The Secret to Success for Higher Ed Procurement

Strategic Supplier Relationships

OMNIA® PARTNERS

Meet Our Speakers

Kelsey White

Regional Manager, Higher Education
OMNIA Partners

Vanessa Perutelli

Vice President, Partner Development
OMNIA Partners

OMNIA® PARTNERS

Who is OMNIA Partners?

Cooperative Purchasing Overview

OMNIA Partners is the **largest cooperative purchasing organization** serving the public sector. As a trusted resource, OMNIA Partners supports procurement teams and departments alike, helping institutions **streamline purchasing** and **maximize value**. Through competitively solicited contracts, members gain access to industry-leading suppliers while **saving time, reducing costs, and scaling partnerships**.

3,575
Active higher education members

330+
Institutions spending over $1 Million with OMNIA Partners contracts

94%
Of Active Members utilized OMNIA Partners contracts in the last 12 months

28
Average number of contracts that top members utilize

Why We're Here Today.

Higher education is navigating:

- Tight budgets & complex compliance requirements
- Evolving campus and student needs

Supplier partnerships impact:

- Operational efficiency
- Student experience & recruitment
- Long-term institutional success

OMNIA PARTNERS

Why Do Supplier Relationships Matter?

OMNIA® PARTNERS

Key Focus For Today:

1. Vendor vs. Partner
2. Cost vs. Value
3. Convenience vs. Strategic

Vendor vs. Partner

Vendor
transactional, focused only on fulfilling orders

Partner
understands your objectives, shares solutions, collaborates long-term

When you share goals and challenges, suppliers can:

- ✔ Solve pain points
- ✔ Anticipate needs
- ✔ Deliver best-fit solutions

OMNIA® PARTNERS

Making a Vendor a Partner

What to share with your suppliers.

- Share objectives, pain points, and priorities (not just budget numbers)
- Use questionnaires to help suppliers understand your needs faster
- Encourage open conversation to uncover creative solutions

Cost vs. Value

Lowest cost doesn’t equal best outcome

Value includes

- Service and support
- Flexibility in emergencies
- Innovation and sustainability

“Best value” contracts deliver impact **across departments**

OMNIA® PARTNERS

Choosing High Value Agreements

- Departments help define value beyond cost
- Procurement + end users = stronger supplier agreements
- Departmental training helps build procurement's role as a strategic partner
- Centralization avoids audit risk, builds efficiency
- Procurement should have a **seat at the table**
- OMNIA Partners = an extension of your procurement team

Convenience vs. Strategic

Convenience
quick fixes, siloed decisions, short-term wins

Strategic
long-term planning, campus-wide collaboration, risk reduction

OMNIA® PARTNERS

The Power of Cooperative Purchasing

- Simplifies supplier access and contracting
- Connects you with trusted, industry-leading suppliers
- Scales partnerships across campuses and systems

Connect With Our Speakers and More!

Kelsey White

Regional Manager,
Higher Education

OMNIA Partners

Vanessa Perutelli

Vice President,
Partner Development

OMNIA Partners

OMNIA® PARTNERS