



“Entegra differentiates itself from other Group Purchasing Organizations (GPOs) not only through greater cost savings, but through a higher level of transparency.”

Andrew McDonnell

Senior Director of Purchasing | Perry's Restaurants

“We are able to rely on Entegra to deliver competitive pricing on so many items and categories, and in turn, we can focus our attention on other areas of our business, never compromising on the quality of our main ingredients.”



RESTAURANTS

Founded in 1979, Perry's Restaurants currently operate two original butcher shops, 17 steakhouse locations and one American grille. Perry's focus is to provide an unsurpassed dining experience featuring award-winning and imaginative menus, extensive wine selections and more.

What prompted your decision to seek the support of a GPO?

We wanted to leverage the buying power of an organization with more volume and who could negotiate from a position of strength. We learned of the deviations and rebates we could benefit from without sacrificing our quality, and wanted to learn how that could be implemented into our order guides and services.

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

The initial hesitation was that they would not have enough depth in their portfolio to add value to the fine-dining segment. However, from the onset, it became clear they had plenty to offer us throughout our order guides. As we moved further in the relationship, they were never complacent about continuing to add value. For example, many of their regional (Entegra Local and Direct Savings Program) and Direct Store Delivery (DSD) programs have great applicability to us.

“Beyond cost savings, I value Entegra’s partnership most. They are very transparent about what they can and cannot do — but we do not get ‘cannot’ often — and it’s only after serious consideration and careful thought as to what is best for our organization.”



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?

As we’ve dug deeper into the resources available to us through our Entegra partnership, it has been encouraging to know that there are tools like Entegra PurchasingIQ that provide access to almost all of Entegra’s contracts in real time. Now, we can be more agile to make changes without fear that an Entegra-contracted item would not be available to us.

How has your partnership with Entegra strengthened your business operations?

The deviations allow us to stay more competitive with menu pricing without sacrificing quality, while the rebates help us offset corporate overhead. Additionally, our partnership has allowed us to broaden the scope of our purchasing without the need to add personnel. That is value for our bottom line.

What has surprised you most about your relationship with Entegra?

The relationship is very personal despite Entegra being part of such a large organization. We have been able to work on programs and regional items that are very specific to Perry’s needs — products and services I don’t believe many large GPOs even consider.

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

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