



“Entegra helps us achieve our goal of being cost effective as possible, allowing for our units to get the best products while maximizing the value for our residents and clients.”

Allan Turner

Director of Business Development | Westcana

“With Entegra, we get a better value for our dollar, gaining access to a recipe database and the ability to get equipment in our facility at a much better price than we were previously able to retain on our own.”



WestCana Services Inc. (WestCana) is a British Columbia-owned and operated company that provides support services functions to various businesses including LTC, assisted living, schools and offices, all across the lower mainland. Their services include the management of dietary, housekeeping, laundry, maintenance and reception. WestCana works with their partners to ensure that their clients and mutual residents receive the best service possible.

What differentiated Entegra from other Group Purchasing Organizations (GPOs) you considered?

Entegra was the only GPO I found that didn't set prices working with a master distributor. It gives us the freedom to pick and choose, since we do a lot of homemade or scratch cooking with a business that has multiple levels of care. Also, working with Entegra did not impact any of our other previously negotiated contracts, going over and above what we had already negotiated with other vendors or distributors.

What concerns did you have about partnering with Entegra? What put your fears to rest?

My initial concerns were around how much of the market basket was on program. I looked at how many of the items Entegra had on contract compared to what Westcana used, and how much was contracted in the warehouse. My other concern involved the support I would get from my National Account Executive. I have to say, his depth of knowledge and experience put all my fears to rest.

“Having access to our Entegra resources on a regular basis has been invaluable.”



What aspect of partnering with Entegra appealed to you most?

I liked that we would gain access to Entegra’s recipe programs.

How has your partnership with Entegra strengthened your business operations?

First, it’s left me fully intact with my previously negotiated distributor contracts and enabled me to enhance my rebate program. Second, it’s opened up more vendors that I didn’t have before, allowing me to see some great savings with equipment on the floor, staff doing a better job and maximizing the value and quality on food.

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 1-833-955-1490 today.**

 Entegra Procurement Services

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