

Vendor Solutions Group



A NEW WAY TO MANAGE YOUR MRO SPEND

MAINTENANCE ■ REPAIR ■ OPERATIONS

MRO Spend



- Most property owners / managers know that property maintenance is the most controllable expense on the property. When properly budgeted and purchasing guidelines in place the difference on revenue can be substantial.

Old Way



- The relationship between the buyer (property) and the seller (supplier) has for many years been established by the seller's representative.
- Market conditions have driven the pricing policies and service levels making the MRO industry a competitive landscape.
- With 1000's of product offerings the ability for the seller to showcase their ability to be the low cost leader is not difficult.

New Way



- Vendor Solutions Group has a simple answer.
- Instead of the seller (supplier) having the sales rep why not let the buyer have a MRO supply consultant.
- The buyer has a responsibility to maintain the MRO budget and can be more effective with an “buyer’s agent” rather than a “seller’s agent”

Cost



- Again...there is a simple answer.
- The price the buyer pays for products has a mark up that allows for the sales rep to be compensated
- If the buyer brings the business and their consultant to the seller the consultant would be compensated with already budgeted dollars.
- The result would be zero additional cost to the buyer and seller for opting the “new way” over the “old way”

Buyer's Advantage



- The buyer would maintain a single relationship for all their properties...no more “John Doe is my sales rep on ABC property” but “Jane Doe is my sales rep on DEF property”
- The communication channels would be streamlined.
- Pricing for all the buyers portfolio would be consistent.
- Sourcing special products would be simplified.
- Bid process' would be simplified.
- The buying power would be in the buyers control.

Commitment



- **Vendor Solutions** will utilize 25 years of experience with facility management to focus on building a relationship between facility maintenance professionals and MRO (*maintenance, repair and operations*) product suppliers.
- We are committed to your business development and can help streamline your vendor and sourcing choices in order to obtain the highest value for goods and services from the most qualified suppliers.

Web Sites



- www.MROinformation.com
- www.SupplyZilla.com *coming soon*

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