



“I would recommend Entegra to any senior living community looking to operate more efficiently. If you want to strike the perfect balance between quality and cost, partner with Entegra.”

Jim Freeland

Vice President of Dining and Nutrition | Enlivant®

“Entegra’s procurement solutions helped us consolidate our purchasing functions and reap the full benefits of volume buying — all while ensuring our residents and their families complete satisfaction.”



Over the course of more than five years, Enlivant has enriched the lives of thousands of residents in hundreds of senior living communities across 27 states, with nearly 7,000 dedicated employees bringing professional quality senior care to every resident.

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

Entegra’s key differentiator was, their program was well-aligned with our preferred vendor, Sysco. Since Entegra’s relationship with Sysco is so strong, we were able to strengthen our relationship with both parties in a way that added significant value for our residents while keeping costs controlled and quality high.

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

One of the concerns I had was determining whether Entegra’s buying power was in the areas that were a priority to us. Today’s seniors want to enjoy the simple, homemade foods they grew up with, and thus, we do a lot of scratch cooking.

The more I learned about Entegra-contracted products and services, the more I realized their buying power provided us with many of the solutions we needed, including our ability to offer the recognizable brands and flavors our residents enjoy and expect.

“We have a system in place that addresses menu fatigue with our residents, and volume buying through Entegra is critical to the process. We’re able to keep offerings new, which matters not only to residents but to their families and other key stakeholders.”



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.

What aspect of partnering with Entegra appealed to you most?

Without a doubt, it’s the simplicity of the program — for both myself and my team. Once the parameters of the program are established, Entegra makes the purchasing process easy to navigate.

Entegra’s proprietary tools, like the My Purchasing Toolkit, are especially easy to use. Through just a few clicks, we can see deals vs. non-deals and select the right cost-saving products for our senior living communities.

How has your partnership with Entegra strengthened your business operations?

The relationships and insights I’ve gained from partnering with Entegra are especially valuable. For example, my dedicated National Account Executive regularly reviews order guides with me and makes recommendations for buying opportunities that are advantageous for our communities. She’s committed to our success, and often points out cost-saving opportunities that we might otherwise have missed.

Also, Entegra regularly shares information related to foodservice and industry-specific trends, which are especially important to our key stakeholders, including residents’ children and other family members.

What has surprised you most about your relationship with Entegra?

I was most surprised — and pleased — with how easy it is to maintain a relationship with Entegra. Working with them opened the door to a simple, effective way to manage cost and quality — two major demands of the senior living industry.

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

 Entegra Procurement Services

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EntegraPS.com | 1-866-ENTEGRA | info.USA@EntegraPS.com