



## About BuyEfficient

What's BuyEfficient All About?

Suppliers

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Reporting Tools

### A BETTER WAY TO PURCHASE EVERYTHING FOR LESS

Our entire business is built around one very simple question: how can we help hotel owners and operators save money and save time?

Our answer, expressed in the structure of our business, is unique in this industry. In a nutshell, hospitality purchasers—our members—purchase the products they need to run their hotels from a national and regional network of manufacturers and suppliers who guarantee pricing, rebates and incentives negotiated in advance by BuyEfficient.

To ensure that you not only get good prices but actually optimize this blend of product and process, we provide, customize and support an Internet-based integrated purchasing management system. Members use the advanced controls this system provides to continuously improve their efficiency and further reduce and manage their operating costs, with real-time, detailed purchase histories, reports and supplier order guides.

Over time, the more you purchase through BuyEfficient, the more you'll save, because each of our suppliers offers incentives and rebates that grow along with your hospitality purchasing.



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## **BUYEFFICIENT SUPPLIER NETWORK**

Everyone you want to work with.

BuyEfficient's Supplier Network includes the best suppliers and manufacturers for all of the operating supplies and equipment for every department in your hotel and all of the food products to run your F&B operations. From economy to luxury, from limited to full-service, resorts and convention hotels, BuyEfficient has the suppliers and products you need for every department.

Product and supplier flexibility are uniquely important to BuyEfficient. Because we work for our members, we are committed to providing the national, regional and local suppliers and products that are important to your success in hospitality procurement. For more information on our supplier network, please contact us.

## **BUYEFFICIENT PRICING AND BENEFITS**

How Much Do You Want to Save?

BuyEfficient negotiates pricing, rebates and incentives with all network suppliers in advance, based on the consolidated purchasing volume of all our members. Our consolidated purchasing volume drives down the product costs for all members. Our members then buy what they need from the suppliers they choose in order to optimize cost control and maintain operating standards.

So when you select an item for purchase, the price on your on-screen purchase order accurately reflects the price you'll be invoiced. We pass on 100% of the negotiated pricing, rebates and incentives to our members, and our suppliers pay no fees. As a result, suppliers are able to pass the savings directly to our members in the form of discounted and contracted pricing, incentives and rebates.

The specific pricing and benefits offered by our suppliers are kept current in our database and are available to our members at all times. So our members know exactly where the deals are and can use the available rebates and incentives to maximize their savings. It's simple: the more you use the system, the more you'll save.

## **INTEGRATED PURCHASING MANAGEMENT SYSTEM**

Easy to Use Means Easy to Control.

All of your purchasing interactions with BuyEfficient happen through a web browser. Purchase orders are generated by the suppliers for the products that you select, and are hosted in BuyEfficient's e-catalog platform.



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Favorites folders are built for each of your hotels and corporate offices, for everyone involved with purchasing products. They're based on your purchasers' unique requirements. The folders are coded to the appropriate general ledger expense and may contain diverse products from multiple suppliers. This feature improves product and supplier consistency and control.

The purchase order approval process can be multi-tiered and customized to your approval workflow rules. Once a purchase order is generated, it's automatically submitted to the appropriate approver before being automatically transmitted to the supplier.

BuyEfficient can also easily export data to be integrated with many popular accounting packages.

## **CHECKBOOK FUNCTIONALITY**

**Automatic, integrated and easy to use.**

The smartest systems in the world won't accomplish their goals if they're difficult to use. That's why BuyEfficient keeps things simple. For example, we build checkbook functionality into the purchase order process and provide our members with the ability to have their individual expense budgets loaded and tracked in the system in real time.

Purchase orders totals are immediately debited from those budgets, with the remaining budget balance included in the internal purchase order for review by the approver—so there's no more estimating. Every time a purchase is made, the purchasing manager and the approver see the budget remaining for the current month for each line item. It's that simple.

## **REPORTING TOOLS**

**Using information to control expenses.**

To effectively manage purchasing processes over a multi-property operation, you need tools that can provide you with the exact details of each expenditure, *and* the ability to see the larger trends shaping your overall success as measured against objectives. Knowing what was bought and at what price is critical to controlling and managing costs.

BuyEfficient's reporting tools include online, real-time reporting at a summary or detailed level. With BuyEfficient you're always in control.



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