



“Our partnership with Entegra has made our purchasing program more efficient, allowing us to distribute even larger cashback payments to our members.”

Alain Mailhot
CEO | ARQ

“This very tangible advantage has, in turn, improved overall member retention, strengthening our core business.”



The mission of the Association Restauration Québec (ARQ) is to provide all member restaurant establishments across Quebec with comprehensive information, training, discounts, insurance and government representation services.

The ARQ devotes its efforts to bringing together and sensitizing all these stakeholders to the causes that are common to them. Each action taken by the ARQ aims to contribute to the growth of its members and help them meet new challenges.

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

Entegra’s excellent customer service and quick response time were critical when thinking of establishing such an important partnership, and we are glad to have built a close working relationship with our Entegra representatives. We were also impressed by the general quality and detail of data reporting, which allows for in-depth analysis of gains realized through our partnership.

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

As a non-profit, transparency has always been a huge concern for both us and our membership. We needed to make sure our purchasing program was achieving optimal returns, and Entegra put our minds at ease by allowing an independent firm to review volume totals, ensuring fair and verifiable results.

“Thanks to our collective efforts, ARQ members now have more ways to save than ever.”



What aspect of partnering with Entegra appealed to you most?

The sheer buying power of Entegra makes it a purchasing opportunity like no other. Attracted by the volume of savings, we are able to pass that on to our members in addition to the number of manufacturers they gain access to.

How has your partnership with Entegra improved the quality of service you provide to your customers?

Aside from putting more money directly back into our members' pockets, our partnership with Entegra has opened up the catalogues of nearly 100 new manufacturers, giving members access to the thousands of quality products they distribute.

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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EntegraPS.ca | 1-833-955-1490 | info@EntegraPS.com