

Benefits of a Group Purchasing Organization

Exploring the benefits of working with a group purchasing organization to save more money, time and effort.



Savings and beyond...

As a true sourcing accelerator, Una's goal is to become an extension of your procurement team. We do this by offering assistance on everything from supply chain management, data and analysis, education, and more.

In the end, a partnership with a GPO should provide you with the support and tools you need to source smarter, save time and effort, and, ultimately, help your organization become more profitable.

Let's explore 10 perks of working with a group purchasing organization and how a GPO like Una strives to be your true partner in procurement.



01

Cost Savings

While obviously not the *only* benefit of a group purchasing organization, the cost savings that businesses will find when working with a GPO is a definite and immediate perk.

When you pool your buying power with other businesses, you receive the benefit of upfront savings from higher volume and pre-negotiated discounts.

With Una, you are free to pick and choose which contracts will benefit your company the most, without having to worry about minimum spend requirements or obligations.



02

Supply Chain Management

GPOs can provide valuable cost-avoidance solutions to organizations by helping them standardize and streamline their purchasing through supply chain management.

If a GPO manages some procurement activities from start to finish, it will drastically cut down on the number of internal resources required to handle purchasing for businesses, freeing you up to focus your energy on your core competencies within your business.

This may not make sense for every category, but for a company's nonstrategic spend or tail spend, utilizing a GPO to help manage suppliers is a smart move.



03

Procurement Partner

Your GPO should work as an extension of your internal procurement department. It should also know its place when it comes to complimenting your existing sourcing strategy.

Una strives to come alongside existing processes and be an additional resource for efficient sourcing, supplier and contract management, and more.



04

Cost Analysis

Understanding your company's current purchasing and procurement status can be challenging and time-consuming. GPOs can help sort through the data and analyze your savings quickly and efficiently.

Una's cost analysis serves as a way to benchmark your current pricing and assess the value of your contract with a supplier. Our team will send your spend information directly to our supplier base to compare costs and identify potential savings opportunities.

Customized Member Programs

Sometimes a company's purchasing needs require plans that go beyond out-of-the-box setups. Make sure that any GPO you choose to work with offers flexibility built into its supplier contracts.

Una's supplier partners can customize their programs to meet your company's unique purchasing needs. Our experts will work directly with you to identify your goals, define what success looks like, and recommend suppliers that will meet your specific requirements.

06

Data & Analytics

Another benefit of a group purchasing organization? Getting to use tools and software you may not be able to access on your own, or don't have the budget to implement.

Through innovative technology and advanced analytical tools, Una helps you eliminate product and service duplications, analyze potential savings, and evaluate competitive purchasing behavior.

07

Category Management

One of the great benefits of a GPO is the ability to essentially bring in additional category managers to help manage nonstrategic or tail spend categories that otherwise may be ignored.

And, if you're ignoring categories altogether, there's a really good chance you're missing out on potential savings.

Engaging with a GPO for certain indirect spend categories will not only save money but also time and effort, freeing up the procurement team to focus on other strategic projects.



08

Personalized Consulting

If you don't know where to begin, we're happy to help. Our team will help you find any blind spots in your spend visibility.

We'll review how your spending is set up and help you figure out whether it's ideal or can be improved. Our experience helps guide our decisions and enables us to pinpoint the areas you can save.



09

Speed to Savings

GPOs can facilitate a faster way to savings thanks to pre-negotiated contracts that are already set in place. Bypass the process of vetting suppliers and negotiating contracts because the GPO has done all of this for you.

All you have to do is pick your favorites and start saving.

Una's "keep it moving" mentality means our team delivers at a pace that sets us apart. We have implemented tools that speed up the process and remove bottlenecks so our members can reach us and get connected to savings quickly.



10

Free Membership

When looking for a GPO to partner with, make sure you choose one that offers free membership.

At Una, our pricing structure is set up so membership is always free to join and free to use. Una does not require members to purchase from certain suppliers or commit to a specified purchase volume. Members are also free to pick and choose which suppliers will best suit your needs.

As a result, you are in control and our team of Sourcing Advisors is here to provide support every step of the way.

Ready to start saving?

Visit www.una.com to learn more.

