

Do you have a Facilities Vendor or Partner?

There's nothing wrong with having a vendor—if you're simply looking to buy products without a lot of value-add. But if you want personalized service from the bidding process throughout your lifecycle as a customer, you're looking for a partner. A facilities vendor provides you with products; a facilities partner provides you with products and works with you to be more educated about your facility's products and processes.

Unsure if you have a vendor or a partner? Take a minute to review the list below and check off the services that you're getting from your current facilities products vendor.

STAPLES
Business Advantage®

	Vendor	Partner
Provides full on-site walkthrough assessment to gather up all your requirements	<input type="radio"/>	<input checked="" type="checkbox"/>
Develops a comprehensive plan for managing your facility	<input type="radio"/>	<input checked="" type="checkbox"/>
Provides product recommendations	<input type="radio"/>	<input checked="" type="checkbox"/>
Offers seasonal recommendations (e.g. salt during winter)	<input type="radio"/>	<input checked="" type="checkbox"/>
Offers safety recommendations	<input type="radio"/>	<input checked="" type="checkbox"/>
Provides annual reviews to discuss relationship	<input type="radio"/>	<input checked="" type="checkbox"/>
Provides detailed reporting on spending and product usage	<input type="radio"/>	<input checked="" type="checkbox"/>

7 ways a partner is better

If your current provider isn't doing all of these things, they're a vendor, not a partner. See how your business could benefit from working with a partner like **Staples Business Advantage**.

Find out how Staples Business Advantage can help you learn about new products and processes that will make your job as facility manager easier, and your facility run smoother. Visit [StaplesAdvantage.com](https://www.staplesadvantage.com)