OMNIA® PARTNERS

Pathway to Procurement:

ACHIEVING SUCCESS TOGETHER

A step-by-step guide to purchasing through OMNIA Partners

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This comprehensive guide will help you identify more strategic and efficient ways to procure by utilizing OMNIA Partners value-added solutions, tools, data, support and expertise. Join thousands of members who are building organizational value by transforming the way they buy.

A Guide for Newcomers

03

OMNIA Partners (and procurement in general) comes with several terms that can quickly become overwhelming. Let's do a quick breakdown of some acronyms and key definitions you may run across when learning about us!

Cooperative or Group Purchasing Organization (GPO): An entity, like OMNIA Partners, which helps businesses and organizations (often within the same industry or sector) combine their buying power to secure improved supplier deals, including (but not limited to) pricing, terms, and conditions.

Public Sector: This area of business pertains specifically to participating agencies of OMNIA Partners that are in the local and state government, K-12, higher education, and nonprofit industries.

Private Sector: This area of business pertains specifically to members of OMNIA Partners that consist of enterprise and corporate businesses, private equity firms, their portfolio companies, and multifamily housing and commercial real estate.

Total Cost of Ownership (TCO): A comprehensive financial analysis that considers all the direct and indirect costs associated with acquiring, operating, and maintaining a product, asset, or service throughout its entire lifecycle.

OPUS: OMNIA Partners OPUS is a revolutionary e-commerce technology that offers purchasing professionals in the public sector, (coming soon to the private sector) access to a seamless buying experience through hundreds of compliant cooperative contracts that have been publicly awarded through one login experience. By streamlining the purchasing process, OPUS simplifies procurement and enables buyers to make purchases more efficiently.

Subject Matter Experts (SME): An industry leader with specialized knowledge and expertise that assists members in making the best procurement decisions possible.

Lead Public Agency Model: A single government agency, school district, or university system that has coordinated and implemented an original procurement contract to be used by other entities, streamlining the process for everyone involved.

Spend Visibility: A term that refers to the level of oversight a company has of its overall spend in one place, organized by supplier, category and buyer, all displayed in real-time. The more visibility you have into your organization's overall spend; the better-informed decisions you can make for your organization.

Spend Cube: A tool used to analyze an organization's historical spend data to gain insight into ways to improve the organization's overall performance and profitability. This is the final output of a spend visibility analysis.

Establish Clear Objectives

Goal setting and planning.

A group purchasing organization (GPO) leverages the collective buying power of its members to secure discounted prices on the goods and services they need to run their business. Partnering with a GPO gives you immediate access to numerous solutions, all in one place, that help you better manage and streamline your procurement process. When looking for a GPO to partner with, it's important to keep in mind that they are not all created equal and offer numerous diverse benefits and additional value adds.

Start by assessing the current state of your organization's spend cube to discover where your gaps are or where your budget is undermanaged. This is the perfect opportunity for your team to set new goals and decide if you are reaching for savings, efficiency, easy access to solutions, compliance, or all of the above.

Not sure how or where to get started? Your OMNIA Partners representative is here to support you from the very beginning with available tools and solutions.





Your Ally in the Purchasing Process

Start a direct line of communication with our team.

If you're already a member, get in touch with your designated representative and start planning today. They can help you navigate our website and advise you in your selection of solutions.

If you're not a member, complete our Contact Us form so our team can connect you with your designated OMNIA Partners representative. This initial contact marks the beginning of your exploration into our process and free membership offerings. Once you establish communication with your representative, we collaborate to initiate procurement tailored to your requirements while optimizing costs.

No matter what stage you're at, having an open line of communication is key. Conducting regular check-ins ensures you're reaping the benefits of group purchasing and optimizing your spend.

Browse Solutions

Explore contract offerings and other savings opportunities.

CONTRACT OFFERINGS

If you have a need, we have a solution. The breadth and depth of our portfolio makes us your first stop in the procurement process.

Visit our website to explore our range of agreements and initiate the supplier selection process tailored to your requirements. Sort contracts by industry, category, and keywords to customize your experience based on your specific needs.

When utilizing OMNIA Partners contracts, you can rest easy knowing the agreement is being monitored at all times. We have a team dedicated to lifecycle management of all of the contracts in our portfolio.

OPUS

Our revolutionary e-commerce technology platform for public sector agencies to procure the goods and services needed through one single access, one single experience. Not only can you buy through compliant contracts from industry leading suppliers, but you will also be able to instantly connect with supplier representatives for assistance.

SUBJECT MATTER EXPERTS

Utilize our team of industry experts to help you make informed buying decisions within the categories of: Furniture, MRO & Facilities, HR & Contingent Workforce, IT & Telecom, Freight & Logistics, and Food.

Our SME's will identify custom solutions that deliver savings and streamline operations for a more efficient procurement process.

20+
Years in Business

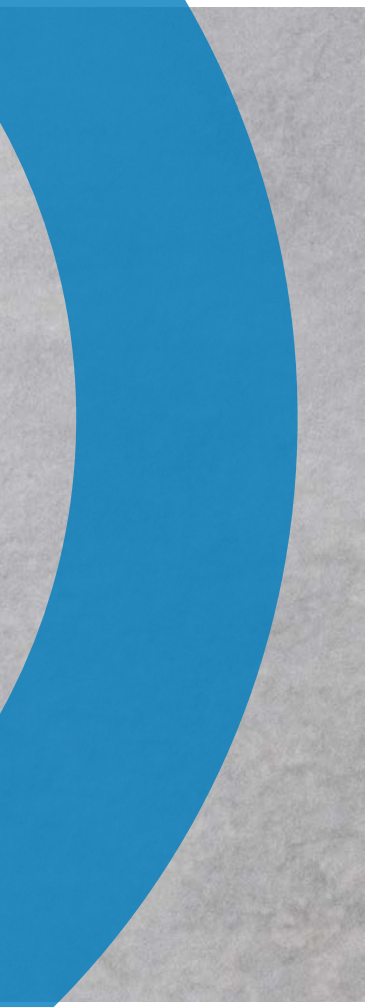
1,100+
Contract Solutions



08

600,000+
Member locations
throughout the U.S.

94%
Population served by agencies
utilizing OMNIA Partners



DATA AND REPORTING TOOLS

OMNIA Partners provides a data and spend analytics solution that empowers organizations to make informed decisions about their procurement strategy. By offering a complete view of your spend, our solution enables stakeholders to align their decisions with company objectives. This comprehensive perspective uncovers opportunities to leverage collective purchasing power and identify areas for cost savings, ensuring competitiveness in the market and economic benefits.

Our unique spend visibility solution cleans, categorizes, and analyzes your data, allowing you to gain valuable insights for better contract compliance, category management, and initiatives such as supplier diversity.

Get our free spend visibility guide here.

Supplier Relationships

Buy with confidence. Our history of building lasting relationships and delivering exceptional service has consistently driven value for our members for nearly 30 years. We will help you deepen your supplier relationships in three key ways:



ACHIEVING POWER & SCALE

Rather than facing delays in building individual relationships, a GPO partner leverages collective business purchasing power for improved pricing, service levels, and supplier representation.

GPOs forge stronger supplier relationships than individual teams, making them a powerful asset in volatile markets for your organization.



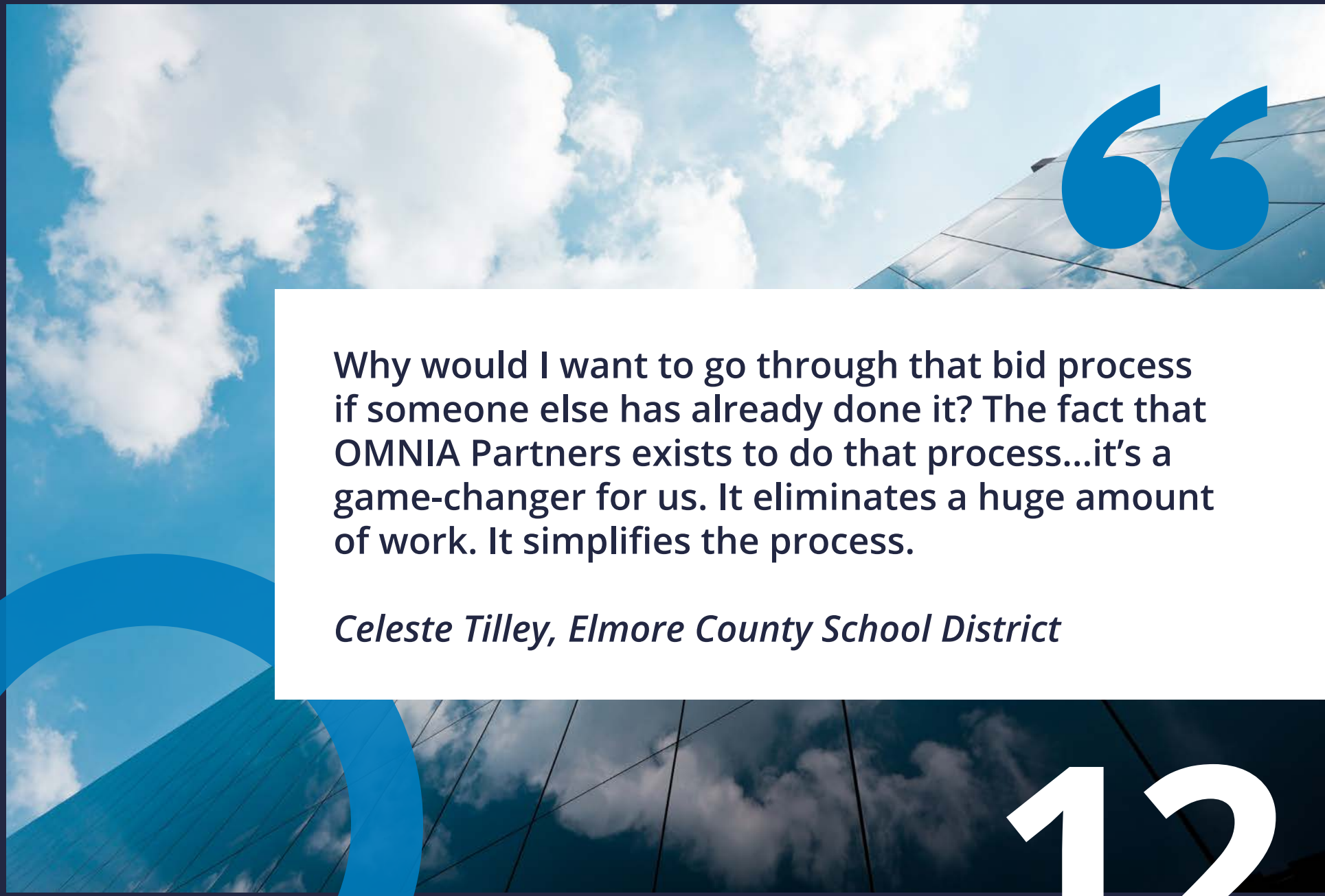
MANAGING TOTAL COST OF OWNERSHIP

When sourcing products and services during challenging times, prioritize total cost of ownership (TCO) analysis to account for all potential lifetime costs. Relying on your GPO's supplier relationships can reduce risks and let experts guide you through TCO management in your transactions.



MONITORING RELATIONSHIPS

Strategic GPO suppliers offer unique capabilities that enhance operational efficiency. Procurement leaders, dealing with various categories in a large spend cube, often lack the time and resources to manage individual supplier relationships. Amidst market challenges and shortages, continuous communication between the GPO and suppliers fosters problem-solving, innovation, and product development.



Why would I want to go through that bid process if someone else has already done it? The fact that OMNIA Partners exists to do that process...it's a game-changer for us. It eliminates a huge amount of work. It simplifies the process.

Celeste Tilley, Elmore County School District

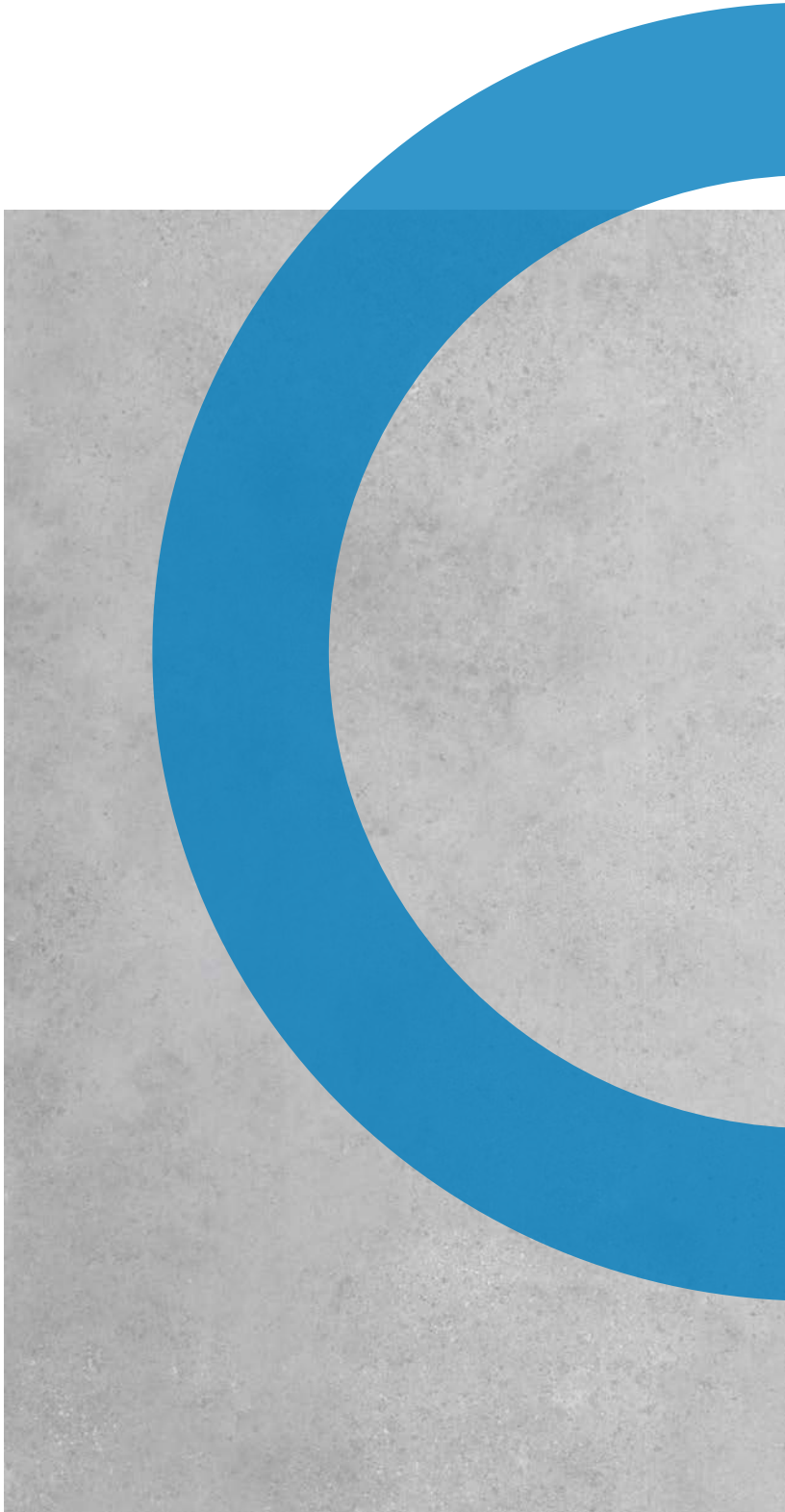
Inform & Educate Your Team

Explain the value and benefits of group purchasing to your stakeholders.

Having complete GPO buy-in from your team is key to success. Making sure everyone understands the meaning behind the “why” you are using a GPO and how to utilize the tools available will bring your organization the most value and savings.

Browse our resources library to dive into countless blogs on procurement and group purchasing as well as hear from your peers by reading success stories.

For public sector professionals specifically, we have a landing page that contains resources you may need to educate your team on cooperative purchasing.



Free Membership

Not a member yet?

Upon joining OMNIA Partners, you become part of a dynamic community that merges influence and collaboration, yielding concrete enhancements for your business. Each member gains from the collective purchasing strength of the nation's largest and most rapidly expanding network of procurement experts.

MEMBERSHIP ADVANTAGES:

- No membership costs, fees, or order obligations
- Access to exceptional cost-saving leverage
- Diverse selection of category solutions
- Premium products and services
- Avoidance of RFPs and bidding processes
- Unparalleled network of peers
- Strategic guidance for simplified procurement operations



> It's way more than just pricing with the suppliers. OMNIA Partners comes with additional resources. When it comes to supplier performance management or building relationships with suppliers, they know exactly what to do. It feels like the GPO is part of our procurement team.
>
> *Russell Bennett, Caliber Collision*

Navigate the Purchasing Process with Confidence

What you need to know before you go.

We understand that you're dealing with resource constraints and seeking ways to simplify your procurement procedures. The time-consuming RFP process can divert your attention from critical aspects of your organization. Collaborating with a GPO not only expands your team, but simplifies and expands the purchasing process while providing valuable tools that enhance your business operations.

OMNIA Partners offers a comprehensive solution, providing peace of mind that your contracts are at the forefront of the industry. But our commitment doesn't end there; we have a dedicated team overseeing the entire lifecycle of our agreements to maximize their value for your organization.

Regardless of your current stage in the purchasing process, your OMNIA Partners representative is always available to assist you. Our team is committed to being your ally through the entire process to ensure you feel confident in the procurement decisions you make daily.



As your ally in the purchasing process, OMNIA Partners is dedicated to optimizing procurement for your organization. Our goal is to improve the way your organization identifies, evaluates, and procures what they need at the best value. With free membership, you'll gain full access to our portfolio of leading national supplier contracts, spend visibility, analytics, and subject matter experts to help you identify more strategic and efficient ways to procure. We are here to help you achieve your procurement goals while saving you time and money along the way.

Discover a better way to buy at www.omniapartners.com