

Step Five



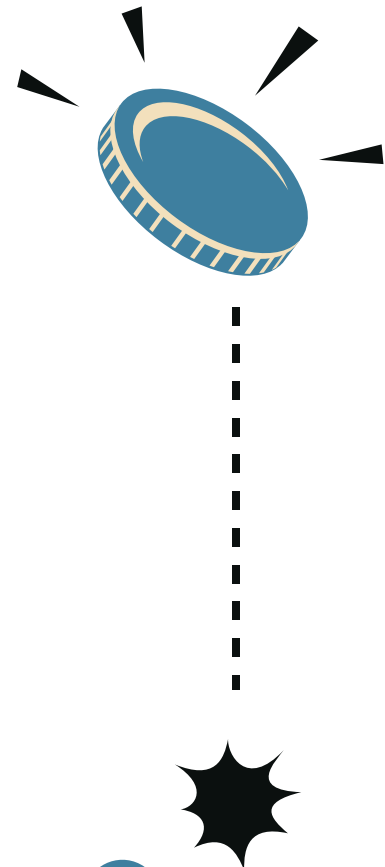
SAVING TIME AND MONEY THROUGH COMPLIANCE

WHAT IS COMPLIANCE?

Compliance is the means of conforming to a rule, such as a specification or standard. In order to get the most of your purchasing program, compliance is necessary.

WHERE IS YOUR COMPLIANCE?

As a member of the Buyers Access program, you can expect projected savings and maximized NOI through portfolio-wide program compliance. This compliance can be achieved with clear communication, education, and customized training. Below is an example of projected savings calculated through compliance.



| # of Units 5000 | Increased Compliance/ Unit* | | | | |
|---|-----------------------------|----------|----------|----------|----------|
| | 10% | 20% | 30% | 40% | 50% |
| MRO <small>(excludes major HVAC and Appliances)</small> | \$1.39 | \$2.78 | \$4.17 | \$5.56 | \$6.95 |
| | \$6,950 | \$13,900 | \$20,850 | \$27,800 | \$34,750 |
| Paint | \$0.75 | \$1.50 | \$2.25 | \$3.00 | \$3.75 |
| | \$3,750 | \$7,500 | \$11,250 | \$15,000 | \$18,750 |
| Office Supply | \$0.64 | \$1.29 | \$1.93 | \$2.57 | \$3.21 |
| | \$3,214 | \$6,429 | \$9,643 | \$12,850 | \$16,050 |
| Projected Savings by 10% Increase in Compliance | \$13,914 | | | | |

*Compliance savings rates are based on actual comparison of items purchased at retail versus a catalog supplier (ie. HDS or MUSA) and national account program

HOW DOES YOUR SAVINGS LOOK?

Where does your compliance fall? Are you working with the right multifamily group purchasing partner to save time and money? You can find out more about our customized program design via a free consultation.



Share This Ebook!

