ACUTE CARE NOW

COMPREHENSIVE PURCHASING SOLUTIONS CREATED SPECIFICALLY FOR THE ACUTE CARE MARKET

PROVEN PARTNERSHIPS
SIGNIFICANT SAVINGS

MEETING YOUR UNIQUE NEEDS IS OUR TOP PRIORITY

Purchasing That Fits® ACUTE CARE
TRENDS IN ACUTE CARE

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.

MORE MEALS, SHORTER STAYS

85% of hospitals reported serving more patient meals last year, despite hospital stays being shorter. In fact, average stays are about 3 to 5 days in length.

ENVIRONMENTAL PROTECTION IS PARAMOUNT

According to a recent Johnson & Johnson survey, 95% of physicians and healthcare executives report that environmental sustainability contributes to the value of care delivered in their health system.

REVAMPED MENUS

Menus are changing, with 13% of small budget facilities offering locally sourced ingredients and ethnic cuisine and made-to-order options on the rise.

BREAKFAST RULES

60% of hospitals expect to see their lunch business boom in the coming year; however, breakfast is said to be an even better growth indicator.

ENTEGRA AT A GLANCE

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

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

The acute care 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 patients, staff and visitors and can provide the expertise and support necessary for your facility to flourish.

**Entegra is that partner.**

We are aptly equipped to deliver a best-in-class experience to the many acute care facilities 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 healthcare market, prioritize partnerships and provide comprehensive resources and support to better serve our clients. Allow us to put our expertise to work for your distinct facility.

**UNDERSTANDING YOUR CHALLENGES HELPS US DELIVER SOLUTIONS**

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<tr>
<th>ACUTE CARE CHALLENGE:</th>
<th>ENTEGRA’S SOLUTION:</th>
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<tr>
<td>Changes in Medicare and Medicaid reimbursements and evident financial challenges require acute care facilities to be more cost-efficient than ever before</td>
<td>Entegra’s full portfolio of 800+ reputable suppliers and distributors promotes cost savings on the sought-after products, services, equipment and supplies that patients, staff and visitors seek</td>
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<td>Labor shortage in the dietary department and budgetary enforcements of reduced full-time employees (FTEs) require acute care facilities to find creative solutions that preserve valuable time</td>
<td>Entegra offers a wide range of food and beverage options that are labor-saving, and also publishes resources to assist facilities in cutting costs, reducing waste, maximizing operational efficiency and more</td>
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<td>There is increased pressure to meet the varying health and wellness-related needs of patients, staff and visitors</td>
<td>Many of entegra’s contracted suppliers offer channel-specific programs that encourage patients, staff and visitors to make smarter food and beverage choices; additionally, entegra’s program gives patients, staff and visitors access to products that conform to a number of special diets and meet a variety of health needs, including items that are gluten-free, low-fat, low sodium, reduced sugar and lower in calories</td>
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<td>Increased rivalries between hospitals make patient experience, and more broadly – consumer experience – paramount</td>
<td>Entegra’s procurement suite provides acute care facilities with cutting-edge products and services that patients enjoy in their daily lives and thus expect in acute care, distinguishing your facility from competitors while increasing patient satisfaction</td>
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Entegra, along with our comprehensive network of suppliers and distributors, has the resources and purchasing innovations to meet your acute care facility’s needs while remaining cost-effective.

31% 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 and sustainable purchasing tracker to evaluate that percentage compared to your overall spend
- Regional and Direct Suppliers Tool to find local produce and dairy suppliers
- STRIDES IN SUSTAINABILITY

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)
FAQs

Are there fees to join entegra and/or ongoing fees?
No. There are no initial sign up fees or ongoing fees based on your participation.

When our facility is attached to the entegra Program, do we purchase items through entegra?
Two options are available. When you join entegra, you can choose to utilize our distribution agreement or use the distribution partner of your choice to purchase entegra-contracted products.

Am I regulated to utilize certain entegra suppliers and contracted items?
We encourage you to use the entegra products and services that meet your specific business needs and save you money. The flexibility to choose is yours.

How do I recognize my savings?
Clients receive the net benefit of our contracted programs and partnerships via a contractual agreement with entegra. Purchasing units receive off-invoice savings immediately upon purchasing from our contracted partners.

What type of support is available?
We offer extensive customer support. Our procurement team conducts market baskets and supplies opportunity reports in an effort to attain optimal savings for our clients. We also communicate regularly through a series of mailings, e-mail newsletters and program announcements. We encourage all entegra clients to visit our website, www.entegraPS.com.
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.
We deliver time-saving solutions along with nationally recognized suppliers and service providers to meet the needs of today’s healthcare environment. Ease of ordering and delivery, lower pricing and large selection are just a few of the benefits our national programs provide our clients.

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