

Step Nine



# **BUILDING RELATIONSHIPS WITH SUPPLIERS**

“Members will get focused supplier management support and a strategic approach to your purchasing program.”

## WHAT IS SUPPLIER MANAGEMENT?

Supplier management is the systematic, enterprise-wide assessment of suppliers' assets and capabilities with respect to overall business strategy, determination of what activities to engage in with different suppliers, and planning and execution of all interactions with suppliers, in a coordinated fashion across the relationship life cycle, to maximize the value realized through those interactions.



### How important is Supplier Management?

At Buyers Access, we take our partnerships seriously, and it shows. We've helped thousands of properties around the nation reduce their costs and generate more efficiency from their maintenance efforts. We source only top suppliers for the multifamily industry and work with the best contractors to make sure your purchasing program is a success. We take pride in an ongoing commitment to strengthen our supplier relationships to ensure members benefit from the value differentiated products and services we offer. What does that mean to a future Buyers Access member? It means members will get focused supplier management support and a strategic approach to your purchasing program.

### Ask yourself the following questions:

1. Does your current purchasing partner have a thorough supplier selection process before adding a supplier to their network?
2. Do you feel that you have a healthy variety of product and services available within your current supplier network?
3. Does your purchasing partner work on preferred pricing while helping drive compliance to your purchasing program portfolio wide?
4. Does your purchasing partner stay current on products and services in the multifamily industry?
5. Are your suppliers following through with their commitments?

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