Premier Workspaces:

Simplifying Procurement With Group Purchasing

About Premier Workspaces

Premier Workspaces is one of the nation's leading providers of flexible workspace, offering private offices, meeting rooms, virtual offices, and customized workplace solutions to businesses across the United States. Founded in 2002 and rebranded as Premier Workspaces in 2019, the company has grown to a network of more than 85 locations nationwide.

Supporting a distributed footprint of that size creates its own operational complexity. Premier Workspaces' operations team serves as a critical connection point between suppliers and individual locations, managing approximately 80 percent of the communication between the two. That made purchasing consolidation an important opportunity, not just to control costs, but also to simplify the daily experience for employees, operations, accounting, and finance, not to mention lightening the effort associated with opening new locations.

Copyright © 2020-2026 – Una

NOV 2026

The As-Was Situation: Too Many Places to Buy

Before partnering with Una for group purchasing, Premier Workspaces had a fragmented approach to purchasing office supplies. Locations could find themselves looking across multiple suppliers and websites for the products they needed.

The result was unnecessary complexity. Employees had to determine where to purchase items, while the centralized operations team had to support activity spread across multiple suppliers and accounts. As Client Service Coordinator Janet Kamau explained, employees might find themselves pausing from their core work just to figure out where to purchase something simple. That fragmentation had downstream implications as well. Purchases made through different sources meant invoices, questions, and purchasing information were also distributed across multiple places, increasing the administrative burden on operations, accounting, and finance.

Motivation for Change: Consolidating the Purchasing Experience

Premier Workspaces wanted to create a simpler, more streamlined experience, one that would allow their employees to find what they needed in one place rather than maintaining multiple accounts and purchasing through multiple suppliers.

Office supplies became the first category Premier Workspaces addressed through Una. The goal was to bring as much of the organization's office supply spend as possible into a single purchasing channel while continuing to provide competitive pricing and the products individual locations needed.

Before implementation, the operations team gathered historical spending data to understand what employees were buying and what they would need from a new purchasing arrangement. That analytical exercise helped ensure that the new program would work for employees from day one.

Making the Change: From Announcement to Adoption in Days

Premier Workspaces worked with Una's office supplies provider to prepare its locations, purchasing data, invoicing, and billing processes before launch, and that preparation paid off.

The company announced the change, and by the following week, employees were already placing orders through the new program.

Copyright © 2020-2026 – Una

> ***"It was almost seamless. We announced on a Thursday, and by Monday everyone had already started ordering."***
>
> **Janet Kamau,**
> Client Service Coordinator
> *Premier Workspaces*

That speed is particularly significant given their scale and distributed demand. Una worked with Premier Workspaces to onboard their 85 locations, using purchasing data and location information gathered in advance to prepare the program for implementation.

Una also remained involved through the handoff, making the introduction and ensuring Premier Workspaces was positioned for success before transitioning the day-to-day relationship to the supplier.

The Current Situation: One Place to Buy—and Manage—Office Supplies

Approximately one year after implementation, the office supplies program continues to be successful. The company started buying off of Una's small parcel contract approximately one month after the office supplies implementation, expanding the GPO model into another category.

Today, the consolidated office supplies program covers everyday products including pens, paper, and toner. Premier Workspaces can also independently add new locations to the program as its footprint changes, without needing the supplier to manually set each one up.

The relationship has also remained responsive after implementation. When Premier Workspaces identifies an item employees cannot find, needs an additional product stocked, encounters a billing issue, or finds pricing that is higher than expected, the supplier team works with them to resolve the issue. Janet noted that in cases where pricing was questioned, the GPO contract was able to match or even beat the previous cost.

That ongoing flexibility has allowed the program to evolve with Premier Workspaces rather than remaining static after implementation.

Copyright © 2020-2026 – Una

The Benefits: Less Complexity Across the Business

For Premier Workspaces, the benefits of working with Una go beyond the purchasing experience itself.

Employees have a centralized place to find what they need rather than searching across multiple websites and maintaining numerous supplier accounts.

Operations has fewer supplier relationships, emails, and purchasing channels to navigate. Instead of tracking information across three or four different places, the team can focus much of its office supply activity in one place.

Accounting and finance benefit from the same consolidation. With purchasing activity and data flowing through fewer channels, teams no longer need to search multiple sources for the information they need.

> ***"If they're ordering from different areas, billing is also a struggle. If you're focusing on one area where we're getting everything, it eases some work for us as Operations."***
>
> **Janet Kamau**
> Client Service Coordinator
> *Premier Workspaces*

Premier Workspaces has gained a supplier relationship that can respond as their needs change, from pricing questions and billing issues to adding new products and locations.

Looking Ahead

Premier Workspaces' partnership with Una is still evolving. For a growing, distributed organization, the underlying objective remains straightforward: make purchasing easier for individual locations while making the overall process easier for the centralized teams responsible for supporting them.

Janet described the benefits succinctly, "People love ease... We're all focused on one area rather than just opening so many accounts with so many places."

Copyright © 2020-2026 – Una