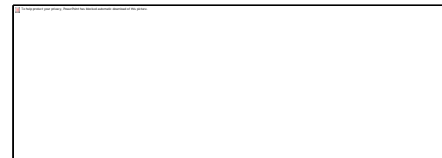


# HPN Select

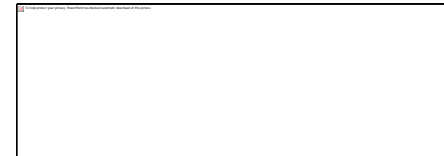
An Introduction to HPN Select –  
Leveraging Collective Purchasing Power

June 28, 2016



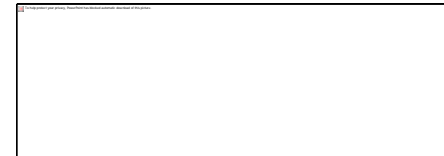
# What is HPN Select?

**A member-owned provider of procurement services to HPN and associated organizations**



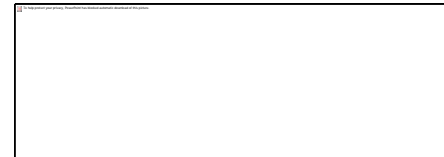
# Our Mission Statement

- To provide competitively priced, high quality procurement solutions for our customers
- Focus on delivering value-for-money contracts at national, regional, and local levels
- Help our customers fulfill their mission related goals by saving them money on the purchases



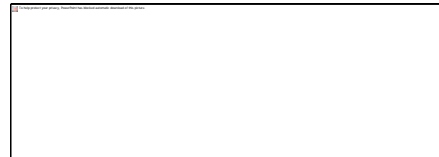
# What does HPN Select provide?

- Purchasing power of HPN and NeighborWorks membership (>250,000 units)
- Maximized purchasing benefits, improved services through competitive bidding, and proactive vendor management
- Savings, Standards, and customer driven product choices
- One-stop-shop supporting maintenance, repairs, development, operations, and materials
- Customer relationship management

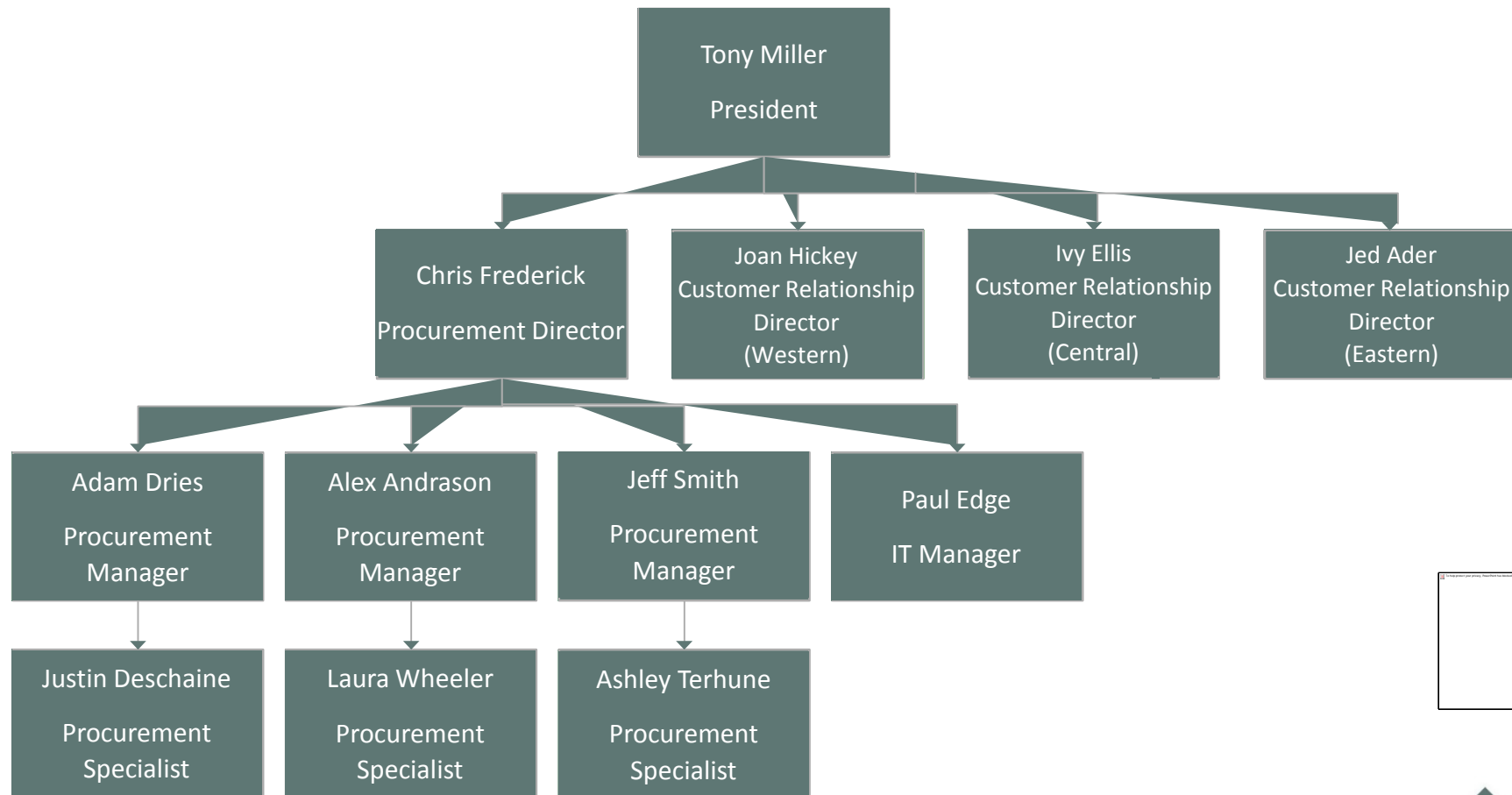


# What is different about HPN Select?

- Member owned and driven
- Partnered with leading UK Procurement Services provider
  - 15 years experience in affordable housing
  - Best practice standard operating procedures
- Peer-Member exchange of best practices
- Commitment to environmentally friendly supply solutions
- No cost to participate

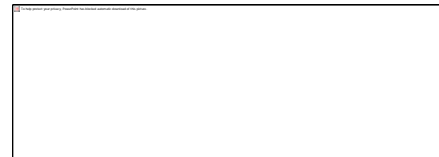


# HPN Select Team



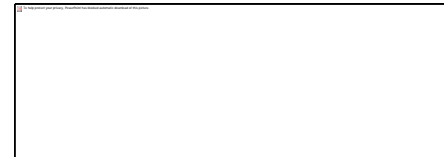
# HPN Select Procurement Team

- Subject matter experts in various product categories
- Runs competitive bids for all product categories
- Manages vendor contracts to ensure consistent performance
- Monitors changes in market conditions and supply chain environment
- Ensures regulatory compliance of contracts
- Continuous improvement: ongoing contract and vendor management



# Customer Relationship Director

- Primary point of contact for customers
- Regionally based:
  - Boston, Chicago, San Francisco
- Business development role:
  - Shares customer's needs with Select Procurement team
  - Identifies new opportunities to benefit the customer
  - Engages with customer staff at senior and operational levels
  - Liaises with preferred vendors' local account managers to support customer



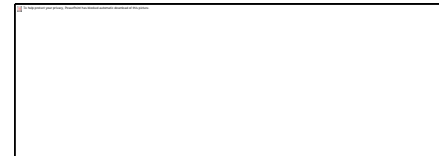


# Vendors



**Schindler**

**STAPLES**  
Business Advantage®



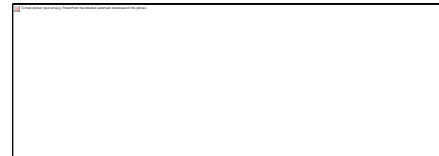
# Paint Supplies

- Over 4,000+ company-owned stores and 2,500 field reps
- *Property Solutions* line for multi-family market
- High performance Low and Zero VOC paints
- Free Delivery
- GC's and PM's introduced to local Sherwin rep by national rep.

**DISCOUNT:** Nationally negotiated prices on Property Solutions paint, 29% off industrial paint and 15-30% off paint supplies



**SHERWIN  
WILLIAMS**



 **SELECT**  
A Strategic Purchasing Alliance

# Maintenance, Repairs and Operations



- 800,000+ SKUs of quality, name-brand products
- on-line and phone ordering
- 24-hour delivery to 95% of US
- 2,000+ national sales reps, 40 distribution centers
- Procurement Managers work with national reps to set up accounts
- Easy transfer of existing accounts

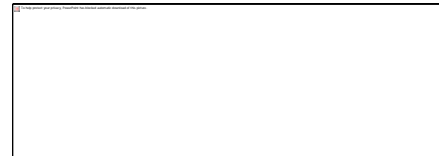
**DISCOUNT:** Lowest level pricing plus 3% discount on total invoice



# Appliances

- Whirlpool, Maytag, KitchenAid, JennAir, and Amana
- Online ordering through InsideAdvantage.com
- Free delivery on 3+ appliances
- Member Employees benefit too
- GCs and Architects work directly with local Whirlpool reps

**DISCOUNT:** Nationally negotiated pricing discounts for **HPN Select** members (average 30% off retail pricing).

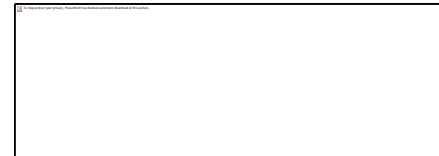


# Office Supplies

- Over 1500 retail locations nationwide
- Dedicated order portal for HPN Select members through Staples Business Advantage
- Customized account management tools such as approval work-flows and core-lists
- Additional 10% discount during the first 90 days of new HPN Select customers

**STAPLES**  
Business Advantage®

**DISCOUNT:** Negotiated Price Discounts: Appliances 25%, Beverages 10%, Breakroom 35%, Business Machines 30%, Coffee/Supplies 30%, Food/Snacks 25%, Furniture 40%, Ink/Toner-OEM 30%, Ink/Toner-Remanufactured 35%, Janitorial 40%, Office Supplies 55%, Paper 65%, Technology 30%



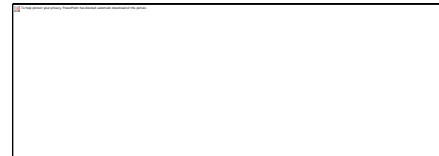
# Flooring

- 132 dedicated floorcovering centers
- Largest wholesale supplier of multi-family flooring
- Complete roll management and innovative cutting system
- Market pricing advantages

**DISCOUNT:** Nationally negotiated price for flooring; freight and labor are market specific.



**SHERWIN  
WILLIAMS**

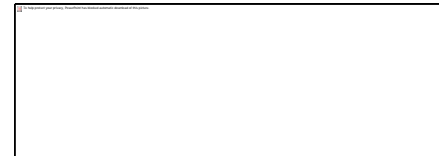


**HPN SELECT**  
A Strategic Purchasing Alliance

# Flooring

- National Co-op of independent flooring contractors
- Full-service national flooring specialists for multi-family industry
- Next day and second day installation
- Locations in 145 markets nationally
- Recyclable carpeting and green products available
- GC's and PM's introduced to local flooring contractors by national rep.

**DISCOUNT:** Nationally negotiated price for flooring; freight and labor are market specific



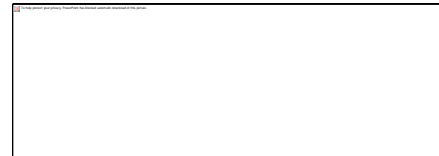
# Elevator Maintenance

- Monthly service contracts (basic or full service)
- Elevator repair and emergency service
- Free remote monitoring after first contract period
- PMs work with local Schindler reps
- Online 24x7 access with a touch of a button

**DISCOUNT:** Nationally negotiated pricing (average 40% savings).



**Schindler**



 **SELECT**  
A Strategic Purchasing Alliance

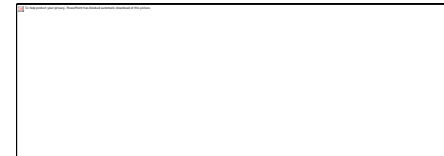


# Telecommunications



- Granite is the leading communications services provider to businesses with multiple locations.
- Customers include 85 of the Fortune 100 companies
- Voice, Data, Managed Solutions, Network Integration, Security

**DISCOUNT:** Nationally negotiated pricing (average 40% savings).



# IT Peripherals

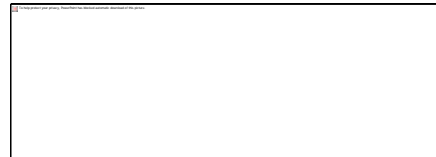
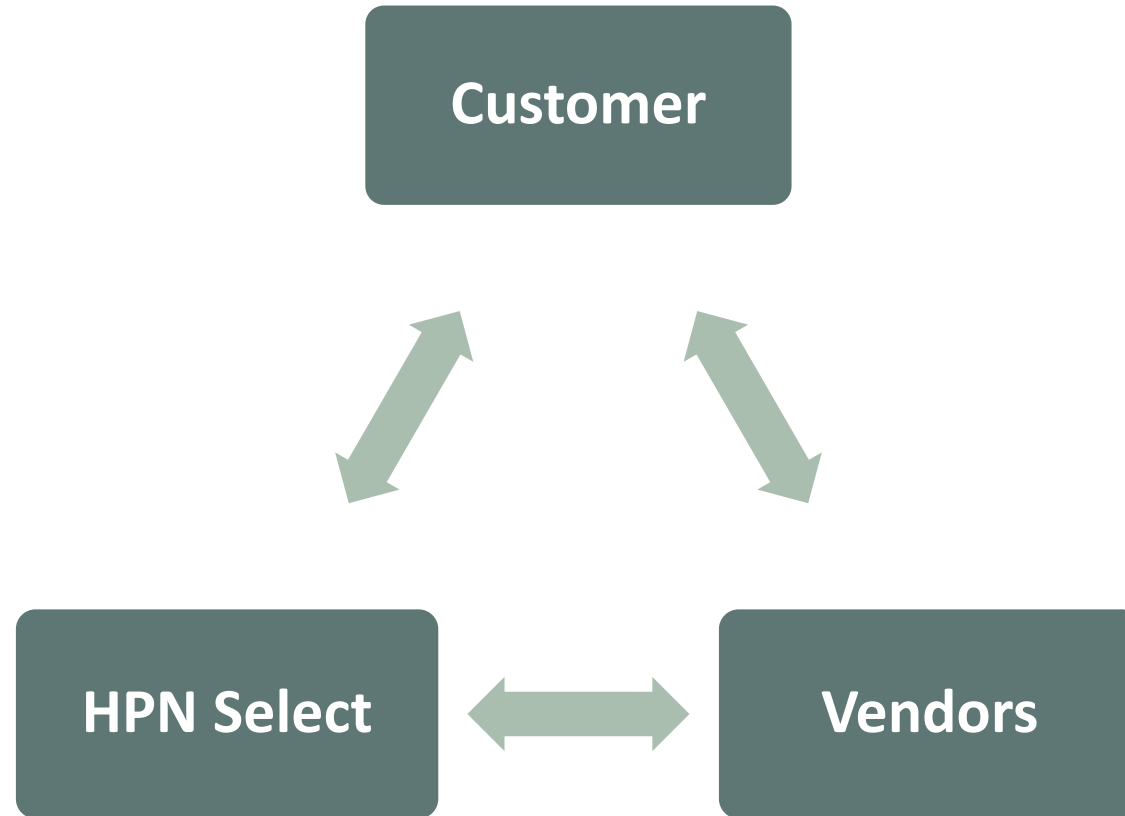


- Products – Computers, hardware, software, data storage, etc.
- Solutions – Cloud computing, document management, security, etc.
- Services – Telecommunication, maintenance agreements, etc.
- Specialized Customer Service – IT experts who understand nonprofits

**DISCOUNT:** Discounted pricing on solutions and services.



# The Relationship



# HPN Select Methodology: Sourcing Strategies



# How Do We Help You?



Value

Leverage

Knowledge

Support

Efficiency



# HPN Select

## Questions?