Savings are realized off-invoice, therefore clients will receive savings immediately upon purchasing from our contracted partners.



PROVEN PARTNERSHIPS SIGNIFICANT SAVINGS

You will have access to a comprehensive list of brand-name, contracted products and programs at discounted prices from over 800 suppliers, as entegra partners with some of the most recognizable and established suppliers and distributors in the industry.

Entegra ensures that you get the best pricing while supporting local efforts.



FOOD



BEVERAGES



CATERING



SUPPLIES





ADMINISTRATION

Office DEPOT
Taking Care of Business

RICOH
imagine. change.

SAFETY & SECURITY

CINTAS
READY FOR THE WORKDAY

GRAINGER

tyco
SimplexGrinnell

Entegra delivers time-saving solutions and partners with nationally recognized suppliers and distributors to meet your business needs. Benefits of our national program include competitive pricing, easy ordering and an expansive product selection.

COMMERCIAL FOODSERVICE EQUIPMENT

TriMark
Foodservice Equipment, Supplies and Design

smart care
EQUIPMENT SOLUTIONS

HOBART

EQUIPMENT REPAIR & MAINTENANCE

EQUIPMENT

KITCHEN DESIGN & BUILD

TriMark
Foodservice Equipment, Supplies and Design

SMALLWARES

HUBERT
Worldwide Excellence in Food Merchandising

FURNITURE & FIXTURES

TriMark
Foodservice Equipment, Supplies and Design

don

don

Office DEPOT
Taking Care of Business

American
HOTEL REGISTER COMPANY

Program Participants gain access to thousands of foodservice equipment and supply items through entegra's valued partners for capital expenditures.

**ENERGY & CONSTRUCTION
COMPREHENSIVE PRODUCT OFFER**

ENERGY MANAGEMENT

AUDITS & PLANNING

CONSTRUCTION SERVICES

BUILDING MANAGEMENT

ADVANCED TECHNOLOGY

Heritage
PARTS

GRAINGER

Rentokil

SupplyWorks
A Home Depot Company

Airgas
an Air Liquide company

MAINTENANCE

GRAINGER

CINTAS
READY FOR THE WORKDAY

SAFETY

san jamar
smart. safe. sanitary.

OPERATIONS & ENGINEERING

FLOOR CARE

WINDSOR
Kärcher Group

CINTAS
READY FOR THE WORKDAY

TEHANT

WASTE MANAGEMENT

Rubbermaid

REPUBLIC SERVICES

We provide a wide array of cost-effective maintenance products, operations solutions and services that keep your restaurant looking new and running smoothly.

Our expansive network of suppliers promotes cost-effective maintenance and operation solutions for a multitude of maintenance projects.

SIMPLICITY BY DESIGN



CONVENIENT WEB ACCESS

Easily access entegraPS.com from your desktop, tablet or smartphone.



COMPREHENSIVE RESOURCES

Stay up-to-date on the latest trends and news, and gain access to cutting-edge programs, daily updates and exclusive offers.



INSTANT RESULTS

Make informed purchasing decisions with exclusive access to **My Purchasing Toolkit**, including the **Regional & Direct Suppliers** tool, the **Cost Savings** tool and **National Suppliers** tool.



IMMEDIATE SUPPORT

Connect to live support representatives to get the answers you need in real-time.

