

Understanding the Total Cost of Purchase

When making a purchase, many partners do not take into account all of the costs, both direct and indirect, that impact their business overhead. The fact is, the price of a product is only part of the *expense*.

Apart from the price, the total cost can also include:

- Dealing with multiple suppliers
- Staying up-to-date on orders, quotes and pricing
- Sorting out problems
- Checking invoices
- Ensuring prices are fair
- Receiving all the manufacturer programs/promotions you are entitled to
- Staying current on the marketplace to find the most suitable suppliers
- Continuing reassessment of supplier performance.

Additionally, estimates by Gartner Group indicate

* The average cost of processing a purchase order varies from \$50 to \$200

* 50% of maintenance, repair and operational purchases are new, unplanned or one-time buys.

Without effectively leveraging supplier relationships many companies dramatically overspend on operating resources.

Why Infiniit?

- We understand the complexities involved in managing technology
- We know how the channel operates
- We nurture valuable relationships with customers, suppliers and distributors
- We understand the technical jargon manufacturers often use
- We know how to objectively assess new technologies and service offerings
- Our vendor agnostic approach provides our customers multiple options for *their* needs
- We can turn our knowledge into your cost savings

Working *with* you...

It's like having an additional dedicated partner services team working with you, quietly taking care of many complex cost and purchase management issues, leaving you to focus on your core business. There are no resources tied up in a project waiting for results nor trying to unscramble all the factors that need to be taken into account to find the true cost of a service.

For more information or to speak with a Partner Services Representative, please contact

