

HOSPITALITY NOW

COMPREHENSIVE PURCHASING SOLUTIONS CREATED SPECIFICALLY FOR THE HOSPITALITY MARKET

**PROVEN
PARTNERSHIPS**
SIGNIFICANT SAVINGS

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

Purchasing That Fits® | HOSPITALITY

entegra
PROCUREMENT SERVICES®

TRENDS IN HOSPITALITY

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.



PUTTING LOCAL ON DISPLAY

Guests are seeking to immerse themselves in an area's culture more so than ever before, requiring locally sourced menu options and innovative facilities that make the guest experience both personal and authentic.



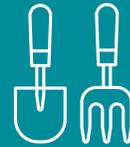
BRINGING THE OUTDOORS IN

Sustainability rules. A recent report from Terrapin Bright Green highlights that guests spend **approximately 36% more time** in hotel lobbies that incorporate natural elements into their décor and design.

<http://www.foodinsiderjournal.com/blogs/clean-label-insights/2017/03/75-of-consumers-will-pay-extra-for-clean-label-in.aspx> <https://upserve.com/restaurant-insider/generation-z-wants-new-food-trends-2017/> [http://digital.bnppmedia.com/publication/?i=457581#{"issue_id":457581,"page":0}](http://digital.bnppmedia.com/publication/?i=457581#{) <https://www.smartmeetings.com/news/trends/74256/top-10-trends-impacting-hospitality-industry> <https://www.ambius.com/blog/hotel-trends-transforming-the-guest-experience-part-1-macro-trends/>



TOTAL TRANSPARENCY



44%

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

SNACKING SOARS

98%

of millennials claim to snack daily

23%

of Generation Z says they prefer to build a meal of appetizers or snack foods

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

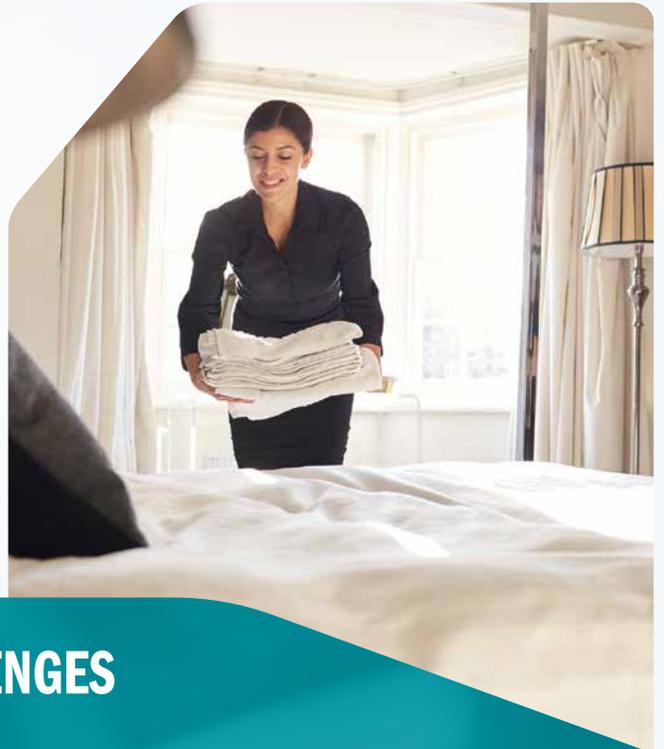
MEETING YOUR UNIQUE NEEDS IS OUR TOP PRIORITY

The hospitality market is continuously evolving, making it more vital than ever to have a dedicated, relationship-driven procurement partner that understands the unique needs of your property and can provide the expertise and support necessary for you to exceed guests' expectations.

Entegra is that partner.

We are aptly equipped to deliver a best-in-class experience to the many properties we proudly serve due to our extensive knowledge of the hospitality 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 hospitality 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 properties.



UNDERSTANDING YOUR CHALLENGES HELPS US DELIVER SOLUTIONS

HOSPITALITY CHALLENGE:

It can be difficult to find a strong, diverse procurement program that successfully meets all your unique purchasing needs as properties continue to grow and develop.



ENTEGRA'S SOLUTION:

Entegra takes a holistic approach to procurement. We provide programs and services that extend beyond Prime Distribution to meet your needs at all levels of the journey, making us a "one-stop shop" for all your purchasing needs.

Maintaining a clean, efficient, welcoming property often means high facilities management costs.



Entegra's cost-effective facilities and maintenance programs allow you to maintain your property and systems at peak efficiency, enabling you to allocate more financial resources for primary goals like enhancing the guest experience and driving revenue.

It can be both costly and challenging to provide the personalized, high-quality, differentiating experiences that guests seek in hospitality.



Entegra has the purchasing expertise to assist clients in menuing unique and on-trend items at discounted prices, furnishing your property with innovative décor and providing you with innovative solutions to keep your properties competitive in the marketplace.

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



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

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

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

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.

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

Can I use my existing Prime Suppliers?

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. Our prime distributors include SYSCO, GFS and PFG.

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

Entegra offers pricing competitive to industry pricing 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 supplier partners.

Does your program work with the brands and their mandated/branded products?

Entegra partners with the leading suppliers and distributors used in the hospitality segment today, making brand-specific products easily accessible to you. With our flexible approach to procurement, you can easily match our contracts to your brand requirements. In addition, you will benefit from our agreements where your brand has not specified a supplier or product.



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.

ICE CREAM

BAKERY

DAIRY

PRODUCE



MAIN COURSE/BUFFET



BEVERAGES

DESSERTS/ SNACKS



FOOD & BEVERAGE EQUIPMENT AND SUPPLIES





We partner with leading brand-approved manufacturers, service providers and distributors, providing best-in-class options to keep your rooms stocked, clean and in good repair. Additionally, our expansive network of suppliers promotes cost-savings options for your front office operations.



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



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

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.

