



“What surprised me most about my relationship with Entegra is they listened and responded to our needs and wants, underpinned by their understanding of our business model.”

Wayne Goldman, CPM, CESP, CFPM, CPHS, APP
Strategic Sourcing Specialist | PROcure Advantage

“In our buying alliance, I have the responsibility and oversight for the food and beverage category. In conjunction with our in-house programs, I depend on ready-to-use programs covering national and regional distribution, Entegra delivers.”



PROcure Advantage is a committed buying alliance for all post-acute healthcare, providing customers access to a network that has negotiated the best pricing in the industry. Combining volume, and leveraging that volume, helps the company and its customers grow stronger together.

What prompted your decision to seek the support of a Group Purchasing Organization (GPO)?

We are a small, committed buying alliance in a market with multibillion-dollar competitors, including Entegra. I was looking for an organization that would allow me to do what was needed to satisfy our five owner groups and our members as a strategic partner.

Entegra was the best overall fit for accommodating our needs, wants and desires.

What differentiated Entegra from other GPOs you considered?

Flexibility. We can create our own manufacturer and distribution programs utilizing Entegra as a strategic sourcing partner, which allows us to negotiate on behalf of our ownership, where programs didn't formerly exist.

“Entegra’s tools and resources — like emergency prepared guides — help our owners better operate their businesses, which in turn creates additional value for our organization.”



How has your partnership with Entegra strengthened your business operations?

Entegra instantly provided strength to our numbers. The critical mass they delivered was a game-changer. They brought hundreds of manufacturer programs to the table I couldn't create on my own, with the added benefit of national and regional distribution programs.

How has your partnership with Entegra improved the quality of service you provide to your customers?

The advanced reporting that flows from Entegra to our membership has boosted our quality of service. Regarding product selection, Entegra's guidance has also helped create a real value proposition.

About Entegra

Entegra boosts the performance of hospitality-driven businesses by helping them save on purchases and improve operations. As the largest food group purchasing organization in the world, we deliver the industry-specific savings solutions, digital tools, advisory services and corporate social responsibility support to help clients improve customer experiences — and achieve their goals.



**Start strengthening your business operations:
call 1-866-ENTEGRAS today.**



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