

# The Purchasing Power of Sun

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# What can Sun leverage and why?

- Credit worthiness to borrow money
- Technology to become more efficient and create visibility
- Resources, talent to create an amazing experience for our guests & residents
- Expertise for continual improvement
- Buying power, spend

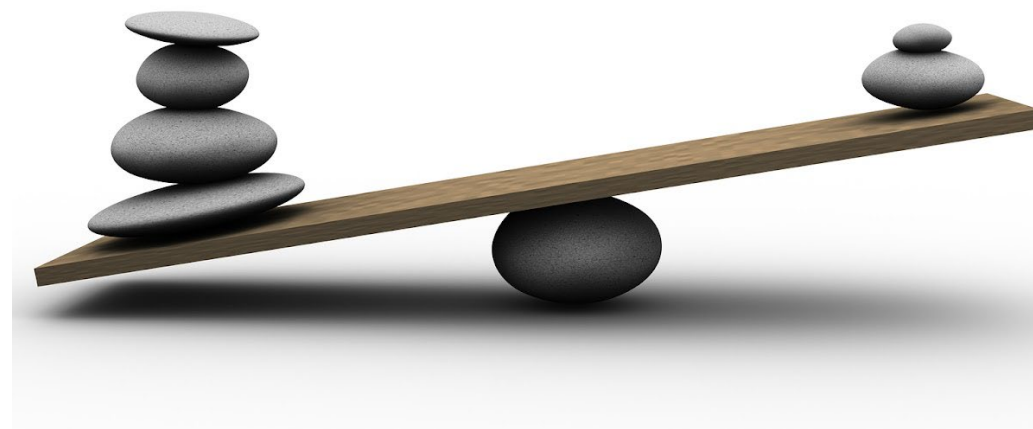
## leverage 2 of 2 verb

leveraged; leveraging

*transitive verb*

1 : to provide (something, such as a corporation) or supplement (something, such as money) with leverage

*also* : to enhance as if by supplying with financial leverage



# Why would Sun want to leverage our spend volume?

- Price/Cost
- Terms
- Availability
- Support/Performance
- Preference/Priority

# The Great Equalizer

- Over \$1.8 Million on identified products
- 19 suppliers over \$20,000
- Additional 307 suppliers with \$544k spend
- Top 5 Suppliers
  - Amazon
  - Cintas Corporation
  - Waxie Sanitary Supply
  - AlSCO
  - PNC Bank\*

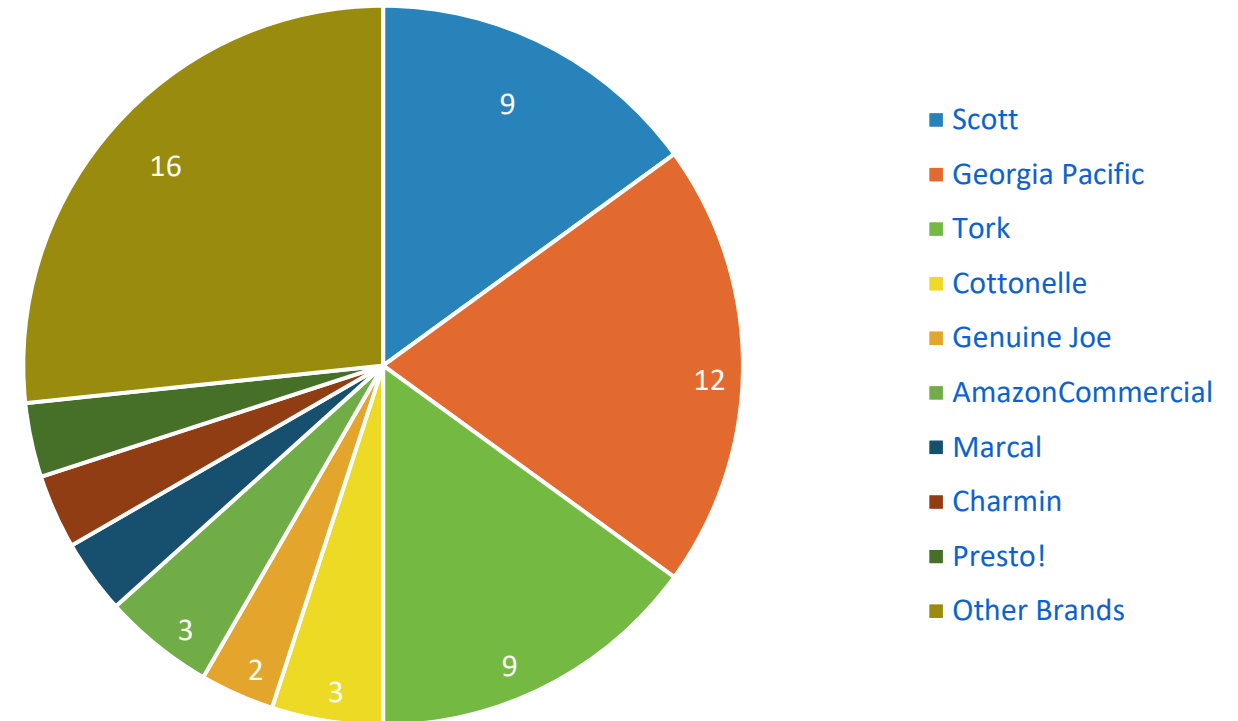


# TP through Amazon

## What are our opportunities?

- Standardize on a particular brand.
- Standardize on fewer product types, styles, sizes.
- Centrally negotiate, source and manage the supply base.

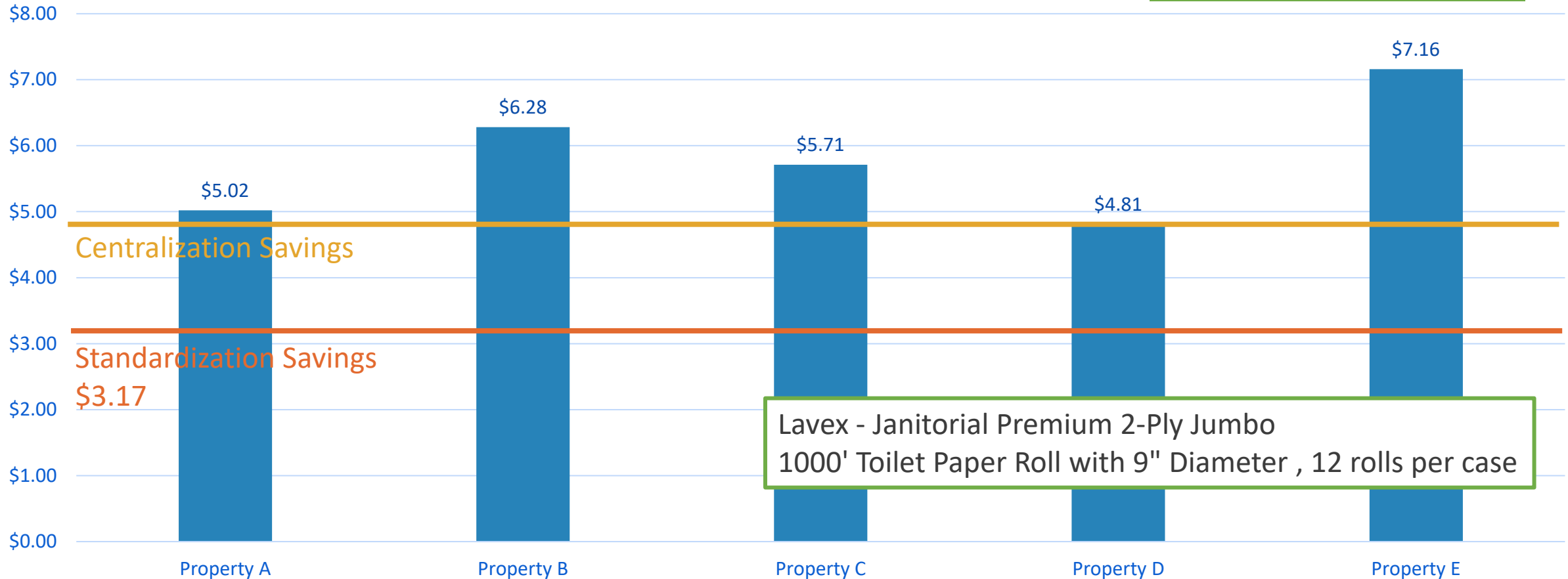
- 1 Supplier
- 1 Product Type
- 28 Brands
- 60 Unique Part Numbers



# Pacific Blue Basic, 2-Ply Jumbo Jr. Toilet Paper

1,000 linear feet per roll, 8 rolls per case  
GP Pro/Georgia Pacific, Part #12798

Price per roll



Lavex - Janitorial Premium 2-Ply Jumbo  
1000' Toilet Paper Roll with 9" Diameter , 12 rolls per case

Pricing as of 4.13.23  
All pricing reflects discounts and rebates.  
Shipping available at no cost from all sources

# What do we need to have to achieve these opportunities?

- Visibility to what we're buying, from whom, what price, etc.?
- Your support, delivered spend - this is a team effort.
- Vendor management, contract oversight, performance expectations - don't set and forget it.



# How do we create even more leverage?

## Look Beyond the Sun!



## Sun Partner Program



Group Purchasing Organizations



# More than leverage...



- Strategy
- Sourcing & Standardization
- Procurement Process & Technology
- Forecasting
- Supplier Management
- Category Management

# SunSupply 2.0

# Coming Summer 2023!



The screenshot displays the SunSupply 2.0 web application interface. At the top, there is a navigation bar with a search bar and a shopping cart icon. Below this, the breadcrumb trail reads "Facilities > Office Furniture & Supplies > Office Supplies". The main content area features a search bar and a filter section. The filter section includes a "Filter By Commodity" dropdown and a search bar. Below the filter section, there are buttons for "Add to Cart", "Add to a Shopping List", "Compare", "Create Spot Bid", "Add Non-Catalog Item", and "Create Item". The main product list is a table with columns: Order, Image, Commodity, Product Code, Supplier, Item, Detailed Description, Price, Currency, Ratings, Contract, Unit, Validity Start, and Validity End. The table contains four rows of product listings, each with an "Add to Cart" button. The first row is for ACCO® Small Binder Clips, Steel Wire, 5/16" Cap., 3/4"w, Black/Silver, Dozen (OFF-001) with a price of 3.49 USD. The second row is for ACCO® Medium Binder Clips, Steel Wire, 5/8" Cap., 1-1/4"w, Black/Silver, Dozen (OFF-002) with a price of 4.44 USD. The third row is for Avery® Shipping Labels, TrueBlock® Technology, Permanent Adhesive, 3 1/3" x 4", 600/BX (OFF-003) with a price of 55.29 USD. The fourth row is for Avery® Easy Peel® Address Labels, Sure Feed™ Technology, Permanent Adhesive, 1" x 2 5/8", 7500/BX (OFF-004) with a price of 81.86 USD. On the left side of the interface, there is a sidebar with various filters and options, including "Item's Commodity", "Contract", "Supplier", "Status", "Type", and "Shopping List".

Order	Image	Commodity	Product Code	Supplier	Item	Detailed Description	Price	Currency	Ratings	Contract	Unit	Validity Start	Validity End
1		Office Supplies	OFF-001	OFFICE DEPOT USA	ACCO® Small Binder Clips, Steel Wire, 5/16" Cap., 3/4"w, Black/Silver, Dozen	ACCO® Small Binder Clips, Steel Wire, 5/16" Cap., 3/4"w, Black/Silver, Dozen (OFF-001)	3.49	USD	★★★★★	Office Supplies Master (US)	Box	5/8/2019	3/20
1		Office Supplies	OFF-002	OFFICE DEPOT USA	ACCO® Medium Binder Clips, Steel Wire, 5/8" Cap., 1-1/4"w, Black/Silver, Dozen	ACCO® Medium Binder Clips, Steel Wire, 5/8" Cap., 1-1/4"w, Black/Silver, Dozen (OFF-002)	4.44	USD	★★★★★	Office Supplies Master (US)	Box	5/8/2019	3/20
1		Office Supplies	OFF-003	OFFICE DEPOT USA	Avery® Shipping Labels, TrueBlock® Technology, Permanent Adhesive, 3 1/3" x 4", 600/BX	Avery® Shipping Labels, TrueBlock® Technology, Permanent Adhesive, 3 1/3" x 4", 600/BX (OFF-003)	55.29	USD	★★★★★	Office Supplies Master (US)	Box	5/8/2019	3/20
1		Office Supplies	OFF-004	OFFICE DEPOT USA	Avery® Easy Peel® Address Labels, Sure Feed™ Technology, Permanent Adhesive, 1" x 2 5/8", 7500/BX	Avery® Easy Peel® Address Labels, Sure Feed™ Technology, Permanent Adhesive, 1" x 2 5/8", 7500/BX (OFF-004)	81.86	USD	★★★★★	Office Supplies Master (US)	Box	5/8/2019	3/20

- Central Sun catalog of products & services.
- Order management tools.
- Detailed spend visibility & reporting.

**What would you like to see in SunSupply?**

**Are you interested in being an early adopter?**



Please submit responses by 6.12.23

# What Sun Culture Statement does this approach directly support?

Bonus Question

We Over Me



Nothing Changes if Nothing Changes

