



GLOBAL MATERIALS PURCHASING GROUP

1. Item Level Savings

While an individual company may find a decent amount of savings on their own, it shadows in comparison to the savings one can gain by joining GLOBAL-MPG. We combine the purchasing power of different small businesses to negotiate better discounts that result in an item level price not attainable by most single companies.

2. Free Membership

Not all group purchasing organizations provide free membership, so finding one that does is an advantage. It not only benefits the member, but it also benefits the GLOBAL-MPG to have free memberships; supply partners are willing to extend discounts and additional service levels to gain access to a GLOBAL-MPG with a large network of members.

3. Direct Relationship with Suppliers

Joining a GLOBAL-MPG does not mean your connection with the supplier will be severed. GLOBAL-MPG members will still receive deliveries straight from the supplier, the member will still be able to call on the supplier if any problems arise and still have the opportunity to meet in person to conduct account reviews.

4. Category Management / On-going Support

GLOBAL-MPGs offer category management which provides aid in identifying and realizing savings throughout the tenure of an agreement. We keep members current on offerings or service enhancements by having frequent reviews with suppliers to understand new services and approaches the supplier may be taking.

5. Networking

The organizations that will benefit the most from a GLOBAL-MPG are those that understand and welcome collaboration. When bringing together many different professionals, organizations are able to share best practices and exchange information. Bringing together different professionals in multiple industries with similar challenges and spends, allows members the opportunity to exchange sourcing tips, recent experiences and even horror stories with a group of peers.



6. Lower Purchasing Risk and Quality Service

GLOBAL-MPGs strive for longevity when it comes to keeping members; because of this, the pressure to support the member is immense. In order to give members, the best quality in suppliers, GLOBAL-MPG subject potential suppliers to a full vetting process which ensures the credibility and value of the supplier, in return the members have a lower purchasing risk.

7. Savings Beyond Price

GLOBAL-MPG main goal is to get members the most products for the most savings, that should never be a reason to ignore quality. GLOBAL-MPG encourages members to work with suppliers to identify qualitative – not just quantitative – improvements that will give them the best-in-class service. GLOBAL-MPG will go beyond initial savings and considers total cost of ownership, this can help with inventory reductions and process improvements.

8. Varying Services

These services range from supply chain consulting, ecommerce solutions, to benchmarking, safety initiatives, revenue management, and technology assessments. Some less common offered services include materials management consulting, materials management outsourcing, and revenue management.