

# MINISTRIES NOW

COMPREHENSIVE PURCHASING SOLUTIONS CREATED SPECIFICALLY FOR THE FAITH-BASED MARKET

**PROVEN  
PARTNERSHIPS**  
SIGNIFICANT SAVINGS

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

Purchasing That Fits® | FAITH-BASED

**entegra**  
PROCUREMENT SERVICES®

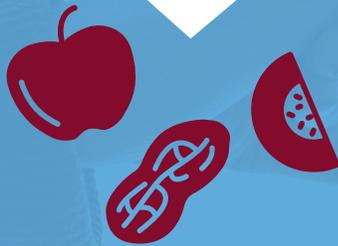
# FAITH-BASED TRENDS

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

## SNACKING SOARS

# 98%

of millennials claim to snack daily, and **23% of Generation Z** says they prefer to build a meal of appetizers or snack foods.



## FAITH-BASED FITNESS

Faith-based camps are beginning to blend healthy eating and fitness together to better educate individuals about a wholly healthy lifestyle.

## PASS THE SALT AND SUGAR?

Boomers and their children are learning to pass on extra salt and sugar, due to the rise of nutritional labeling on packaged foods and heightened nutritional education.

## A HEALTHY DOSE OF CONVENIENCE

Grab-and-go convenience items are trending in the faith-based sector, and better-for-you (BFY) options increased their market penetration to nearly **50% last year**.

<https://foodfaith.com.au/content/articles/2017/11/9/top-2017-trend-faith-based-fitness>  
<https://upserve.com/restaurant-insider/generation-z-wants-new-food-trends-2017/>  
[http://seniors.lovetoknow.com/Baby\\_Boomer\\_Food\\_Trends](http://seniors.lovetoknow.com/Baby_Boomer_Food_Trends)  
[http://digital.bnppmedia.com/publication/?i=457581#{"issue\\_id":457581,"page":0}](http://digital.bnppmedia.com/publication/?i=457581#{)

# 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

The faith-based market is continuously evolving, making it more vital than ever to have a dedicated, relationship-driven procurement partner that understands the unique needs and goals of your ministry and can provide the expertise and support necessary for it to flourish.

## Entegra is that partner.

We are aptly equipped to deliver a best-in-class experience to the many ministries we proudly serve due to our extensive knowledge of the faith-based sector, 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 faith-based 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 ministry.



## UNDERSTANDING YOUR CHALLENGES HELPS US DELIVER SOLUTIONS

### FAITH-BASED CHALLENGE:

Faith-based organizations face labor shortages and limited resources, making it challenging to focus on maximizing their purchasing opportunities



### ENTEGRA'S SOLUTION:

Entegra provides procurement expertise to faith-based organizations through a wide range of support on the national and regional levels, and works with you to create customized solutions that align with the goals and vision of your ministry

Ministries face high operating costs and an increased demand for programming, which can make it challenging to adhere to a strict budget



Entegra's full portfolio of 800+ reputable suppliers and distributors promotes cost savings on the brands and services your ministry seeks and offers the same price to all clients, regardless of their size, in a non-mandated purchasing program

Those you serve often have health conditions, restricted diets and wellness expectations



The entegra Program grants ministries and congregations easy access to products that meet a variety of health needs, including items that are gluten-free, vegan, vegetarian and low-fat

Maintaining a clean, welcoming and innovative sanctuary often means high facilities management costs



Entegra's cost-effective facilities and maintenance programs allow you to maintain your ministry and systems at peak efficiency, allowing you to allocate more financial resources for primary goals

Entegra, along with our comprehensive network of suppliers and distributors, has the resources and purchasing innovations to meet your ministry'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 ministry.

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

## When our ministry is attached to the entegra Program, do we purchase items through entegra?

You will continue to purchase products from your broadline distributor like you do today, but will receive the negotiated entegra pricing.

## Does the value of the entegra Program vary based on how much I purchase?

All entegra customers receive contracted pricing which brings cost savings, value and quality to your ministry. Therefore, the more you utilize entegra's contracted Programs and Products, the more you can save.

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

No. 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?

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

## What type of support is available to me?

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.



# 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.



Entegra can meet many of your administrative needs from office supplies to disposables. Additionally, our partners provide an expansive array of supplies, including but not limited to arts & crafts tools, dry erase boards and other products.



ADMINISTRATION/  
EDUCATION



ADMINISTRATION



DISPOSABLES



COMMERCIAL  
FOODSERVICE  
EQUIPMENT



EQUIPMENT REPAIR  
& MAINTENANCE



EQUIPMENT

KITCHEN  
DESIGN & BUILD



SMALLWARES

FURNITURE  
& FIXTURES



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



JANITORIAL



FACILITIES &  
MAINTENANCE



FOOD SAFETY  
& FIRST AID



EQUIPMENT MAINTENANCE  
& SUPPLIES



We provide a wide array of cost-effective maintenance products, operations solutions and services to keep your ministry visibly clean, well-maintained and on-trend. 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.

