



CATEGORY GUIDE

OFFICE SUPPLIES & SOLUTIONS



OMNIA
P A R T N E R S

THE CHANGING OFFICE SUPPLY MARKET

During the last decade, the number of nationally capable Office Supply distributors has decreased, bringing a degree of maturity to the industry. This has resulted in unique challenges to secure competitive pricing and to generate ongoing value. Some of these challenges include:

1

CORE LIST
MANAGEMENT

2

SUPPLIER MARGIN
MINIMUMS

3

OFF-CONTRACT
SPEND

“As the major suppliers consolidate operations, overall confidence levels are declining and corporate buyers anticipate seeing their competitive price advantages and service levels erode.”

- OPI Confidence Survey, 2015

GETTING THE MOST FROM YOUR PROGRAM

CATEGORY LIFECYCLE MANAGEMENT

With traditional bid tactics exhausted, companies must look for different ways to drive value. Rigorous contract management is required with office supply contracts to ensure you receive the most savings possible for the life of the contract. This involves:

- Core list review management
- Identification of alternative products to drive cost savings during assessment
- Custom core availability
- Price auditing ensures contract adherence
- SKU rationalization to manage demand

MORE THAN JUST OFFICE PRODUCTS

When developing a purchasing strategy, more value may be gained by expanding the categories used through one office supply company. Companies have greatly expanded their offerings to include:

- Technology
- Cleaning and Break Room
- Furniture
- Print
- Promotional Items

OMNIA PARTNERS PROGRAM

Powered by the unmatched purchasing strength of over 300 of the nation's leading companies, and representing over \$160 million in office products volume, the OMNIA Partners office products program delivers a fully managed office products solution.

Pricing Management

Ongoing price list management, auditing, and reporting help you buy smarter and realize sustainable value

Customizable Program

In addition to our extensive core list, our program allows you to customize an assortment of products to meet your unique needs

Manufacturer Deviations

Deviated pricing negotiated with select office supplies manufacturers to offer members even deeper discounts on certain items.

Additional Offerings

Additional office supply categories include technology and peripheral items, cleaning and breakroom, office furniture and print document services.

Paper Price Management

Leveraging RISI Index to minimize paper price increases

SUPPLIER PARTNER

OMNIA Partners ranks as one of Office Depot's top customers, with a program that has been in place for more than 20 years. This allows us to have a strong supplier partnership focused on collaboration and continued program enhancements that benefit the group.



Office Depot, Inc. is a leading global provider of products, services and solutions for every workplace - whether your workplace is an office, home, school, or car. Office Depot, Inc. is a resource and a catalyst to help customers work better. We are a single source for everything customers need to be more productive, including the latest technology, core office supplies, print and document services, business services, facilities products, furniture, and school essentials.

SPEED TO VALUE

It's easy to work with OMNIA Partners. Our team conducts a detailed benchmark to better understand your business needs, and how the OMNIA Partners program can help.

1

ANALYSIS AND FINDINGS

We deliver a thorough benchmark of your current program in order to identify opportunities for savings.

2

ALIGNMENT

You contract with OMNIA Partners to gain access to the program.

3

EXECUTION

Our supplier partner, Office Depot, works with your team on a full roll-out.

4

LIFECYCLE MANAGEMENT

We have a proactive hands-on management approach to our program and relationship with our supplier partner.

GET STARTED

Interested in learning more? Call your OMNIA Partners member development representative, or email info@omniapartners.com

OMNIA
PARTNERS

OMNIA Partners is a group purchasing organization that brings together industry-leading buying power and world-class vendors to offer an extensive portfolio of sourcing solutions and partnerships. Through our economies of scale, our members and suppliers execute more contracts, in more verticals, with transparent, value-driven pricing. Become a member of OMNIA Partners to receive exclusive discounts and added value. Please visit www.omniapartners.com for more information

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