

CK Atlantis Counts on Avendra for Superior Service, High Quality Products and Peace of Mind

ABOUT CK ATLANTIS

For CK Atlantis, a Toronto-based hotel management company, relationships matter. With a successful track record in operating both branded and unbranded hotels in North America, the company works closely with its clients to address the operational needs and the lifestyle character of each property.

We spoke with Carmen Villarin, President of CK Atlantis, to learn how their long-standing relationship with Avendra contributes to the company's success.

How is Avendra helping your business?

IMPACT THE BOTTOM LINE

“ Avendra enables us to be competitive with larger management companies because we can offer competitive pricing on a wide range of supplies, not just food and beverage. With all the industry consolidation going on, it's important that independents like us can survive and compete. It's great to have the security that someone is watching out for us.”

Avendra takes pride in their ability to secure and offer all of their customers — big and small — the purchasing power of a large company. For example, CK Atlantis recently acquired a small hotel to renovate. Initially when bidding out kitchenette supplies, the prices were too high. As an Avendra partner, they were able to get significantly better prices and purchase the equipment. Carmen estimates they are saving 15% overall on costs, and for some items, such as uniform rental, closer to 50%.

IMPROVE OPERATIONAL EFFICIENCY

“ Working with Avendra has made us more productive. We already know we've got the best pricing so we don't have to do the legwork and negotiate with suppliers. And, if we have an issue with a supplier, Avendra takes care of it right away.”

Much more than a group purchasing organization, Avendra is a strategic partner and a trusted industry resource. Carmen counts on the relationship she has with her customer care representative to provide the expertise and solutions to improve the company's supply chain efficiency.

BETTER SERVE GUESTS

“ Avendra helps us provide a much better guest experience for all of our properties. And, that's essential to our growth and success.”

Avendra provides CK Atlantis access to a range of suppliers — from economy through luxury brands. For example, while guests expect high-end amenities at one of its luxury properties, Carmen needs a price point to meet profitability targets. Avendra offers tailored sourcing solutions no matter the property — from the company's unique boutique hotels to long-term living residences.

ABOUT AVENDRA

Avendra is North America's leading hospitality procurement services provider. Our supply chain management solutions are tailored to our clients' business strategies and deliver benefits beyond great savings. We combine years of hospitality expertise, purchasing power, services and software to help customers impact the bottom line, improve operational performance and better serve guests. More than 8,000 customers rely on Avendra as a trusted partner.



What Avendra capabilities stand out?

“ I trust that Avendra will do right by my company. They give me peace of mind that they are on top of things.”

Carmen values the confidence she feels working with Avendra. For example, when CK Atlantis first started working with Avendra she received a check in the mail that she wasn't expecting. While conducting a price audit, Avendra discovered that one of the suppliers had charged her too much. She received the check before she even knew there was an error — and the savings were quite substantial.

“ The best thing I like about Avendra is that they treat me like a VIP — I can call them for anything. They treat me like I'm a big company, even though we are relatively small. That's huge.”

Superior service and unmatched industry expertise set Avendra apart. Their experienced specialists can be available by phone, email or on site to offer the highest level of service and support.

How are you using Avendra's services?

“ We use Avendra for nearly everything — guest room amenities, food and beverage, supplies for new hotels and capital items. Plus, the hotels know they can bring in a new supplier, or use a supplier that they've been working with.”

Avendra understands the desire and demand to use local suppliers. Upon request, the company can vet new suppliers and add them to the preferred suppliers list, if they qualify. It's all a part of the company's commitment to secure best-in-class pricing on all of their products and services — and to create extraordinary value for their clients.

Find out what **Avendra**
can do for you.

To learn more call **866-AVENDRA**
or visit **www.avendra.com**

