



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.

	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.

Find out how Staples 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