

Step One



**GETTING TO KNOW A  
MULTIFAMILY GROUP  
PURCHASING PARTNER**

“*An experienced partner will show you the best practices in multifamily purchasing.*”

## WHAT IS A MULTIFAMILY GROUP PURCHASING?

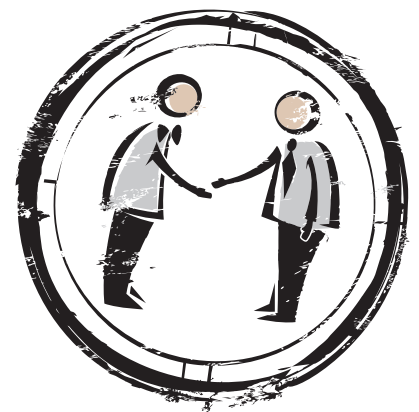
To start, a Group Purchasing Organization (GPO) is an entity created to help businesses obtain discounted pricing on products from vendors based on membership. So what does that really mean? It means that your business can reap the benefits of group purchasing with dedicated suppliers for a discounted price point as long as you are an active member. So what does that mean for multifamily? This means that the multifamily industry (apartment, student housing, senior living) can benefit from businesses providing group purchasing services which can cover various facets of multifamily purchasing. These services can range from product searches, price checks, bid solicitation, bulk purchases as well as product standardization, supplier reviews and recommendations on services such as cleaning, landscape, pest control and more.

### Why Do I Need a Purchasing Partner?

Your local suppliers may not be able to offer you the same services that you can get through a purchasing partner. Ask yourself a few questions:

- Do you have the resources and knowledge to develop standards?
- Can your local supplier offer you assistance in compiling competitive bids for an appliance rehab?
- Does that supplier offer you a toll free number that you can call for help with any special requests ?
- Can your suppliers offer you reporting?

As expert purchasing partners, Buyers Access can build a customized purchasing strategy for your property. Our team will be available to you when you need help with product searches, training programs, assistance with capital projects and much more.



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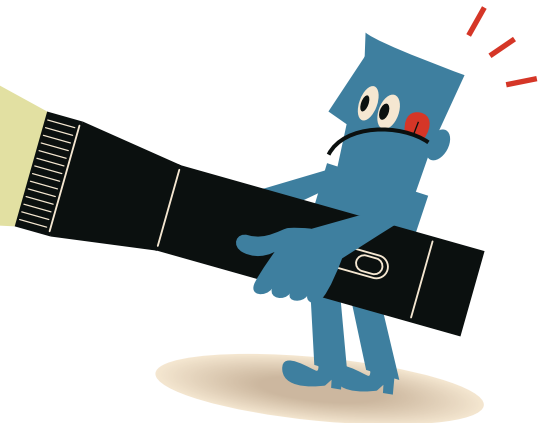
## WHY BUILD A CUSTOMIZED PURCHASING STRATEGY?

More and more owners are interested in how to save more money on the various products they purchase. With the right purchasing partner, you can take advantage of member pricing and leverage top quality products from national suppliers as well as track and measure product purchasing across your entire portfolio.

### How do I find the right Purchasing Partner?

Learning the proper way to select a multifamily group purchasing partner for your property can be the key to your success. One important area of focus is having the understanding of the big picture reasons for selecting a purchasing partner. Often times important pieces are forgotten or missed all together which can lead you to get on board with the wrong partner. It is imperative for all owners or the go-to decision makers to provide a list of their needs and wants as well as share how they go about the property's daily purchasing habits.

There are many additional key elements that should be considered when choosing a purchasing partner for your property or portfolio. For example, Buyers Access has expert Account Managers available to walk you through a detailed needs analysis to help determine your purchasing goals and map out the best purchasing strategy for your portfolio's unique needs. In addition, the Buyers Access dedicated Member Services team can assist in product searches, bulk purchases, special requests, price checks, management reports, bid solicitation, bid contractor sourcing and training. Lastly, the Client Success team diligently works to support all departments at Buyers Access, from business analytics to corporate office management. All three teams work hard to bring you smart multifamily purchasing services.



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